



LIVE TELESEMINAR DAY IN THE LIFE OF A COACH

HOST: Robyn Logan

GUESTS: Sarah Creek, Ange Anderson, Siddharth Arora

Robyn Logan: Welcome to the call. We are holding this call today to celebrate International Coaching Week, which is a celebration that happened around the world. Coaches from everywhere celebrate coaching in different ways. We decided to celebrate by interviewing a selection of coaches from our community for a couple of reasons. Firstly just to show how diverse our community is and how to diverse coaching is and to highlight all the different places coaching turns up. The second reason to interview our coaches was to give people an idea of the different ways coaching can be used. I think people often think about coaching as is being a bit like a counseling or like a person sitting in a room with clients working on a problem. It is that, but it is also much more than that which we will find out today.

So, I have 3 coaches on the line today, all ICA coaches who are here to talk to us about their experience with coaching. We have Sarah Craig who is originally from Montreal Albertian. Sarah came to coaching after working for 23 years as an Interior Designer. She noticed in her work that more often than not an outside change to her client's surroundings like a new paint job or new furniture did not quite cut it. It's change the inside that needed to happen. So after graduating from ICA she setup "Pure Simple Change" and now works with woman who want to unlock their greatness.

We also have Ange Anderson on the line and Ange is from Australia at the time of this recording she was working in a remote provisional community North of Brisbane. Ange came to coaching after being made redundant from the company that she loved. It turned out that that event was one of those life-changing moments. The company paid for her to do a positive psychology course and it was during that program that she realizes that coaching was her next step. Ange setup her business on OwnYourShitGirl.Com and currently coaches women who are already kicking goals but just need a little bit of help to get to the next level.

And finally, we have Sid Aurora, Sid is originally from India and now lives in Hong Kong having previously worked in India, Singapore, Japan and Australia. Sid came to coaching from his experience as a client in the corporate sector. The benefit he received from coaching made him want to share and contribute to the growth and

development of others. So after graduating from ICA, Sid blended coaching with his role in sales and his now working as a sales coach.

We are going to go to each of those guests and find out more about coaching and find out more about what they do, but before we do that we will talk a bit about the coaching model at ICA because it is quite unique. We don't teach anyone particular model. We think that a coaching model will vary if you are a life coach or business coach. You might be familiar with the grow coaching model or there are all sorts of off the shelf models out there. What we do at ICA, is we see every person that comes into our community not as a blank. We see them as someone who's brought a whole lifetime of experience and skills or knowledge, and we don't ask them to just put that away and learn something new and copy our model. We actually work with our coaches to design their own coaching model, drawing on the strengths and experience that they have already got and then looking at which industry or context they want to coach in. Coaching is contextual so the sort of coaching you would do coaching executives in the banking industry in Singapore is completely different to the coaching you might do if you were a life coach in a yoga retreat in San Francisco. It is very different and so one coaching model doesn't work for all coaching situations. So that explains a little bit about the way we approach coaching. Let's now meet some of our coaches and see how they are applying there.

Sarah I am going to start with you...

Your business is "Pure Simple Change", so tell me a little bit about the type of coaching you do in Pure Simple Change?

Sarah: Sure, I coach women, visionary women and I support them to unlock the greatness that has been placed in them. It's been an exciting beginning since I graduated in February and so I am just getting started. The women I am working with are women who know they have more inside them and who just need a hand, a partner in their journey to see what that looks like and where that's going to bring them.

Robyn: Aha, and how did you get to that? Was that a long process or did you know already when you started training to be a coach what you wanted to do?

Sarah: It was a process and I'm very grateful to the instructors at ICA that I worked with that also the peer coaches who helped me be really clear to find my niche, and who helped me really get clear on who it was I wanted to work with and what problems they were facing. That was so important to me and in working through all this and working through the resources in ICA I was able to get to this place where I know who I am working with and created my coaching model, my philosophy for my coaching practice.

Robyn: So, what brought you to coaching in the first place, what was the reason you were considering at?

Sarah: Well, initially I was an educator and I was a middle child educator and an interior decorator, so I was working with really a fashionable people and I was

noticing constantly when I was working with a client's design that they wanted more than a new paint color and a furniture arrangement, that they were wanting to make a change on the inside.

In the fall I lost both my father and grandfather in a week time frame and I was put on leave. This was a time when I was reflecting on life and had time to heal. I decided to look at my life and what I wanted to do and I started getting really curious about the helping professions. I had a friend who was an ICA graduate and I chatted with her and we went back in forth about coaching. I thought "this is what I have been looking for my entire life" and I enrolled last fall. It's been an absolute privilege to be able to be a part of this learning and coaching community here.

Robyn: Yeah, you know that is amazing when you say "this is what I have been looking for my entire life", we get that a lot. It's something about the combination of coaching and the time in people's lives when they find it, that it seems to appeal: "this is the thing".

Sarah: (laughs) this is what I've been called to my whole life I just didn't know it. When you finally realize that all your experiences and all your knowledge finally gets to the point where I can really work in this and be my best for my clients. Right? Absolutely wonderful, so yeah, I am very grateful.

Robyn: Yeah, so you know I had a similar experience when I came to coaching because I had done lots of training, lots of consulting and when I got a coach that's how I discover coaching and within 3 sessions I was like "Ok this is the thing, right?"

If you want the change to be sustainable and to lasts you need a coach, Change is supposed to coming in during the training but then as a trainer you go away come back to the organization and nothing's changed, the same is true with consulting. The change was at a moment in time.

You said a couple of amazing things, one was losing both your father and grand father. In a way it is just extra ordinary to lose them both in a week and I find that would have been an incredible thing for you to personally deal with. Do you think there was something in you that you discovered? Was it going through the process you had been through that lead you to coaching?

Sarah: I think so, I mean I believe there's a place for all resources, counseling and therapy. There's a place for that and I had done all that and yet I was still reflecting on my relationship with my grandfather and father and when you leave people, when they passed away, you're left with your memories. I wanted to find people and help them in their insights, believing that they are full of everything that they need to be able to take that next step in their journey and so I think it brought me to the place where I could not care less anymore about my design work as far as the outside world was concerned. I wanted to work with people inside. I think I knew that all along and yet that process allowed me to choose to express it.

Robyn: Yeah, and that's the other amazing thing you said, Its interesting thing that people doing interior design are looking at more than their houses, that it's interior personal design as a whole that they actually need.

Sarah: Yes, that's right.

Robyn: How interesting, I wonder why that happens, do you think it's the same things that leads someone redesign their house than to redesign their life? It's like I want to recreate my external environment and it is not a surprise that its linked to wanting to change the inside.

Sarah: Yeah, I think the outside is the reflection of our inside. I think that my passion overall these last years working in schools and working with design clients that through life, you wear different hat, like I wear the designer hat, I wear the mom, I wear educator, whatever. But the overall hat, the big hat that covers all that is 'the life coach hat" and now I get to wear it and use it and still function in all the other roles using that life coach hat. I am just absolutely blessed to have found this profession, seriously.

Robyn: Yeah, that's so wonderful, well thanks Sarah, that is great and I will open a line up of some questions. Let's just move on now to Ange Anderson who's calling in from Queensland. Hi, Ange are you there?

Ange: Yes, I am here. Can you hear me?

Robyn: Oh good, so tell us a bit about where are you calling in from so I know you are a bit worried about your line dropping up.

Ange: Yes, I'm currently on a project on a small remote community North Briton it's a Virginian community. So, the internet is a little bit intermittent here.

Robyn: and so, what's the project?

Ange: I'm helping the council develop a health and safety management system and self-develop procedures and processes and now I'm coaching them into internal systems in their workplace.

Robyn: Yeah, well, it just so amazing, I remember when you were telling me that you're going to be dialing from there, I was thinking that maybe you wouldn't make it to this call because you are working way out North but it is one of the amazing things about ICA that people dialing from absolutely everywhere and that's the same with a classes that people can dial in from the car or walking down the beach or travelling, we had heard some airports even sometimes in class you hear the call to the gate lounge.

Ange: Yes I dial in from numerous locations for the classes and obviously this teleclass and it is a blessing of the work that I do.

Robyn: That's great, so tell us how did you come to coaching? You already, said you were made redundant from a company, which is often considered to be a bad thing. Can you tell me a bit about that?

Ange: Yes, the first thing I loved to just say is I can entirely relate to Sarah's story and in my own journey. When I was laid off it was a poor situation but for me. I was fundamentally unhappy in the work that I was doing, the redundancy was an opportunity for me to really reflect and to work out where I wanted to move to after that experience.

Robyn: and where did you go from there?

Ange: The company was really terrific, it was a hard decision for them to let go of so many people. I approach them a transition program and enrolling in a course in positive psychology. They assisted me to participate in that calls and so I spent 12 months learning about this amazing theory of positive psychology. It was from that I really knew without a question that I wanted to start coaching as a profession.

Robyn: and so, what made you think coaching and not say being a psychologist in going further in that direction?

Ange: Well that's a good question, I think it's the freedom and the flexibility of coaching that I like. There are so many constrained processes of psychology and counseling. You are not inhibited in coaching, so for me it was just the absolute freedom of flexibility of that and personal development aspect of coaching that appealed. It's different form dealing with problems and issues in counseling, coaching is about developing a person not dwelling on past issues.

Robyn: Yeah, that is interesting, you know I have never actually thought of it like that. Often people's answer is that it's more about the methodology and that they did not wanted to fix problems and they wanted to go for solutions. Mind you it is not such a divide anymore because a lot of positive psychology is solutions based anyway. But that different from what you were talking about. You are right, it's not the same level of constraint and often coaching is on the phone. The majority of our graduates' coach on the phone. It's very flexible.

So, I am very interested in your niche and your website. OwnYourShitGirl.com, that is probably one of the best URL's I've seen in a while. Tell me what's this concept of responsibility coaching? Responsibility I get, is a very big thing in coaching and we have module called "Blame versus Responsibility". It is one of those popular power tools and we have range of those. So, with that proverb, what lead you to this sort of concept and business name and then as a coach?

Ange: What I discovered through my journey is that the core can be made a lot better if I took responsibility and ownership of those things. In my own life, I had personal development in my early 20's, and come to realize taking responsibility and ownership for myself shit has opened up a path to freedom for me.

Robyn: So with your own clients is it something that people take on easily or is it resistance to that?.

Ange: I think initially people take that model and they are all excited to take a positive freedom. People realize that the power is within themselves. Often by the time people come to me, they have had a lot of different experiences and the type of people I coach are people who have had certain successive in their lives but then they are just not quite reaching the goals or achieving the things that they want to achieve. So, by the time they come to me they are really ready look at things differently and for them to take responsibility is the ultimate freedom. I call a help to people catch me to take in the truth and that in the knowing within themselves. So by the time they get to me they are definitely ready to look at things differently.

Robyn: Yeah, and so you touch a little bit on the type of clients you coach and so they are people who are already a little bit successful and then wants more, is that what you are saying?

Ange: Yeah, you know lot of people, come to me that have a certain level of success in their lives. They have career success and personal development success but there is just something that's not quite falling into line or into place and they recognizing that and so I help them taking to the next level.

Robyn: Yeah, okay great, all right thanks it is really interesting. I am going go over to Sid now.

Sid: Hi Robyn.

Robyn: Great to be you Sid. Tell me a little bit about the sort of work you were doing before you came to coaching.

Sid: Well, I was fascinated hearing the other coaches' journey. My background has been as a corporate professional having worked across different geographies in India, Hong Kong, Singapore, Japan and Australia over the last 16 years I've worked across different fictional areas such as operations, finance. Then the last 10 years I have been working in sales, leading sales executive, sales. So for me coaching began as a self development journey and in this journey I greatly benefited from coaching. I was never expose to coaching before but after a few years with a coach I realized this is so amazing and there is such a huge potential for me to work with managers in various positions in different corporate professions. That's what gave me beautiful idea of becoming a coach.

Robyn: So, you came to coach because you actually were give a coaching soap through your work?

Sid: Absolutely, I was assigned a coach for a couple of years and that really benefited me and that's how I learned about coaching.

Robyn: Yeah, that is so interesting, I think that is another really common pathway into becoming a coach is getting a coach. It's like I was saying before that's what happened to me, I got a coach and I immediately thought "Uh right, this is quite different to anything I've had before". Tell me what was different about the coaching as opposed to other support you might have had before like training?

Sid: Before coaching the kind of support that was provided was more instructional, was more one sided in terms of "you have to do this on this project...", "we believe this is what you need to do...". Coaching on the other hand is all about self-awareness and trying to find my own answers. So, coaching I realized is more about finding your own solution rather than getting a solution. That is a whole lot of commitment and focus.

Robyn: Yeah, you know there is a classic saying, a consultant will say "I have done this and this work for me, use this or try that, Or a trainer will come in and look at the problem and say "Oh I know what you need, you need some skills in this training program." but a coach will come in and say "what do you think you need?..."

Sid: Yes.

Robyn: Yes, and it's quite powerful, isn't it? The concept of having people have some ownership or have some control over the solution, it means that that solutions more likely to happen.

Sid: Absolutely Robyn, it so simple, its not rocket science but its so powerful. The whole training program that ICA provides instills in you the art of "not getting into the solutions mode" and holding back, asking the right questions and getting the clients to focus into their own problem, it is a helpful technique.

Robyn: I agree, Okay, so everyone I'm going to open up for questions:

Christina: Hi Sarah, this is Cgristina, can you tell me how you find your client or how they find your clients?.

Sarah: Sure, I graduated in February so I am just getting started now. I have my website that we created and right now I am using word and mouth and personal connections to get clients. I am getting traction here and getting setup for business has been time consuming. Clients are starting to come in and I believe that I will be able to get more clients and work with local groups in my community, in local business networking groups and getting the word out there. I am very clear on who I am coaching and what I am coaching about and being clear on the client target so that's where I am at right now. That answers your questions.

Christina: Yes, thank you so much.

Robyn: Christina is this a similar niche that you are looking at?

Christina: After I graduated in 2005 from ICA I was struggling to develop a platform.

Robyn: A platform, what do you mean by a platform?

Christina: In the sense of being able to go out there and find clients because there's plenty of opportunity in the job that I work in to be able to do coaching, but it's different to actually taking on people as a client. I have a large network but find it hard to actually get the clients. I did have a lot of success when I did "walk and coach"...

Robyn: I am glad brought that up Christina because it is really a common issue. Most people who come to coaching like the guests got, come to it because it is part of their personal journey or they want to make a change in the world or they are inspired by the difference coaching makes. They don't come to it because they have a sales and marketing background or because of the potential to make lots of money. I think lots of coaches need a little bit of help in the business development area. So, first of all don't feel like it's your personal failing. It's a really common thing; having said that there are so many successful coaches out there and all they have extra is some knowledge about how to get clients and how to work social media properly. They learn how to get their website optimized so that when someone googles their name they come up first. I'll connect you with Cloe Blanchet because she runs the [Business Express](#) Course. We call them B-Labs and they are weekly calls you can dial into and get support to build your business and get clients. I think that's all you would need just to get you bumped over that line.

Christina: Thank you so much

Robyn: You're Welcome, does anyone else could have any questions for Ange and Sarah?

Lulu: Hi, this Lulu, I am just curious about that process of refining your niche. Did you have any "start and stop" experiences where you decided what kind of coach you wanted to be, eg a "quit smoking coach" and you got rolling, created some support materials or website, started networking, then as you went along thought that's not my niche, that's not what I am interested in, now I want to shift my niche...

Robyn: so that is a great question, Ange do you want to start answering that then I will go to you as well Sarah.

Ange: My experience is I actually started a business called "Time To Flourish" which was a business focus around positive psychology and experiences that I had without a coaching school. The decision to move from "Time to Flourish" to "Own Your Shit Girl" was primarily around marketing and partly based around the style of coaching I was moving into. So, in terms of marketing what I learned was "Time To Flourish" was really too broad a concept. It was not honing in on one specific market or one specific niche. It was really broad concept in terms of people finding me, so if you type in "Time To Flourish" in google, there are millions of "flourish" hits that come up. Also using the number two in the "Time 2 Flourish" was a bad idea. If you hear that on the radio then you are not going to recognize it as the number two 2 rather than T

O. The other thing was about the style of coaching I was beginning to lean towards. I initially started out going down the wellness coaching niche and a little bit of positive psychology. But as I developed in my own soul and my own skills, I realize that I wanted to attract people that were focus on developing themselves and taking responsibility for their own actions and for their own lives and the concept was born from that.

Robyn: and so, when you did that (it is such a great question because I think it is really common to change your niche and you don't actually have to have it all worked out up front). But having started "Time 2 Flourish" and you walking away from that and then changing direction was that difficult or was it was part of the process?

Ange: Well, there was an investment of time and resources in "Time 2 Flourish". I was a little bit attached to that because it was like my baby and the beginning of this new direction and career for me. There was some difficulty in letting that go but "Own Your Shit Girl" is just so much more authentic to my style of coaching and to the journey that I've been living that fundamentally that decision was easy.

Robyn: Great, thanks! Sarah did you want to comment on yours? Did you niche on fall or did you start in one direction and then move across?

Sarah: I did both I guess. It's such a good question. I always had the design business and thought that I could keep those roles going. I thought that I could be a designer and a coach at the same time. I have licensed "Pure Simple Change" when I had to go back to work after my medical leave. I started a blog and it was a blog on Simplicity and that is how the concept was born. But it became very clear that coaching was my passion so I started launching in to that and I thought I could keep those roles going so I can totally identify with what Ange was saying about the difficulty of letting one go so as to have something else bloom, and so my niche started evolving. I knew I wanted to work with women, I knew that simplicity was my concept which means to me "getting people back to who they are meant to be doing whatever they called to do." I worked with my ICA coaches and quite frankly doing the coaching model doing the power tool, writing my case study and work shopping the concept in our classes with Merci other instructors really help me narrow things down. I was able to come down "this is what I want to work, who I want to worked with, this is how I want to work. So it was very much a process but a discovery from myself of what was inside me.

Robyn: Yeah, it's great, just to add to that, I think that it has been a greater acceptance of the fact that you do change niches. 10 years ago, people really came to coaching either to be a life coach or business coach or executive coach that was pretty much it and often they have decided that before they came in and started their training. The great thing about ICA is that we support so many different niches, it's ridiculous the number of diverse niches that are students choose. It's quite common to come in with one niche and then go to another or come in with one client type and then find out overtime that like Ange was saying you are more attracted or you seem to attract to certain type of client and you move into that other direction and it does

not have to be set in stone. I think that is quite common now. So, Lulu does that answer your question?

Lulu: Thank you.

Robyn: I think the other thing to add to that is that in the [coach training programs](#) we have what we call the “[Labs](#)” and we have four different areas:

We have the life coaching area the business coaching area, the executive relationship coaching area and the health awareness area. Within those four general areas there's so many different niches you can choose from like expat coaching, parent coaching, cross-culture coaching, diversity coaching. We used to run little classes in each of those but it was just getting too much, there are so many different directions you can go in and given that the way we teach is for you to develop your own model, that then helps with developing your own niche that is very unique to you. So now we have four board areas that you can dip your toes into each one. You can do to a couple of classes in a life coaching niches, a couple in executive coaching and you can really find your niche as you study.

I would like to talk about the coaching model because I think this is really important. I think it is one of the key differences of our school and so I am going to ask each of the coaches how they came to their actual model and what their coaching model is. Sarah I might start with you if that is alright? You mentioned just then that working in your coaching portfolio and working on your model really helped you developed your niche, so can you talk about your model?

Sarah: Yes sure, it was in the last phase of my coach training with Lorna actually that we were talking and trying to get inspiration because it is daunting at first. She encourage us to just draw someone and I got this picture in my head of this woman flinging the doors open and that was my starting point, that's what I wanted to represent my practice. I got a friend to drawn it and to work out the coaching steps and how I go about coaching and so I created the “[open door coaching model and process](#)”. I included that in my power tool “[Open vs Closed](#)”. I included identifying those areas that we touch on, setting the objectives, looking at the present reality where my clients and explore the possibilities with her and finally the new step. So I use the picture and the acronym that is how I created my model.

Robyn: I am just looking on it right now actually it's on the blog, the woman standing in the open door, can you talk a little bit more about what you mean by open and close concepts?

Sarah: Sure, I used the design metaphor in there because of my design background. I think that when we are open to things, we have to understand that we also have to choose to close doors behind us if we want to open a new one. And sometimes we are in the hall way where the transition is made where we have the options of what it is that we can do and where do we want to go. Having partner in crime called the coach through that process helps us choose “do we want to open the door to this opportunity.... Which means we have to close the door to other pathways. So to me it was a concept that I could work with. This opening and closing

doors concept kept on showed up with the women that I was working with in through ICA.

Robyn: Yes, okay that's great! thank you for sharing that. I have just been reading and looking a little bit online at your model, it looks great.
Good, so Ange do you want to tell us a bit about your coaching model and how you came to that?

Ange: Yes, absolutely, when I first started researching coaching school, I had a bit of a fixed mindset around the important of coaching models and I really believe that what I buying into with the coaching school was actually their model and that was what is important with getting that foundation given to me. So when I came across the model with ICA, I was a little bit in doubt about it. I doubted my own ability to create something that was as good as the coaching models of some of the coaching school. So, I ended up choosing initially a different coaching school, and if anybody has read my bio, I spent 7 months of frustrating hours being drip fed information that was basically read to me off at piece of paper. So I ended up coming back to ICA. ICA was my first choice but it was that self-doubt that sent me in a different direction initially but I came back to ICA and it is through a coaching teleclasses and my own journey and discussion with other coaches, that I have actually develop this concept of the bowling ball. If anybody knows about lawn bowels they know that the ball is actually weighted on one side and it's a process of correction and change to get the ball to go in the right direction rather than expecting that at the first throw its going to hit the target straight on. It's the process of throw the ball, have a look see what happened re-evaluate and try again.

Robyn: Wow, that's amazing. Thank you for sharing that. I guess it is a demanding thing that does require some work to design your own model but what strikes me about what you just said is how powerful it is when you do; because that bias of the concept is such a great concept. Thinking about coaching mindset and the coaching philosophy, you're going to be a better coach if you are using your own model than if you used someone else as model.

Ange: The truth is that I am a much more confident coach and have a lot more belief in my self ability to deliver outcomes for my client. The skills and experience that I have been able to input into something that is deeply personal, that model to me is the absolute key in what I have being able to achieve with ICA.

Robyn: That's great and Sarah would you agree with that?

Sarah: Totally, absolutely and I think that I can relate to another thing as far as creating the model. You learn so much about yourself, about the process and I gain great respect from my clients as well because they are doing the work, I am just here to facilitate. So, yes absolutely.

Robyn: Yeah good, Sid I might talk to you as well about your coaching model which is the "6 steps to sales coaching espire model". What I really like about your model is

that it is really clear those 6 steps and 6 questions. Can you tell us how you came to that model?

Sid: Yes Robyn, I will go back to the question you definitely asked and what is going to be the most challenging aspects all for my clients? and I wanted to use two fundamental blocks. I wanted to use the basic coaching principles that I use the "Grow Model" as the broad framework and I wanted to make it more sales specific and therefore I use the "Spin Technique" which is again a very well know technique in sales. I combined these two models and to make it more specific to sales and broke down each element build upon a series of question for each. I wanted to make it more real for the client and wanted to make it more sales specific and that's how the Aspire model came to be.

Robyn: Yeah, it is great, I can see that you talked about that on that blog in the post about your model that using Grow Model and then looking at the Spin Model and then you came up with these 6 questions:

What do we want to achieve as sales executives?

What is the situation they are presently in?

What are the problem they are grappling with?

What are the implications of these problems?

What are the options to reach our goal?

What is the actual required to export best option?

So just those 6 questions that you have developed with the combination of work that is already been done by Graham Alexander and Sir John Redmond but also bringing your own experience in your own knowledge to blend it into your own personal model. I think it is really great thing.

Sid: Thank you, Thank you Robin.

Robyn: Yeah, You're welcome. To all our coaches now thank you once again and I just want to go to each of you and see if there is anything you would like to leave us before we sign off:

Sid: Well, I just wanted to say that I am very grateful to having got into this journey in ICA. I want to mention the ICA blog and forum as well. It's amazing meeting great coaches but also for me it was about engaging with dozens of amazing dozens classmates . I could never have imagined to have this online experience 1 and half two years back that I had, this outstanding experience.

Robyn: That is so great I am so happy to hear it Sid, thank you so much for coming and giving us your time today.

Sarah is there anything you would like to leave with the group before we go?

Sarah: Well, I echo what Sid is saying as far as feelings so very grateful and just very thankful for the opportunity to grow myself and to get closer to what I was made to do and just to have found a really good group of people here in ICA with our instructors and our fellow students and our colleagues and just the opportunity there to learn and to grow and I am just very very thankful.

Robyn: That is wonderful, we are just really lucky to have you, have such great people coming and becoming an ICA coaches. Thanks Sarah and Ange anything you would like to leave before we go?

Ange: I am not actually sure what I could add anymore, everything has Sid and Sarah have said. Well this is being a life changing journey and I am grateful that I did come back to ICA. The learning that I have received and the connection and the community that is the core of ICA. I am very grateful and very blessed and happy to be part of it. Bye. Thank you.

Robyn: That is wonderful, thanks Ange. Well thank you to all of you because it is so fantastic that we have such a great community and everyone supports each other as well. For me it is extraordinary it's amazing sometimes going in there and seeing how much coaches supporting each other traveling to meet with each other starting businesses with each other it's really exciting, so thank you everybody for coming into the call and thanks for all the participants and i will close the lines now and if you could have any questions just as an email or go to our website and contact us there.