

“Michael, do I fit the model of your best prospect?”

This insightful question was asked by a prospective client. She was preparing for an important speech and wanted to make sure that she hired the right coach. **She asked me if I was “her coach” by asking if SHE was “my client.”**

Smart! If you’re asking the same question, this is for you. **The clients who gain the most from our Speaking CPR Influential Presenting** mentoring relationship exhibit the following traits and behaviors:

You don’t fit if...	You’re a great fit if...
You don’t know what you want long-term, but short-term it’s “just get this speech over with”	You understand the value and importance of being a confident, influential and persuasive speaker
From Day 1, you’re looking for reasons to quit and fall back into your comfort zone	From Day 1, you’re committed to the success of our relationship and always look for more ways to use me to grow your speaking skills and reach your goals
You want someone to do all of the work for you so you can “just get up there and give the speech.”	You want someone to assist you and you’re willing to do the work to develop World Class “speaking and storytelling skills
You’re overly analytical, super cautious, or rigid and inflexible	You are coachable, willing to step outside of your comfort zone invest your time, emotions and money into personal growth
You are an extreme perfectionist when it comes to your own work	You believe that “done is better than perfect” and see value in consistently taking action
You have all the answers	You have lots of questions
You can’t imagine spending money on speaking and storytelling help because “it’s so expensive”	You understand that the money you invest will come back to you several times over if we both do our jobs right (And I always do mine!)
Your default mode is Negative & Pessimistic	Your default mode is Positive & Optimistic
You’re looking for “proven” quick fix tips	You understand that “shortcuts” typically fail and are more costly in the long run
You want <i>me</i> to make <i>you</i> successful by doing “more of the same, just better and faster”	You want me to be part of a trusted team of advisors that consistently help you grow and achieve at a higher level