



One-On-One Coaching Program Comparison							
	Restaurant Manager's Coaching	Basic Coaching	Professional Coaching	On-Site Coaching	T.E.A.M. Coaching	New Store Opening (NSO) Coaching	Comments
Conference Calls	One Per Week	One Per Week	One Per Week	One Per Week	One Per Week	Multiple	Scheduled and appointed each week with you or your TEAM. Schedule is flexible and can be changed with proper notice.
Emails	One Per Week	One Per Week	Daily	Unlimited	Unlimited	Unlimited	Some participants feel that this option gives them more flexibility to communicate as well as written documentation.
Site Visits	None	None	None	One Per Month	One Per Month	As Needed	More can be added at a cost of \$2,000 per visit - this includes all travel costs.
Participants	Single Participant	Single Participant	Single Participant	Single Participant	Entire Leadership T.E.A.M.	NSO T.E.A.M.	More participants can be added to the Coaching process at an increased cost. However, we feel that the more people who participate, the more value is received for the organization.
Follow-up Phone Calls	None	One per week	3 per week	Unlimited	Unlimited	Unlimited	Calls will be returned by the end of that business day.
Length of Coaching Term	3 Months	3 Months	3 Months	3 Months	3 Months	No Limit - Runs from pre-opening through 6 weeks from date of actual opening. This is the best value for long term effectiveness.	We suggest that you seriously consider longer terms in order to fully engage yourself and your business appropriately.
Snail Mail	One per week	One per week	One per week	Unlimited	Unlimited	Unlimited	Some participants find this option valuable due to the documentation aspect it offers.
Faxes	One Per Week	One Per Week	5 per week	Unlimited	Unlimited	Unlimited	Some people wish to fax documents for review vs. email or snail mail.
One-On-One Meetings	Yes	Yes	Yes	Yes	Yes	As Needed Per Visit	I would be available to meet with you in person if you are local in the DFW area and our schedules allowed, but if you live outside the DFW area, you would need to come to Dallas.
Discounts	No	No	No	Yes	Yes	Yes	Discounts are available to participants who pay all fees & expenses in full prior to beginning their programs or who choose longer terms.
Payment Options	Yes	Yes	Yes	Yes	Yes	Yes	All plans have a payment option component, but no program can begin until the total amount is paid in full.
"Freeze Feature"	Yes	Yes	Yes	Yes	Yes	Yes	At any time you can "freeze" your program and pick it up at a later date.
Who will Benefit Most From This Program?	<p>This is a very popular program for the Owner who...</p> <p>1. has a newly promoted/hired manager and who needs to give them training but who does not have the resources to do so</p> <p>2. feels his/her (1) manager needs help in learning how to better manage the business but doesn't have the time or the resources to train them personally.</p> <p>3. has a manager(s) who needs to upgrade or improve their skill sets, OR the</p> <p>4. Restaurant Managers who wants to participate in a quality Coaching program in order to be able to achieve greater results for their business and to advance their careers or wants to understand better how he can influence and lead his leaders and supervisors.</p>	<p>This is the program for those owners and operators who need a Coaching program but simply don't have the resources to afford a more comprehensive experience at this point in their businesses lifecycle, or simply need the follow-up from someone who can hold them accountable for execution and goal attainment.</p>	<p>The Professional Coaching Package is recommended for those at any level in their operation who feel the need for increased structure, whose intellectual curiosity and talent causes them to wander from task to task prior to completion and who require more urgency in creating top-line and bottom-line results.</p>	<p>This package is for existing businesses and operators that have come to the point where it is now necessary to re-engineer the concept, business processes, organizational structures or people, in order to take it to the next level.</p>	<p>This package is for: 1. Small independent, multi-unit chains (2 or more stores) who need Coaching for their GM's or other managers - or the executive team as a whole. Or... 2. Single unit business where you - the owner - are "hands-off", but need to supply your management team with real-world solutions, direction, follow-up and support.</p>	<p>This program is for the new business owner who has just purchased a new business or is about to open a new business and needs the support and Coaching of an experienced industry professional. We cover all aspects of the opening or start-up from site-selection to menu engineering to staffing and pre-opening marketing strategies through the opening week.</p>	<p>What Is Coaching? Coaching is an interactive process that helps individuals and organizations to develop more rapidly and produce more satisfying results. As a result of coaching, clients set better goals, take more action, make better decisions, and more fully use their natural strengths.</p> <p>What Will Coaching Do For You? Restaurant Coaching is professional and personal development to promote continuous growth and strength in both you and your business. It's about creating inspiration and success in your business, and as a natural extension, your whole life.</p> <p>It also helps you to move forward: clarifying your goals, creating a strategy for completing those goals, and having a support framework in place to lead you towards a more successful life. It's about achieving more, in less time.</p>
Cost	\$2,500	\$2,500	\$4,500	\$6,500 + Travel	\$7,500 + Travel	\$12,000 + Travel	