

Consulting Agreement - Ultimate Platinum Package

This Letter of Agreement is between Jim Connolly (COACH), and Joe Lovenitti, (CLIENT) and confirms that these two parties are entering one of the following “Platinum Family of Package Consulting” agreement. Terms to this agreement are as follows:

Terms of Coaching:

I invite you to think of Coaching as a process. Many people create change for themselves in a short time. However, to refine and sustain the change takes several months.

Your coaching package is from November 10th to:

- 6 months, May 10th, 2022 or
- 12 months, November 10th, 2022

Coaching Agreement

Coach:

I agree to serve as your Coach/Consultant - to impart my knowledge and skill and to guide you toward your highest mission and goal.

As your COACH, I cannot guarantee results, but I can guarantee the quality of work. You will create your powerful results by having the courage and determination to put your knowledge and new found skills into dedicated action.

During the time we spend together in our coaching sessions, I will devote my time, thoughts, and energy to you, exclusively. In between our sessions, I may not be instantly available, as I may be attending to others, or myself. I will however, always attempt to be available within 12 hours.

I am a Coach/Consultant, not a psychotherapist or physician, and I am not trained in diagnosing psychological or medical conditions. If any issues come up for you that should be handled by a licensed therapist or physician, I insist that you must attend to your health by contacting the appropriate professional.

As your Coach, I will bring attentive listening, understanding, belief in you and commitment to your success. You can expect me to challenge you, offer fresh perspectives, make requests (including assigning homework), acknowledge your wins, and guarantee utmost confidentiality (to the fullest extent of the law, and so long as I don't fear for your or another's safety) in the powerful, sacred relationship.

Client:

I am motivated and committed to taking action on my goal to continually develop into a world class speaker/presenter. I realize that anything less than my intentional full participation will not lead to my success.

I accept full responsibility for myself and any actions I take that might result from Coaching. I agree to honor my scheduled session times. If a time conflict occurs, please give at least a 24 hour notice otherwise that scheduled time counts as a completed session.

Initials_____

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I am under the care of a physician and healthy enough to engage in coaching.

I can financially afford the Coaching fee at this time. I agree to pay and abide by the terms outlined in this agreement. I agree that ultimately, it is my responsibility that my coach gets paid for the services agreed to and knowing that any changes must be discussed first and mutually agreed.

What is included in this Ultimate Platinum *Package*:

- **One on One Coaching with Coach Jim** - Minimum of two meetings per month, 2 meetings totaling 60 minutes each that are Motivation/Momentum (which includes addressing obstacles, clarifying objectives and outlining the next steps) type calls, as well as meetings consisting of skill building or strategy building. Coach Jim determines which area needs to be focused on for each month as they apply to your mission and goals.

- Dream Maker Package:** Imagine learning how to and applying the concept of making your dreams come true. This package focuses on your personal purpose and mission, then your business vision, and aligns these factors into first designing the life of your dreams, then put it into action. All the while staying aligned with your purpose and mission.

It begins with a focused, half day (3-4 hour) ***Kick Start Session, July 28th, 2021, 12:00pm to 4:00pm*** to get you in gear quicker and closer to your own goals and desires.

- Apply the BE - DO - HAVE model to success
- Use the 10 Core Desires to help drive your daily purpose & mission
- Discover purpose driven alignment to your business and life for more time & money
- Create your Chief Aim to guide you towards the life that you desire
- Systemize and forecast your business results
- Generate more results with less time
- Make everyday a masterpiece and one that counts
- Link your business vision to the desires of your associates, creating a focused, motivated, self directed team

- Creating Leaders to Build Teams:**

1. Learn how to align your personal goals to your organization's goals
2. Understand and develop key characteristics to be a consistent leader
3. Learn how to build teams while recognizing and developing your future potential leaders

Initials_____

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4. Understand how to:

- (1) employ effective communication
- (2) work from a value based decision process
- (3) clarify daily goals while removing obstacles

In-depth Marketing/Sales/Branding Plan

- Clarify your brand as it applies to your ideal customer
- Identify who is your ideal individual customer
- Create a plan of marketing tactics to match your ideal customers to find out where they are.
- Create a message to what your ideal client needs to here to take action
- Create a marketing schedule of tactics and promotions
- Have a customized sales process that expands as your business expands
- Have a plan to duplicate your sales efforts with your own sales team
- Create a growing marketing tactic plan that builds momentum

Advanced Branding Plan: this is after we have established our Marketing/Sales/Branding Plan, your branding will continue as your reach, services and product expand.

Comprehensive Business Plan with Financials: when the time is needed, a up to date and current business plan with complete financials and forecasts to use for loans or grants.

- **Unlimited Texts or Emails** - Keeping each other updated through electronic media can be very significant to keeping progress fresh and significant. Please allow up to 24 hours to reply. Use email subject line, "Speaking Reference and today's date"
- **15 - "10 Minute - Anytime* Emergency Calls'** - These five calls are when
- (* "Anytime means as early as 6am to a late as 10pm daily, including weekends) to seek out Coach Jim's advice or to remind you of your commitment to stay the course or to address an emotional need by phone.

Initials_____

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- Option #1** Platinum Package: Deposit of \$5,997, monthly retainer of \$397
- Option #2** Elite Platinum Package: Deposit of \$6,997, monthly retainer of \$497
- Option #3** All In Platinum Package: Deposit of \$7,997, monthly retainer of \$597

This agreement constitutes the entire agreement between both parties and may not be amended, terminated, or superseded except by a replacement written agreement signed by both parties and/or their respective successors or assigns. I understand that I am responsible in paying any installment or retainer amounts due to complete your full investment amount.

I have read and agree with the Coaching Guidelines and the Coaching Agreement.

X _____

Client: Joe Lovenitti

Date: _____

X _____

Jim Connolly

Date: _____

Initials _____