



3 PROVEN STRATEGIES TO  
INCREASE YOUR IMPACT,  
10X YOUR INCOME AND  
LAND CLIENTS EASILY

YOUR MASTERCLASS WORKBOOK  
WITH AJIT NAWALKHA

# WELCOME TO YOUR MASTERCLASS WORKBOOK

## 5 Tips to Get the Most Out of This Masterclass

1. Print this workbook before the Masterclass so you can take notes as you listen. You can also **download and type directly** in the workbook to save paper.
2. Review the contents of this workbook before the Masterclass so you know what to expect, and you can best set aside private time before, during, and after the Masterclass to complete the activities.
3. You can **pause the Masterclass** video to take notes or fill in the blanks by clicking on the video screen.
4. Think of how you can **quickly implement the secrets revealed** in this session to increase the quality of your coaching and your life.
5. During the Masterclass, use the dedicated space on the right column to **write down ALL interesting new ideas** and inspirations you get while listening - that way you won't lose the most relevant information to you.

# WHAT TO EXPECT

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### **1. PRE-MASTERCLASS EXERCISE**

Set your intentions before the Masterclass.

### **2. 5 CHALLENGES FACED BY BUSINESSES**

- ! Growing Revenue
- ! Becoming Profitable
- ! Product – Market Fit
- ! Leadership and Talent Problem
- ! Productivity and Burnout

### **3. REFLECTION**

The right question can spur your unconscious mind to feed you the right answers.

### **4. STUDENT STORIES**

Read what other people are saying about Ajit Nawalkha.

# 1. PRE-MASTERCLASS EXERCISE

## Start with Intention

Write down and set your positive intentions here. What are your intentions for joining this Masterclass? What do you hope to leave with?

## 2. 3 PROVEN STRATEGIES TO INCREASE YOUR INCOME AND IMPACT

Follow along the Masterclass and fill in the blanks. **You can pause the video to write down your answers or take notes on the right. Click on the video to pause and play.** But pay attention, because you cannot rewind!

\_\_\_\_\_ is the most profitable coaching niche where clients are willing to pay you anywhere between \_\_\_\_\_ to \_\_\_\_\_ per coaching session.

You don't need months of coaching to create an impact, you can do this along with your day job, and have clients come to you without having to spend endless hours prospecting and giving away free sessions.

You can achieve this by following the \_\_\_\_\_-consultant approach. In the \_\_\_\_\_ approach, you \_\_\_\_\_ the problem and \_\_\_\_\_ the person.

### 1. STRATEGY #1:

Strategy #1 is to \_\_\_\_\_

A \_\_\_\_\_ is a group of people agreeing to a common goal.

Coaching a \_\_\_\_\_ is coaching people. Research suggests that over 40% of \_\_\_\_\_ are open to hiring coaches.

Strategy #1 works regardless of whether you are a coach or not.

It's much easier to enroll a \_\_\_\_\_ than a person.

You can coach a \_\_\_\_\_ part-time and still earn a decent income.

The truth is, you can do it with the right intention, guidance, support and strategy. True success is when you get to enjoy everything you want.

## 2. STRATEGY #2:

Strategy #2 is \_\_\_\_\_

The 4 steps to solving any business or life problem are \_\_\_\_\_,  
\_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.

Before \_\_\_\_\_ you would start coaching every business as a new problem, have anxiety and fear about the next big idea, and always look for the next big thing.

**3. STRATEGY #3:**

Strategy #3 is \_\_\_\_\_

If enrolling clients used to be difficult for you, this four part method will help you land and retain clients easily.

The four steps under these are \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_,  
\_\_\_\_\_.

### 3. REFLECTION

The right questions can spur your unconscious mind to feed you the right answers. So, ask yourself... (Use an extra piece of paper if you need to).

1. Imagine – what would your life look like if you started bringing breakthrough transformations in your clients' lives?
2. Reflect on the 3 strategies & how those shifted your mindset.
3. How can you contribute more to your family, relationships, yourself, and community if you delved deeper into the 3 strategies?
4. What is the one thing you can do right now to show your commitment to become a better coach & bring massive shifts in people's lives?

**THANK YOU for joining Ajit's Masterclass!**



To implement what you learn and start coaching and consulting businesses and high-paying clients, stay till the end.

At the end of the masterclass there will be special offer to join our certification program at an unbelievably discounted price.



## 4. STUDENT STORIES



**"After taking the program I now see that my talents have a purpose. Now I have a source of income and have fun being me!"**

The Evercoach team is so supportive and would not let anyone fail! The best part is that I met many coaches and consultants that are now in my network who will support me on my journey forward in business!

~Mary Mach



**"I have two paying clients and more on the way. This is mind blowing to me !"**

I spent way too long struggling with fear and procrastination. This program was the missing link. This made me way more confident in my abilities, gave me the tools to really deeply serve and help the people I work with, and finally the motivation needed to really move forward. I'm someone that doesn't finish online classes, almost ever. And yet here i am, at the end of this program, already having two paying clients and more on the way. This is mind blowing to me ! I couldn't recommend this program enough.

~François Dabiel



**"Putting myself out there and staying involved with the coaching calls helped me land a \$10,000 client in the first 30 days of the program."**

~ Austin Willman



**“This program gave me all the tools and structure I need to start a powerful coaching practice.”**

I knew I wanted to be a coach but I was lacking structure, clarity and confidence. This program gave me all the tools and structure I need to start a powerful coaching practice. I gained a lot of confidence and improved my methodology week after week, and I made great friends along the way!

**~Mary Mach**