



# GROUP

## COACHING MASTERY

April 26-29

### Group Coaching Mastery Bootcamp Playbook

*Design and Deliver Your High Ticket Flagship Group Program That Leads to Higher Rates of Client Retention and an Increase in the Lifetime Value Of Your Client*

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#### DAY THREE

*Non-Negotiable Systems to Include in Your High Ticket Group Program + Ethically Raising Your Rates*

Systems = Sustainability		
Non-Negotiables	Optional	Client Success
1:	1:	1:
2:	2:	2:
3:	3:	3:
4:	4:	4:
5:	5:	5:

## Ethically Raise Your Group Coaching Program Rates

COMPREHENSION	INTERNAL SUPPORT	RESULTS + ROI
3 layers of comprehension: 1: 2: 3:	Format and delivery: 1: 2: 3: 4: 5: 6:	Results you are promising:  Client return on investment (how can you help them get a 10X ROI):

### **Also Consider:**

What does it COST to run your group program?

What are your business EXPENSES?

Are you building a CURATED COMMUNITY inside your group coaching program with a high integrity enrollment process?

What results have you and your clients achieved?

## **What Will Your Life Cost One Year From Now**

**Why do you want to build your wealth?** What will more wealth allow you to provide to yourself, your family, to others, to meaningful initiatives, to other investment opportunities, to passion projects?

## Run the Numbers

*Use the space below to do some number crunching using an ethical yet also desired price point of your group program + the volume of clients required to reach your financial goals.*

Example: \$5,000 program x 15 clients = \$75,000

Example: \$6,000 program x 15 clients = \$90,000 (increase price by \$1,000)

Example: \$5,000 program x 20 clients = \$100,000

Example: \$6,000 program x 20 clients = \$120,000 (increase price by \$1,000 + 5 more clients)

Example: \$10,000 program x 15 clients = \$150,000

Example: \$10,000 program x 30 clients = \$300,000 (run your program multiple times, double clients)

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