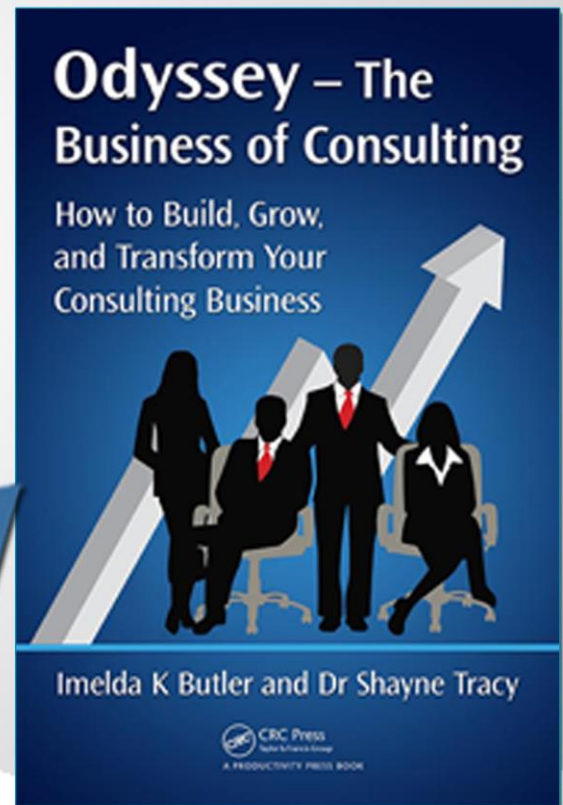


## Odyssey SpringBoard

### Consulting & Coaching Process<sup>™</sup>

**CALLING ALL  
PROFESSIONAL  
& NEW CONSULTANTS!**



#### **Odyssey SpringBoard Consulting & Coaching Process<sup>™</sup> Overview:**

Odyssey Consulting Institute<sup>™</sup> offers professional consultants the opportunity to SpringBoard their consulting business to success with world-class consulting skills, methodologies and systems in a comprehensive premier proven coaching and independent learning environment, focussing on the practical implementation of global best practices.

The built-in 'Action Coaching' support enables you quick-start your consulting business and experience immediate consulting success for you and your clients. This program is based on more than thirty years of successful consulting and coaching action and outcomes as presented in our book: Odyssey: The Business of Consulting.

#### **You will learn with our experienced Odyssey consultants and Coaches:**

- 🌐 How to build, grow and transform your consulting business
- 🌐 Apply global best practice proven consulting business and professional strategies
- 🌐 Develop a consulting business model that works for you and your clients and “*be your brand*”
- 🌐 Maximize your revenue generating potential
- 🌐 Fulfil your true purpose and serve your clients in a strategic result based process
- 🌐 Advance from Competent Consultant to the ‘*Respected Master Practitioner*’ in your profession
- 🌐 Experience the value of becoming a member of the Odyssey Alumni Movement, a worldwide community of successful consulting practitioners

## Odyssey SpringBoard Consulting & Coaching Process™ Overview: 1 Coaching Hour

### Stage 1: Pre-Program Qualification

1. Complete Business Profiler - Your background and experience
2. Competency Measurement Process- Your consulting talent assessment
3. Attend Qualifying Meeting with Directors- Customize the program to meet your needs
4. Programme Acceptance & Schedule Agreement- Define your learning timeline

### Stage 2: Odyssey SpringBoard Consulting & Coaching Process™ Program

Five Coaching and Action meetings based on the theory, system and practice as follows:

#### Stage 2 Part 1: You and Your Career Path - Who are you?

**4 Coaching Hours**

1. The Consultant's Growth Path- The 4 Levels of Consulting
2. Exercise
3. Competency Measurement Process Feedback- Identify your Talent Model
4. Exercise
5. Personal Strategic Plan- Who are you and what is your life purpose and vision?
6. Exercise

#### Stage 2 Part 2: You and Your Consulting Business - What business are you in?

**5 Coaching Hours**

7. The Odyssey Arrow Part 1- Build trust and value with a proven consulting process
8. Exercise & Case study
9. The Odyssey Arrow Part 2 – Learn the Tools of the trade
10. Exercise & Case study
11. Client Centric Value Strategy- Define and identify your Ideal Clients
12. Exercise & Case study
13. Financial & Business Intelligence- The Six Resources Model for your consulting business
14. Exercise

#### Stage 2 Part 3: You, Your Consulting Future - Your Vision, Purpose and Plan

**5 Coaching Hours**

15. The Mind Set Factor- Understand how the Consulting Mindset works
16. Exercise
17. Business Strategic Plan- Develop **your** Consulting Business Model and Plan
18. Exercise
19. Implementation & Milestone Plan- Making it Happen!
20. Reward and Review - Receive Certificate and Designation

### Stage 3: Post Odyssey SpringBoard Consulting & Coaching Process™ Program

**Certification as Odyssey Competent Business Consultant**

## Curriculum Schedule Commitment & Time Frame

1. The participant commitment requirement is upwards of 30 hours to engage and complete the necessary exercises to maximize the success of the process.
2. 15 hours of coaching provided over a scheduled maximum 60 day period
  - a. **Stage 1: Pre-Program** – two weeks from start to completion plus one hour coaching
  - b. **Stage 2: Program** – 15 hours coaching and approximately 15 hours personal and independent learning and implementation of the process. Times are mutually agreed with coach. Total process to be completed within a 60 day program
  - c. **Stage 3: Post-Program** – 30 minutes Certification process
  - d. **Continuous Ongoing Learning and Development** based on the Odyssey Consultancy Process and additional learning and experience.
  - e. **Participants may avail of additional coaching** on completion of the initial process should they desire and decide with the coach.

## Online and Independent Learning

Odyssey SpringBoard Coaching Process is offered through Skype one to one to ensure customized learning for each participant.

## Investment

**Fee:** \$US 5,500.00 which includes the program, coaching and learning materials for the program including a copy of the book, *Odyssey: The Business of Consulting*. Groups of up to 3 persons may be accommodated.

## Terms and Conditions:

Payment is required on acceptance to the Odyssey SpringBoard Consulting & Coaching Process and in advance of the commencement of the program.

## Refund Policy:

- 80% refund up to ten days prior to commencement of the program on receipt of written request to withdraw.
- No refunds are payable once commitment to the program is agreed and confirmed in writing by the participant.

## Odyssey Consulting Institute Contact details:

### Imelda K Butler:

**Email:**

- imeldabutler@odysseyconsultinginstitute.com
- Imeldabutler@centurymanagement.ie

**Skype:** Imeldabutler

### Dr Shayne Tracy:

**Email:**

- drtracy@odysseyconsultinginstitute.com
- drtracy@rogers.com

**Skype:** shayne.tracy