

THE 12 POWERFUL PIECES
TO TRANSFORMING LIVES

21ST CENTURY **COACHING** PLAYBOOK



THE LATEST IN
NEUROSCIENCE TO
CATALYZE QUICK
CHANGE IN CLIENTS SO
YOU SKYROCKET YOUR
REPUTATION, REFERRALS
& YOUR REVENUE

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Creator of the Personality & Needs Profile®
Founder of the Your Life Your Way Academy

Welcome to 21st Century

In this **PDF Playbook** you will discover an exponentially effective and more complete way to Coach, Train, Mentor, Consult or Counsel people to overcome their challenges, reach their goals, create work life balance and **overall live a better life**.

To get the most out of this information you can upgrade to the 6 Part Video Masterclass edition so you gain deeper insights into the power of this Methodology. Sign up here at this link:

<https://yourlifeyourwayacademy.com/product/12-powerful-pieces-coaching>

Hi, I'm Diana Dentinger!

After graduating from Miami University in 1984, I travelled around Europe, stayed and created a multi-service **business** in Germany. Then moved to Italy at the end of 1988, became certified in Behaviour Assessments and began my **Corporate Training** career. **Entrepreneurship** is simply a part of who I am.

For the first 10 years I used all the **popular behavior models** like DiSC, Enneagram, Success Insights as well as ventured into alternative studies like Astrology, Cluster Analytics and ThetaHealing.

Coming from a family with over 250 relatives, I felt those tools did NOT do justice to how unique and diverse people are! We are **so much more** than just 1 of 9 types and I was determined to find deeper answers.

So in 2004 I began using tools from an intense 5 year course in **BioPsychology** and **Psychosomatic illnesses** which gave me the tools to profoundly identify and understand human "programming" and innate potential.

Reverse engineering years of research and experience, I created the only 21st Century **Personality & Needs Profile®**. This plus the Your Life Your Way™ Coaching Methodology landed me the 100 Women Achievers of 2018 award.

About Diana



Results Reputation Referrals

Why not **build a successful business** the simple way? Here's how: First have a **great program** that gets your clients results. That makes them think you are great. Thanks to your help they have solutions, **vitality** and **happiness**. Their friends want more of that too so clients excitedly tell their friends about you.

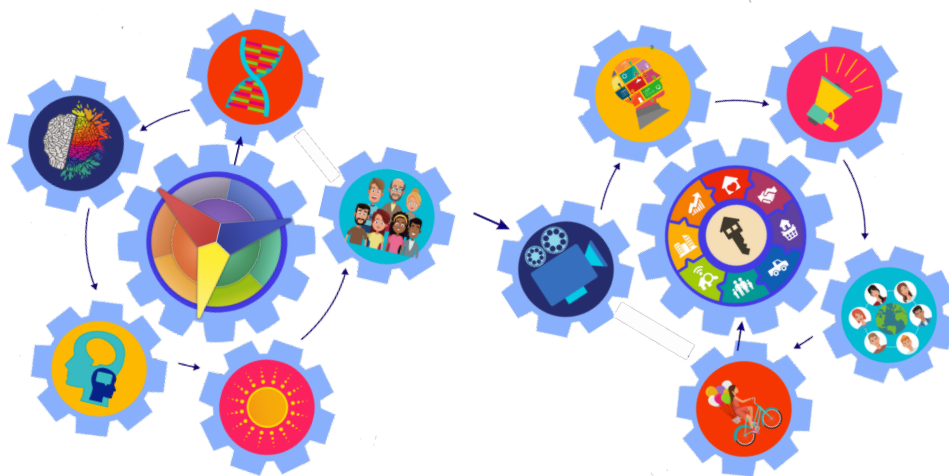
In this Manual you will **read my personal observations** about the Coaching Industry, get practical suggestions about business and learn about more effective tools.

We all start as newbies. We finish our education with knowledge but maybe little experience, therefore don't have proof that what we can do **might be of value**.

It's the same situation for Coaches who are eager to begin setting up a business or even scaling their business. **Each level requires new skills**, more practice. Having solved some of your own personal or professional issues **might not be enough** to position yourself as an expert, qualified to help others overcome challenges.

People have **complicated stuff going on in their lives**, in their heads, their hearts and souls. These are rapidly changing times. Complex too. Before explaining how to up level your Coaching through the 12 Powerful Pieces below, I'll share my reflections on the **Personal and Professional Development Industry** in the following pages.

On to the 12 Powerful Pieces



3

Your 21st Century Coaching Playbook

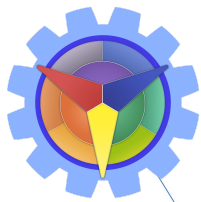
The 12 Powerful Pieces to Skyrocket Your Results, Reputation & Referrals

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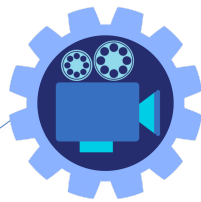


This is About This!

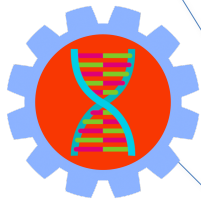
These 12 Powerful Pieces are about the Mechanics of Outstanding Coaching to Catalyse Long Lasting Change in Clients so You Become the Go To Person both in Your Area of Expertise and Outside of the Niche.



1. **INNATE:** Answers to 5 Existential Questions with the 5 W's on who you are.



7. **PROJECT FROM THE BRAIN:** Use the self image picture to realise desires.



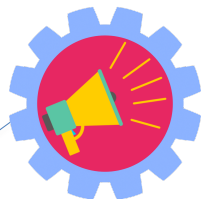
2. **BODY:** Where you feel who you are & how it signals when you are on or off your life path.



8. **THINK FROM PSYCHE:** Give yourself feedback about actions-emotions to improve.



3. **BRAIN:** The latest science on how to rewire higher so you can live your greater potential.



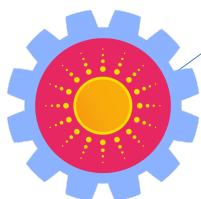
9. **EXPAND FROM ENERGY:** Regulate emotions to move forward & release your blocks.



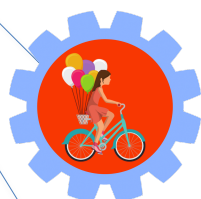
4. **PSYCHE:** Not the mind! Not really even thoughts, but deeper into soul subconscious.



10. **CONNECT WITH OTHERS:** Be more aligned to show up real and authentic.



5. **ENERGY:** The polarity & charge of emotions in Personality that give you vibe.



11. **WELL BEING FROM BODY:** Health improves as actions mirror an inner "yes".



6. **OTHERS:** Everything outside that helps (hinders) towards your self realization.

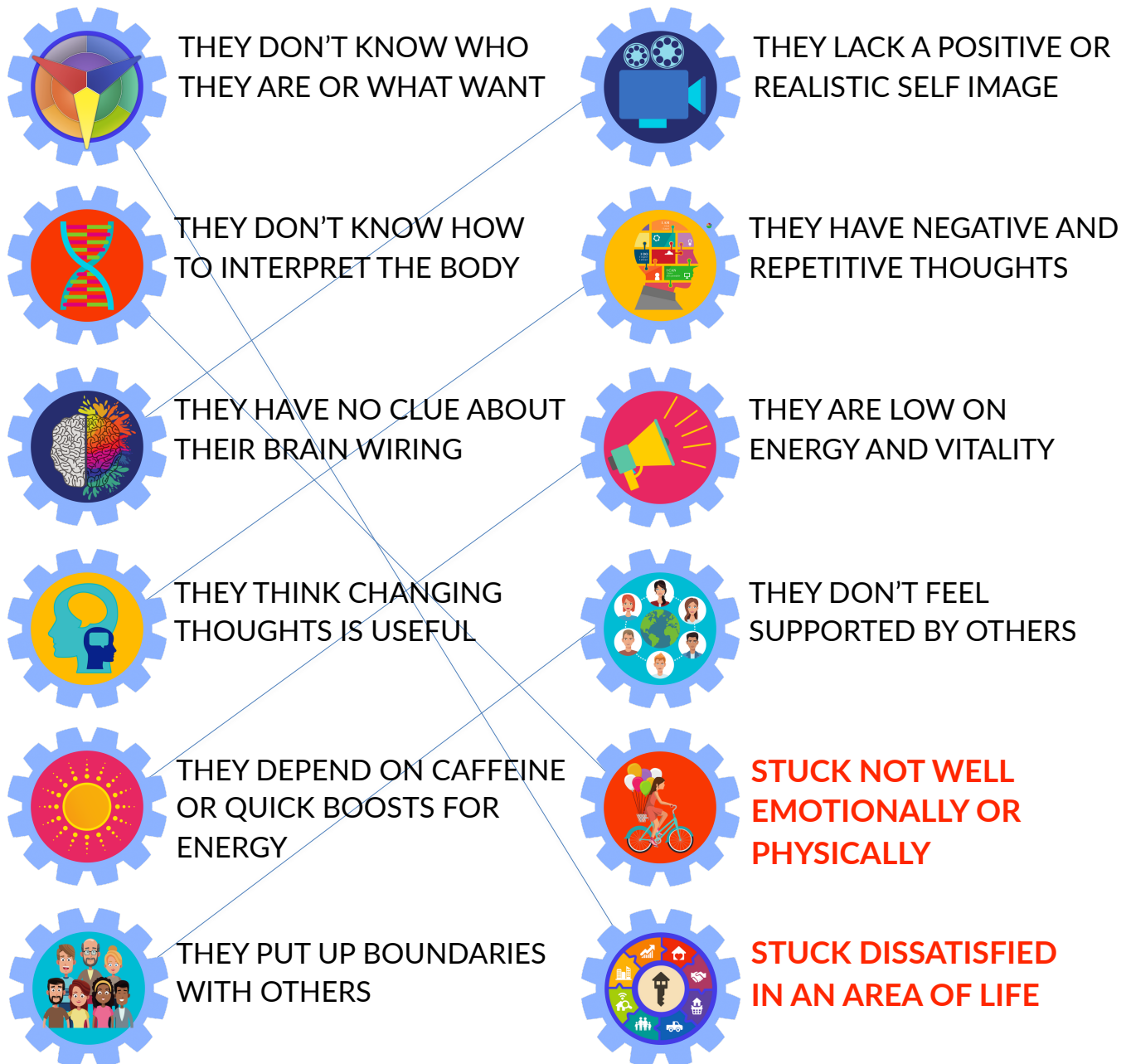


12. **FULFILL FROM INNATE:** You live fully aligned with who you are for the best life ever.



What's Off?

Most people are stuck in the last PIECES so they reach out to a Coach who usually tells them to “work on that area of life”. But being stuck is a result of not accessing the information and USING ALL THE PIECES before to get positive outcomes.



The Evolution of Coaching

SO FIRST: Do you think that the tools used currently in Coaching & Training can help people navigate the changes they really need to be make in their lives? **I don't!**

That is the reason behind my **many years of research** in human behaviour.

Being in the **Personal & Professional Development since 1989**, plus growing up with a father in Human Resources & Leadership Consulting since the 1960's, I have attentively studied "what works" and "what doesn't work" to catalyse long lasting change in people so they get the results they desire and improve their lives.

Life has become more complex since the profession called **Coaching** began! And since the Certifications were "invented". Now people have more choices, more distractions and more technology. That said, the **Coaching Industry needs to evolve in order to more deeply support people facing external changes.**

I love Personal & Professional Development. It is so heart warming to help people. And I think that is why so many people are attracted to Coaching as a profession.

Lately it seems though that **hype is hitting an all time high.** Coaches promise they have the "ultimate secret" for people to "have it all"... if they buy their expensive Coaching package. **The bait is often enticing**, and maybe even the program if the Coach has a good reputation. But even the "best" have low success percentages!

Up until now, **Coaching programs DO NOT** help people really know themselves. They possibly help a client get a result. But people would need 10 different Coaches to up level the quality of their lives in **every area of their life.**

What if you could offer fast and fun tools so your clients get results while also bettering their health, relationships, career by even fulfilling their life purpose!

My contribution to the Coaching & Training Industry is to **fill this massive gap.** I offer a scientific overhaul and major upgrade with leading edge BioPsychology based tools. I am here to support you become outstanding!



Tough Truths

Why not just **get the pink elephant out of the room** straight away. Let's get real and raw about the Coaching & Training Industry so our efforts are focused on improving the quality of results for clients.

Certification Issues

The need to have a Certification is always a topic of discussion. But fees vary greatly even though the Curriculum is similar. Cost from \$15 on Udemy to be certified to \$75,000 to be an Action Coach.

No Quality Control

There are over 100,000 official Coaches. The Industry is easy to enter as it is unregulated. Often potential clients meet an incompetent one that gives the **field a bad reputation**.

Low ROI in Corporate

Even in the more esteemed branch of Corporate Training, there is a low ROI for programs. The vast majority do NOT offer personalization. They adhere to old school "typing" with ineffective and generic strategies.

Success Measurements

Most Coaches who "kill it" online with books and courses have disputable "success" if measured based on client verifiable results. Selling 1M books or classes does not mean 1M got results.

Program Development

Most Coaches do NOT have a real Program they guide clients through. Some create theirs as a spin off of someone else's or use their own life experience. Too much "same ole"!

Self Sustaining Industry

Coaches are the biggest users of the Coaching Industry! Period. They invest a lot in their growth and business: ie on How to Use Social Media, Write a Book, Brand their Business & Get Clients, Win on LinkedIn, create short form videos on TikTok etc.



Current Trends

Coaches might be tempted to use **AI tools or apps** and therefore feel they are doing their clients a service by using tech for personal and professional development. Not sure this is the way to tap into **human potential**.

Prefer Quick Fixes

Change is not an overnight thing. People are often disappointed with where they are in life, but few are committed to taking time for a deep personal journey.

Need Reinvention

With technology changing so rapidly, futurists affirm that the top “skill” for the next decade will be the ability to reinvent yourself. Many jobs will be replaced by AI. Maybe even Coaching.

Stressed & Unfit

For as much as people are aware to improve food & exercise habits, be more mindful & find coping strategies, they live the tolls of stress because don't know how to be resourceful.

Want Just Money?

Many people are feeling the need to do what most matters to them instead of playing out roles and fulfilling responsibilities that don't make their life very meaningful.

Distracted & Lost

Social Media, gaming and binge film watching are much loved past times but can be addictive. People often use these to numb their deeper frustrations. They need guidance.

Alive with Purpose

We Coaches know from our own personal experience that knowing why you are here is key to waking up everyday full of energy. And we wish the same experience for our clients.



Why People Hire a Coach

People hire coaches for various reasons, often driven by the desire for personal or professional growth, clarity and improved performance. You, as a Coach, might word this as getting them **from Island A** (pain points) **to Island B** (result).

Your client wants to get from where they are now to where they want to be.

BUT in my experience, **most people really don't know what they want.**

Or if they do it is a **cute goal based on societal expectations** and pressures to fit in.

Where most **Coaches waste time** is in getting their clients crystal clear on what they really want with a doable path that is unique for who they are.

In the **Your Life Your Way™ Coaching Methodology** we add 3 vitally critical steps between “Island A” to “Island B”. They are not the “how to’s” but rather answers to **WHO** are you, **WHY** are you here, **WHO MORE** can you become.

In my experience, when clients have these answers, **what they want changes.**

Maybe they came to me at first to find a better career fit, improve a relationship, become a better leader, have work life balance.

But after a **3 hour Coaching Session** with their **Personality Profile**, they tapped into deeper desires, not the superficial, “fit in” goal or quick fix.

Here are the **most common reasons people hire a Coach**. How are you helping your clients with these? Do you have a Powerful Program and a Proven Methodology?

1. To Gain Direction and Clarity
2. To Unlock their Potential
3. To Navigate Transitions
4. To Improve Performance
5. To Save Time and Reduce Stress
6. To Build Confidence and Motivation
7. To Develop Critical Thinking and Decision-Making Skills
8. To Plan Strategically for Long-Term Success



4 Foundational Elements

Your role is to lay down **4 Foundational Corner Stones** with clients. And it doesn't matter which desire or issue they have. Only with these in place, can they feel stable, therefore feel capable to solve their challenges and achieve their goals.

Without the first element called “getting clear” nothing else can stand. The client and their “structure” will be on shaky ground. In this Methodology you follow a precise order in “placing the cornerstones”. Each Powerful Piece, the tools and techniques used in the Your Life Your Way™ Coaching Methodology serve to strengthen this overall framework.

1. You help the client get clear - **The Client Gets Clear**
2. You help the client feel confident - **The Client Feels Confident**
3. You help the client have energy - **The Client Has Energy**
4. You help the client take action - **The Client Takes Action**

Because here's the thing. Clarity naturally boosts Confidence and both together skyrocket Energy. With Energy a person naturally takes Action. What is missing in the Coaching Industry are tools to help clients become crystal clear. This delays them moving forward in the “right” life direction. Now more than ever people are stuck!

Without Clarity, no amount of mindset hacks or limiting belief work is going to shift the inner wiring of a person towards their greater potential.

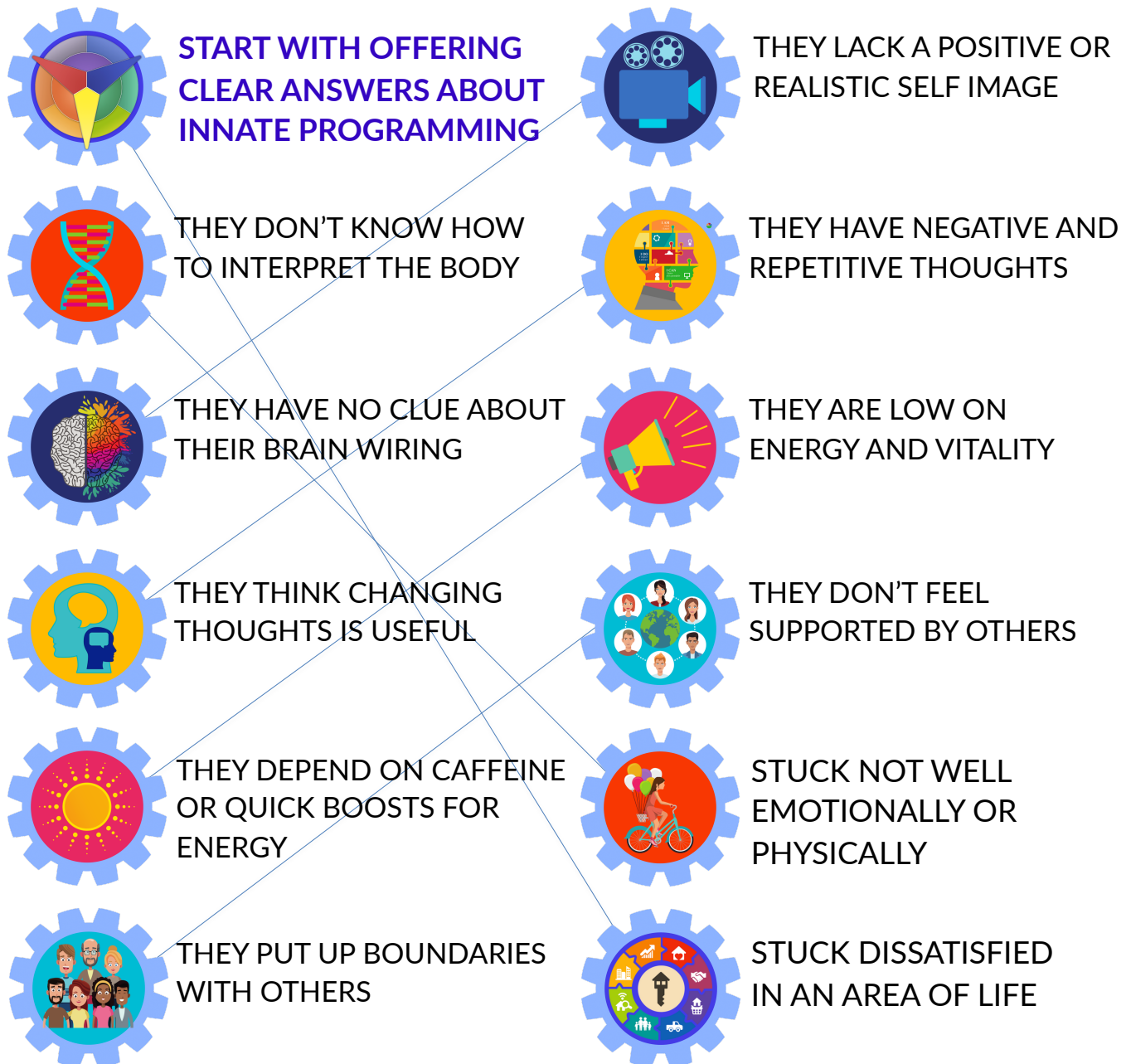
- Clear on **Who** You Are (through a science based in depth Personality Profile)
- Clear on **Why** You Are here (Life Purpose as a Blend of Personality Needs)
- Clear on **Where** You Excel (the biological environment in which you thrive)
- Clear on **What** You Innately Do Well (that flows out of Who You Are)
- Clear on **How** You Do Things (the emotional charge and brain regions involved)

My guess is that **99.9% of Coaches do NOT have tools** to offer clients these answers. These are the very basics for long lasting change and fulfillment. And this is the main reason why **clients drop out of programs** and why the Coaching Industry, outside of the Industry, is not seen as useful. It's hype and fluff without clarity.



What's Better?

Offering clients precise answers to their **INNATE PIECE** with the 5 Existential Questions, you offer them ways to gain Clarity, feel Confident, Have Energy and take Action. Organically they have better outcomes in all the other **11 PIECES**.



Getting Crystal Clear

The tool in the **Your Life Your Way™ Coaching Methodology** that gets a client clear on each of these existential questions is called the **Personality & Needs Profile®**.

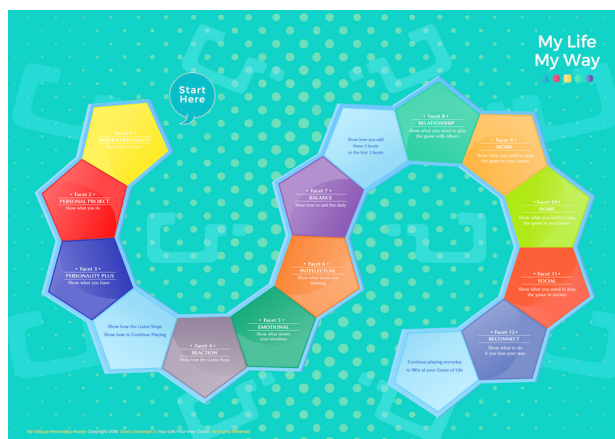
Walking a client through their Profile can be done in a **3 hour Coaching Session**.

Your role becomes to "story tell" metaphorically "what it is like to be them" in each of their **Unique Individual Personality Needs** in each of the 12 Facets of Complete Personality.

There is more about this leading edge tool in another section and why it is so powerful in connecting a person to their innate potential. Both you and your client have their Personality Profile. It contains **written description of their behavior** on both a good and bad day (aka under stress).

The names of the **12 Facets** are on the **Game Board**, another tool to make the self discovery process fun, light, freeing and highly effective.

Gaining deeper self awareness naturally **catalyses feeling confident** so clients make the changes necessary towards a happier, healthier and more fulfilling life.



Your client does **NOT work on themselves** nor "work on their confidence" or need to "overcome imposter syndrome". This powerful process awakens inner knowing that has always been there, possibly layered over by conditioning and imprinting.

Once they reconnect to who they really are (a **brain wiring mechanism**) this gives them access to their internal energy supply. It is a biological and cellular realignment as well as heart coherency is happening.



Distinguish Yourself

This is **NOT** about developing an authentic personal brand nor defining a clear niche. It is about a Blue Ocean Strategy of being in a **Category of One**.

1. Offer What Others Do Not or Cannot

How can you create unique value by solving overlooked problems? I did that by diving deep into solving the **ancient philosophical phrase** of “Know Thyself”. Because what was evident to me was that there were outdated personality and behaviour assessments. Most originate from back in the 1930’s yet are still used despite being proven to be **unreliable, not valid, obsolete** and even misused.

2. Do Better Than Those Doing the Same Thing

How can you enhance value through far superior Coaching sessions? I did that by creating tools that allowed me to know a client so well, that they told me I knew them **better than they knew themselves**. Therefore, compared to other Life Coaches, Trainers, Consultants, Counsellors and even Psychologists, I can give them faster answers so they **accelerate moving forward**, aligned to how they are and get results.

3. Support Clients Broadly – Not Just One Issue

How can you **expand beyond single issue** Coaching to help in more areas of life? The money is not in the niche, it is in being **the go to person for a variety** of predictable human issues. Most Coaches “leave money on the table” because they position themselves in a narrow niche. But most people have multiple issues. I became known as being the person who can “get people unstuck” no matter where in life that is. Thanks to a well defined Methodology, tools and techniques, I guide the person to find their answers inside to resolve any life issue. This means they can recommend me to any or all of their friends and family because I am not niched.



Powerful Programs

The **only solution** to satisfy your current clients, get more new clients (and with ease) is to have a program that speaks for itself! Results bring referrals. **High ROI builds reputation.**

Real Personalisation

A Powerful Coaching Program always begins by helping a client **be more self aware**. This means having a tools so they clearly see how they behave and react.

Active Engagement

Clearly outlining your client's responsibilities, such as attendance expectations, assignments, and action steps, fosters accountability and ensures **they get the most value**.

Clear Objectives

Only after Personalization are you and your client able to articulate a strong vision and individual goals. They know who they are, what want to achieve, the benefits and **outcomes to expect**.

Psychologically Safe

How do you create a safe and open environment where clients feel comfortable sharing their deepest challenges and vulnerabilities You know that **behavior is predictable!**

Structured Process

A **structured curriculum** is vital for guiding clients through their Coaching journey. This includes having an overall Methodology, plus accompanying tools and techniques.

Transformative Results

This is not about transactional info and just learning. Powerful programs focus on **creating lasting behavioral** changes through awareness and action for greater impact.



Missing a Methodology?

Let's **clear** the confusion about how **your tools** fit into the big picture of a Coaching Program.

What is a Methodology?

A **Coaching Methodology** is the overarching framework or structured approach that guides the entire Coaching process. It provides a step-by-step roadmap for how sessions are conducted and how goals are achieved. The purpose is to ensure consistency, structure, and alignment with the client's needs including also the Coach's philosophy or approach. It might include MODELS such as GROW.

What are Coaching Tools?

Tools are **specific resources** within a Coaching Methodology to help a clients gain awareness, facilitate progress, measure outcomes and enhance understanding. Tools provide practical support and make Coaching more actionable. Examples of tools are: Assessments (like the **Personality & Needs Profile®**, Worksheets, Trackers, etc. They are NOT just stand alone "things to do". They always support the Methodology.

What are Techniques?

Techniques are **specific strategies** used during Coaching sessions to address particular challenges, foster growth or achieve desired outcomes. They are dynamic and adaptable based on the client's needs. Their focus is on interaction & intervention within individual sessions to facilitate breakthroughs and insights.

Examples in the Your Life Your Way™ Coaching Methodology are the techniques of **how to draw a self image picture** based on personality, how to create powerful affirmations, how to mind map deep desires, how to find meaning, etc.



Coaching Confidence

You **might** have helped some clients get great results. But that **does not exclude** that you might still be making one or all of these **massive mistakes**.

1. You Not Misguiding or Making Mistakes

Most Coaches make the **mistake of being in their own “personal story”** or using their personal outcomes as a Methodology. These are often ineffective for all their clients and not much better than “how to” information on line. Your clients are stuck in their problems because they are unclear about their potential. They are bearers of beliefs that they can’t see. You must guide them to be themselves, tap into who they are.

2. You Informed on the Science of Personality

Most Coaches watch the latest video from the latest guru who said they cracked some code from neuroscience. Coaches **repeat the message without questioning** the validity or going into the research. This is how so many of the latest and useless trends have developed. For example, it seems that mindfulness or dopamine levels are the panacea for everything (now at the time of writing this).

3. You with a Program and Personality Profile

Without a valid Methodology, without powerful tools (like a Personality Profile), and without practical techniques, you, as a Coach, will have to invest your time, energy and money into constant marketing efforts, social media campaigns and posting without seeing the fruits of your labor.

Because **without the depth of helping people be themselves**, your program will not speak for itself. When it does, your business thrives, as well as your confidence, because you will have powerful results, reputation and word of mouth referrals.



What Phase are You in?

Depending on how long you have been Coaching and with **how much success**, you might have these predictable issues to resolve to succeed.

Level 1: Newbie or Want to Be a Coach

My recommendation for you in this phase is **NOT to define your niche** but to know who you are. Then out of that flows who you wish to Coach, which issues they face and which desires they want to realise. That is how you show up authentically. You cannot teach WHO YOU ARE NOT. Next is to have a powerful program, adapted to you, like a Business in a Box, such as with the Your Life Your Way™ Facilitator.

Level 2: In Business 3 Years with Success Stories

My recommendation for you is to “rebrand” and position yourself as a go to expert in your area of expertise, yet widen the niche at this point to include other life issues. Solidify your Methodology with clear pathways, frameworks and processes by learning additional tools and techniques. Reinvest in yourself to get to the next level of clarity and confidence since you most likely want this to be a business, not hobby.

Level 3: Seasoned Coach Open to Improve & Scale

My recommendation for you is to be 100% honest with yourself and your results. You most likely have a team, the tech and software to analyse your numbers. What percentages of your clients are really reaching their desired results? You cannot just say they were not committed. You cannot just say their life got in the way. Because many of my clients come to me after working with the “big names”, spending \$10,000 on their programs and feeling misled. Your role as a leader is NOT to create “mini me” versions, only guiding clients to follow your every foot step. Empower people to find their way with your expertise (especially in Success Coaching). A Personality Profile (beyond 1 of 6 types) helps 100% of clients get results their way.



**Being an Outstanding Coach &
Creating an Outstanding Program
is both a Science and an Art.**

**Here's the Scientific Part with
the 12 Powerful Pieces!**

Your 12 Piece Preparation

People are **NOT** machines.

Coaching Methodologies though are mechanical in nature with specific pieces that **MUST NOT** be skipped or the process blocks and risks becoming ineffective.

The Your Life Your Way™ Coaching Methodology for guiding clients includes these **12 Powerful Pieces**, like cogs, that **MUST TURN** to help a person become the best version of who they are so they fulfill their life purpose, express their potential and create a healthier, happier and more meaningful life... without regrets.

The pieces are interconnected YET there is a **precise order** in which a Coach moves them during sessions. Because:

Without knowing which one to move to get a **client unstuck**,
Without catalysing the movement of the **next beneficial** piece,
Without being able to activate these **pieces in clients**,
Without training the client to move these pieces on their own...

your Coaching, at a best, might get them partial benefits or just a few takeaways.

Initially this might seem complex, but **it is quite simple** once you get the gist of the mechanisms that form the human experience, the emotional ups and downs and the deeper desires towards self realization.

Sure, you might have been taught that Coaching is about using techniques like “active listening”, “reframing”, “visualizations” or “powerful questioning” with clients.

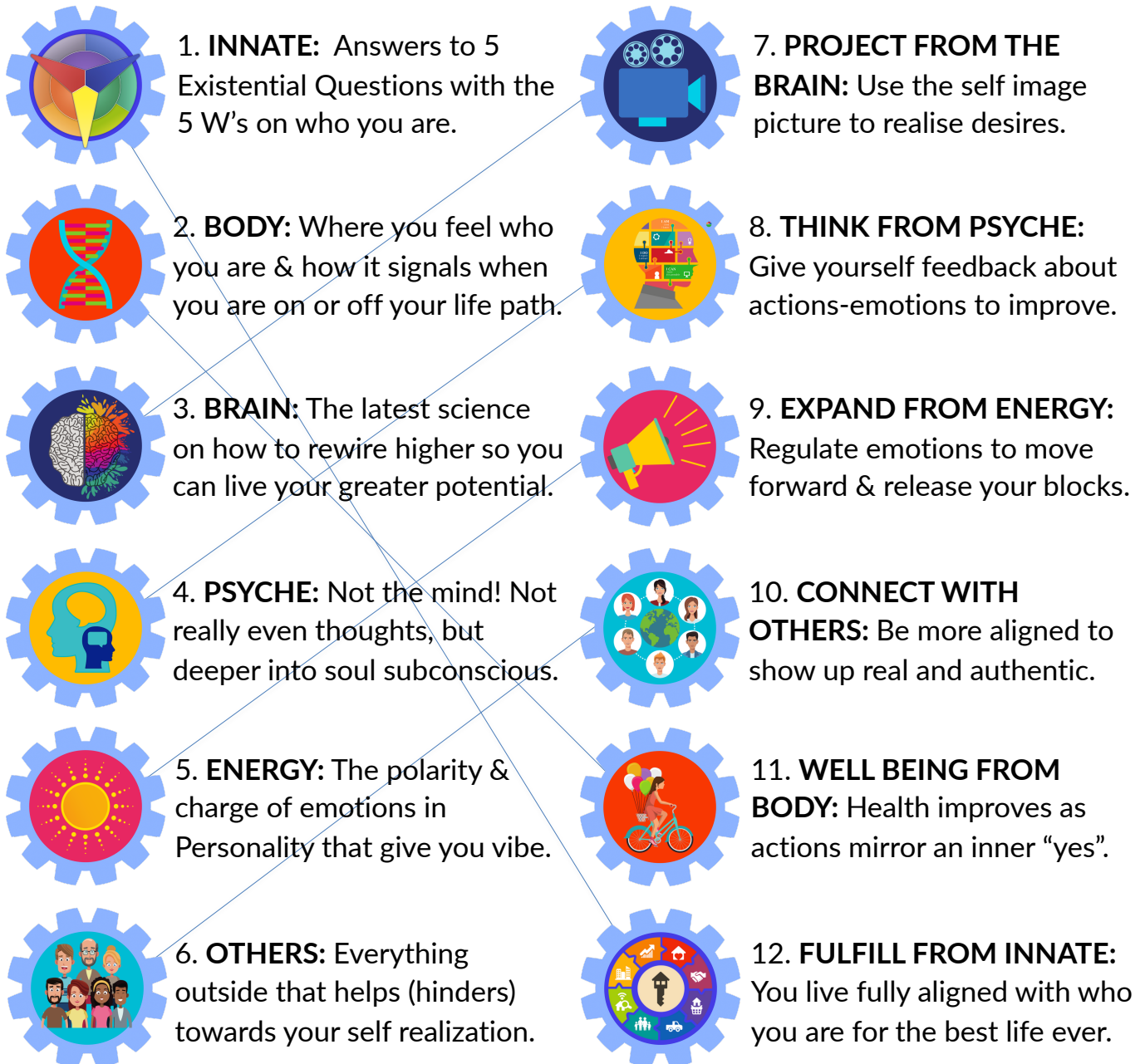
We are on a whole new level here. **Welcome to 21st Century Coaching!**

This is not about talking, listening, words or other rabbit holes clients pull you into when sharing their issues. It is about connecting them to who they are in a specific sequence so they tap into the answers they have inside.



The 12 Powerful Pieces

Here is the specific order of using these pieces so you as a Coach feel fully confident guiding your clients and so the client feels stable and safe in the process.
The **PIECES** are not static, they flow into each other for fast change.



How the Pieces are Used

Do you agree with my observations on the Personal and Professional Development Industry? How do you feel? What do you not agree with? What would you add?

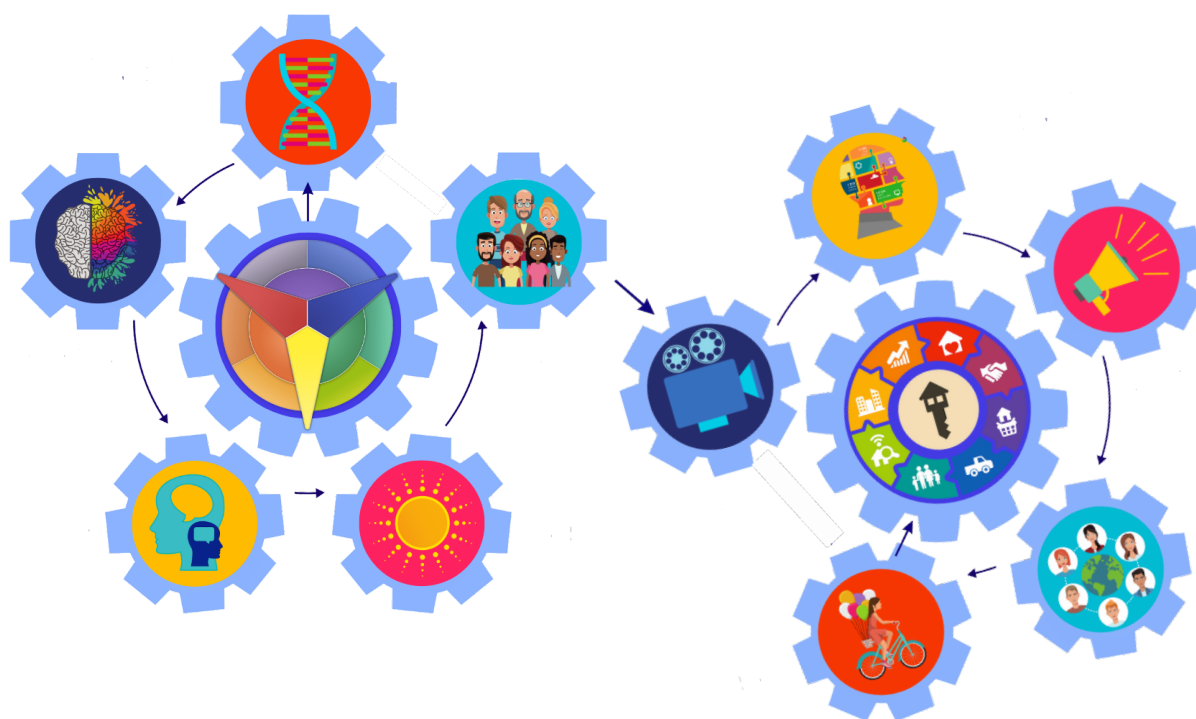
You have the outline of the **12 Powerful Pieces** in the Your Life Your Way™ Coaching Methodology and if you want access to the 6 Part Video Masterclass series that goes deeper into each one with Case Studies then find out more here:

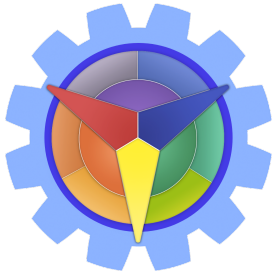
<https://yourlifeyourwayacademy.com/product/12-powerful-pieces-coaching>

This will be useful whether it is for your self discovery or for your in the role of Coach, Trainer, Mentor, Consultant or Counsellor helping people overcome their challenges, reach their goals, create work life balance and **overall live a better life.**

Client Case Study

See how easy it is to use the 12 Powerful Pieces!





THE INNATE

First Powerful Piece

Learning the real science of how each person is a unique individual is the **ONLY** starting point for anyone interested in being an Outstanding Coach.

In DNA at Conception

At **conception** you receive DNA info from your father and your mother. The **DNA** of each parent contains information about your physical traits plus **Emotions & Personality**.

Emotional Memory

Contained also in DNA is **Inherited Emotional Memory “IEM”** from inhibited actions in the family history. These **conflicts** need to be solved for evolution & become your **Life Project**.

Info in the Brain

Your DNA forms the brain. The **“IEM”** becomes stored in the limbic system as **snapshot images** for the brain to “see” and to **re-run** on auto pilot. This is your **“Lower Personality” & reactive style**.

Biological Personality

Personality is in your DNA & cells. Your **Innate** programming also contains Higher Personality - **innate talents**. With your Personality Profile you feel the power of **100 Key Words** describing your Potential.

Individual Needs

Your **“IEM” Needs** now drive your behaviour but the facts that programmed them are from before your conception and someone else’s life. There are **66 predictable** Human Conflicts. You have a handful as Personality.

Drivers of Behaviour

The essential condition of evolution is to adapt and this is done in the “now”. Knowing your Individual Needs helps you access your **Higher Personality** so you use the biological **“IEM” Needs** drive to fully live your life project.



**Knowing the Real Science
of Unique Individual Programming
is the Biggest Advancement
for a 21st Century Coach.**

**You help People express
the Talents of their
“Inherited Emotional Memory”
so they create Happiness & Health.**



THE BODY

Second Powerful Piece

We are on earth to be a person with a body so we move and create in this reality. The body is the location where we feel if and when we are aligned with Who We Are.

Only 5% Matter

Nervous System

Where Emotions Felt

Sensitive & Subjective

12 Distinct Systems

Symptoms & Illness





THE BRAIN

Third Powerful Piece

The vast majority of Coaches only talk about Mindset. Well, if more Coaches knew about the Science of Behavior, they would realise there is a more effective way to help people.

Language of Symbols

Coach for Right Brain

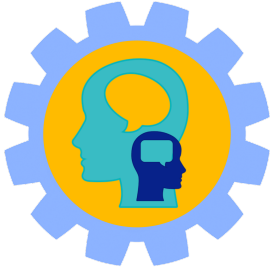
Runs on Low Energy

Animal & Automatic

Completes Cycles

Program to Recoup Loss





THE PSYCHE

Fourth Powerful Piece

I remember that the branch of Science is called Psychology and not Mindology. You won't hear me use the word "mind" very much. No one knows where it is.

95% Subconscious

Thoughts Come & Go

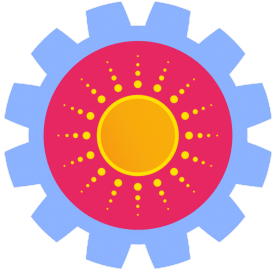
Imitation & Instruction

Re-Cognize Identity

Reading Subconscious

Boxes for Associations





THE ENERGY

Fifth Powerful Piece

Tired of being tired? Then know yourself! Unlimited Energy is stored in Your DNA. Everything is Energy BUT Energy is Memory - Emotional Conflict - to be transformed.

The Only Thing

Light & Sound

Can be Transformed

Increase Life Force

Holographic Form

“Neutral” Polarity





THE OTHERS

Sixth Powerful Piece

Coaches rant about “toxic people” without knowing that they serve to “pinch” an **IEM**.
Most Coaches don’t know how to interpret how necessary people or things are.

Reflect Self in Them

Objects that "Speak"

Toxic? Narcissistic?

Only to Feel Good?

Overcome Obstacles

Affirm Right Path



**The Art of Coaching is the Process
of blending each of these Pieces
so your Client is able to Design
their Life as a Creative Expression
of Who They really Are.**

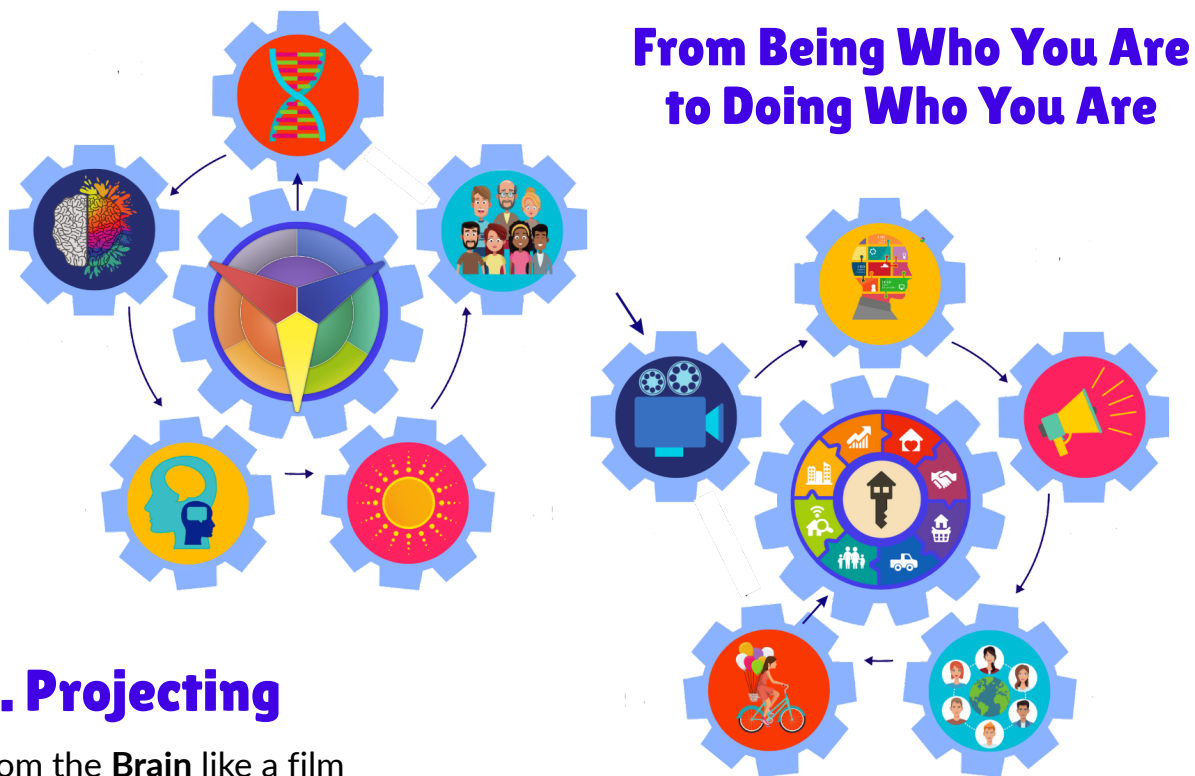
Let's Hop on a Call!

[CLICK HERE TO BOOK YOUR PERSONALIZED CALL](#)

THE SECOND SET

Your 7th – 12th Powerful Pieces

Each one of these is an extension of the first ones to be blended even simultaneously during the whole Coaching Process.



**From Being Who You Are
to Doing Who You Are**

7. Projecting

from the **Brain** like a film
on the screen of life.

8. ReThinking

from the **Psyche** as
feedback after actions.

9. Expanding

from the **Energy** to amp
up personal frequency.

10. Connecting

from **Others** as a clearer,
more centered person.

11. Being Well

from the **Body** for health
from Personality Needs.

12. Fulfilling

from the **Innate** of living
Life Purpose & Potential.



Why Learn All This?

THERE ARE SO MANY AMAZING REASONS....

We are setting New Standards of Excellence for 21st Century Coaches.
Before today, you might not have known that there was a more advanced & complete way to make Your Coaching Faster, Funner & more Effective.

Now that You do, Are You Ready to Take Action?

OPTION 1: GET YOUR PROFILE & SESSION

This is Personalised for You as EXPERIENCING in a 90 minute call.
It INCLUDES your Unique Your Life Your Way™ Personality Profile
& the Best You Yet Online DIY Course.

Experience the Power of this Methodology for Yourself.

Then see how simple it is to create Outstanding & Personalised
Programs for each of Your Clients so you Grow Your Business Fast!

[CLICK HERE TO BOOK YOUR PERSONALIZED CALL](#)

OPTION 2: GET A FREE BUSINESS SESSION

This Call is NOT a pressure sales call full of emotional triggers
to get you to buy the Facilitator Certification Program.
It is to understand where you are now in Coaching and see if our
tools and you are a good fit grow your business together.
See the button about Booking a simple Discovery Call and begin
by filling out the APPLICATION FORM. Thank you!

[CLICK HERE FOR A FREE 20 MINUTE CALL](#)

OPTION 3: SIGN UP FOR THE FULL 6 PART VIDEO MASTERCLASS SERIES

<https://yourlifeyourwayacademy.com/product/12-powerful-pieces-coaching>



Distinguish Yourself

Again, this is **NOT** about your Professional Brand, but about **Giving What Few Offer, Being Better at Coaching and Going Broad with Issues.**

We are in the 21st Century and it is time for fast and effective tools that sustain people on all levels. Plus it is time to focus on wellbeing and fulfillment. This can be achieved when each person effortlessly expands into their fuller potential in every aspect of their Complete Personality. Personality equips them to play all out!

Coaching has become a billion dollar industry because **people are waiting to be guided.** Stand out from the crowd of “cookie cutter” Coaches and rise above the old school Coaching Methodologies. Step beyond the masses of Coaches who only work with “limiting beliefs” and “mindset”.

Step into a more advanced and powerful process. **FYI on Google** there are over **1 Million searches for Personality Test** /month. People want to know themselves!

People are feeling perpetually exhausted, finding it difficult to engage positively in their relationships, families and at work. This leaves them with an underlying feeling of guilt and dissatisfaction. As a consequence, things fall apart in their lives.

They need Coaches who have tailor made tools to help them enjoy life again. When you are trained in **Your Life Your Way™ Methodology** you fully understand who they are to guide them “their way” to happiness, health and fulfillment.

People continue to go to school to develop skills, knowledge and competencies so they “get a job done”. But now people realise they have more inside, they want to be more too! People are looking for qualified Coaches who can show them a clear and personalised path to get them where they want to be in a way that “fits”.

With **Your Life Your Way™ Methodology** you build and sustain their capacity plus energy to get what they want. In fact, the greater their ability to express their innate Personality, the more they do in less time at a higher level of engagement. Give them life changing tools so they realise themselves with ease.



**Ready to be in the top 1%
of the 100,000 Coaches worldwide?
Learn these leading edge tools
to really distinguish yourself from the
masses in the saturated Coaching
Industry so you know, master and
integrate the latest research
in Neurobiology as related to your
Client becoming the Best Version
of themselves!**

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Complete Curriculum

Study a **few hours a week** so you can get Certified to Coach your first Clients **in just 3 Months!** You use tools that go beyond everyone in the Industry to become an Outstanding “Go To” Coach.

PHASE 1 ABOUT YOU

WEEK 1 - INTRODUCTION

The Coach Success Triad
Get a Study Schedule & First Dates
How Diana uses Your Life Your Way™
What the World Needs

WEEK 2 - PERSONAL FULFILMENT

Refined Self Awareness
Goals & 3 Month Game Plan
Life Purpose & Self Image

WEEK 3 - PROFESSIONAL

Where to Excel - Ecosystem
Overall Awareness of Help
Professional Persona Branding
Business Goals & Revenue Generating

PHASE 2 ABOUT YLYW

WEEK 4 - METHODOLOGY

Importance of Mental Models
The Stages of Development
The 7 Logical Levels
The 5 Planes of Existence
The 5 Step Star Plan
The Vitruvian Personality Model
The Path to Prosperity
The 12 Powerful Pieces

WEEK 5 - BRAIN BEHAVIOUR

Brain Parts & Functions
The Subconscious Mind
First Thought or Emotion?

WEEK 6 - KEYS TO COACHING

My Story - Their Story
The 3 Unforgivable Mistakes
The Power of Words
What is Self Love
Body Talks & Other Changes

WEEK 7 - FACETS OF PERSONALITY

The 3 “Inner Space” Facets
The 3 “Energy Space” Facets
The “Outer” 6 Personality Facets

PHASE 3 ABOUT NEEDS

WEEKS 8 - 10 - NEEDS IN HUMANS

Universal, Cultural, Individual
How Needs are Programmed
The 22 Unique Individual Needs

PHASE 4 CASE STUDIES

WEEKS 10 - 12 - PREPARE EXAM

Ideal Coaching & Experiences
Preparation & Exercises for Clients
Modus Vivendi Excerpt on Needs



Who is This for?

Depending on how long you have been Coaching and with **how much success**, you might have these predictable issues to resolve to succeed.

1. Established Coaches who lack the Knowledge & Science behind Individual Motivation

What has motivated you to get where you are NOT necessarily is inspiring for your clients. Without knowing how to keep them moving forward, their way, you risk them dropping out of your programs or not getting results. This hurts your reputation both in the short and long term.

2. Coaches & Trainers who lack an effective Personality Profile in their existing Programs

If you are a Coach or Trainer, realise that the integration of a powerful Personality Profile into your program is the key to faster and more long lasting results for your clients. This is how to grow and scale your business consistently because of return clients & referrals. Offering “cookie cutter” programs is NOT better than free stuff.

3. New Coaches who lack a proven Signature System to offer clients so they begin earning

When you just start out, possibly after a general Certification, you might spend years creating and testing a program that is valid in helping people get results. This process postpones you earning by doing what you love - helping others improve their lives. So the decision becomes whether to work on Coaching as a hobby or a business.

In the Your Life Your Way Facilitator Certification Program you get over \$55,300 worth of useful Trainings & Tools. Decide what it is worth to you!



Powerful Programs

The **only solution** to satisfy your current clients, get more new clients (and with ease) is to have a program that speaks for itself! Results bring referrals. **High ROI builds reputation.**

The question becomes if you have a **Powerful Methodology** in a Program with Tools and Techniques to Rapidly Catalyse Long Lasting Change in Your Client's Lives?

Real Personalisation

A Powerful Coaching Program always begins by helping a client **be more self aware**. This means having a tools so they clearly see how they behave and react.

Active Engagement

Clearly outlining your client's responsibilities, such as attendance expectations, assignments, and action steps, fosters accountability and ensures **they get the most value**.

Clear Objectives

Only after Personalization are you and your client able to articulate a strong vision and individual goals. They know who they are, what want to achieve, the benefits and **outcomes to expect**.

Psychologically Safe

How do you create a safe and open environment where clients feel comfortable sharing their deepest challenges and vulnerabilities You know that **behavior is predictable!**

Structured Process

A **structured curriculum** is vital for guiding clients through their Coaching journey. This includes having an overall Methodology, plus accompanying tools and techniques.

Transformative Results

This is not about transactional info and just learning. Powerful programs focus on **creating lasting behavioral** changes through awareness and action for greater impact.



**The Your Life Your Way™
21st Century Coaching Methodology
helps your Clients stay fully engaged
so they complete your Program,
feel great about their changes &
share about it their friends...**

**All of which helps skyrocket Your
Business, Referrals & Reputation!**

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