

Jane* came to the coaching session feeling uncertain about how her business could develop as she did not feel she had the time to work on the business any more. She had only recently started the business but felt that she had already run out of motivation and had just started a new course at college which was taking up a lot of her time. She said she didn't know what to expect from the session but hoped that it would help her to regain some motivation for the business. In the session we worked on Jane's 'Wheel of Life' as it was now and what she would like this to look like in the future. Working together on this exercise we mapped out the time Jane currently spent on different activities (including personal and family activities) and how she would like her time to spend in the future. Through this exercise Jane was able to identify where she felt she was currently 'losing' time in her week which had been making her feel stressed about meeting all her various commitments e.g. to college and the business.

We also worked together on looking at strategies that Jane could use to manage her time more effectively so that she felt she could consistently have a small amount of time each week to dedicate to the business. We discussed how to break down tasks into more manageable sized pieces and how to work with timelines to plan for meeting deadlines more effectively.

At the end of the session Jane felt she had practical tools which she could use in her personal and business development and had re-gained a sense of enthusiasm and motivation for her business.

Veronika* came to the coaching session feeling a lack of direction about the business she was about to set up. She felt that she had been working on the idea of running a business for many years but that something kept holding her back from making the final step and starting up in business. She had been on several practical courses regarding business start-up and felt that she now had the necessary skills but still was lacking in confidence to go further. As Veronika was not a native English speaker she felt she lacked confidence in networking situations and wanted to see if there were any ways of improving this to build her confidence when meeting new people in business.

During the session we worked together to better understand why Veronika had always dreamed of being self-employed and what she felt her values were in terms of the career she wanted from her own business. Through this exercise Veronika understood that she had a strong drive and motivation to start up in business but that the fear of what other people might think if it didn't turn out to be a successful business was making her lose confidence in herself. We discussed small steps that Veronika could take in order to work on her confidence levels e.g. start seeing every opportunity to talk to friends, family and new people she met as 'networking' build up her skills of introducing herself, answering questions about the business and staying relaxed. We also looked at the positives of being different to others and how she could bring different ideas and creativity to the business because of her differences.

At the end of the session, Veronika felt that she understood her motivations more clearly and felt even more determined that she would not let her lack of self-confidence stand in the way of setting up. She felt she had practical tools for building her confidence which she could apply to the business.

*Not client's real name