



**FIRE UP**  
COACHING

10547NAT

# CERTIFICATE IV IN BUSINESS AND PERSONAL COACHING



A UNIQUE COACH TRAINING EXPERIENCE  
THAT PREPARES YOU TO EFFECTIVELY AND  
CONFIDENTLY COACH AND LEAD OTHERS

DEVELOP INSIGHT INTO HOW OTHERS THINK AND COMMUNICATE

UNIQUE COMBINATION OF METHODOLOGIES

STIMULATING AND SUPPORTIVE TRAINING ENVIRONMENT

[WWW.FIREUP.COM.AU](http://WWW.FIREUP.COM.AU) 1300 347 387





FIRE UP COACHING IS EXTREMELY PROUD TO OFFER ONE OF THE VERY FEW NATIONAL QUALIFICATIONS APPROVED BY THE INTERNATIONAL COACH FEDERATION (ICF) AND RECOGNISED GLOBALLY.

Current global challenges mean individuals require greater flexibility and organisations need greater expertise in their approaches to leading people.

Coaching conversations stimulate and empower others to engage and achieve meaningful results in whatever area they desire.

### WHY CHOOSE FIRE UP COACHING?

- Nationally Recognised Training Organisation RTO (#22458) specialising in coach education
- Nationally recognised coaching qualification (10547NAT) Certificate IV in Business and Personal Coaching
- Accredited Coach Training Provider (ACTP) with the International Coach Federation (ICF)
- On going support and mentoring from ICF Accredited Coaches
- Licensed coaching conversation model, REACH

DEVELOP AN ADVANCED AWARENESS OF HOW WE AND OTHERS THINK, LEARN AND COMMUNICATE.

LEARN TO COACH AS YOU EXPERIENCE COACHING.

### WE UTILISE TECHNIQUES AND FRAMEWORKS THAT DELIVER

- Emotional Intelligence
- Whole Brain Thinking
- Strengths Based Philosophies
- Positive Psychology
- NeuroLinguistic Programming (NLP)
- Herrmann Brain Dominance Instrument (HBDI)

### WHY CHOOSE THIS PROGRAM?

- Face to face training
- Learn to coach as you experience coaching
- Cutting edge research
- Master coach mentoring
- Peer to peer support
- Utilise FIRE UP's exclusive coaching conversation template - REACH
- ICF Accredited Coach Training Program - all inclusive coach training program
- Exclusive coaching content
- Access to FIRE UP Coachings extensive coaching network

" The skills gained at FIREUP have improved the quality of my life beyond anything I could have imagined

Melanie, General Manager  
Mandalay Resources 2017



THIS IS AN INTERNATIONAL COACH FEDERATION (ICF) ACCREDITED COACH TRAINING PROGRAM (ACTP).

## WHO WILL BENEFIT FROM THIS CERTIFICATE?

- Leaders, executives and managers wanting exceptional interpersonal and communication skills
- Aspiring and professional coaches who are looking to develop skills and expertise
- Health and emergency professionals and personal trainers looking to deliver better health outcomes
- Individuals looking for a transformational personal development program
- Those looking for impactful face to face learning and on going peer support

## PROGRAM OVERVIEW

### LEARNING MODULE 1: FOUNDATIONS FOR POSITIVE CHANGE

Introducing the core skills needed to successfully coach and lead others, on completion you will:

- Develop an advanced awareness of how we and others think, learn and communicate
- Have positive and solution-focused communication
- Determine how to build self awareness in self and others utilising whole brain thinking tools
- Elicit important information through advanced listening and questioning skills
- Learn powerful Neuro Linguistic Programming (NLP) techniques to transform behaviour
- Create relationships based on trust and intimacy
- Utilise FIRE UP's own Coaching conversation model, REACH
- Understanding thinking preferences by utilising the Hermann Brain Dominance Instrument (HBDI)

### LEARNING MODULE 2: CREATIVE PLANNING AND PRIORITISING

In learning the techniques and methodologies essential to supporting your clients or team to plan and prioritise effectively, you will:

- Know how to access people's underutilised and unrecognised resources
- Stimulate an expansion of creative thinking and problem solving abilities in others
- Use techniques that overcome blocks to creativity and generate outstanding ideas
- Use tools that identify what is important and to plan and prioritise accordingly
- Design action plans aligned with key priorities

### LEARNING MODULE 3: VALUES EXPLORATION AND BELIEF CHANGE

Develop your skills and ability to explore the complex area of values and beliefs to achieve the most fulfilling coaching outcomes so you can:

- Understand the development and relationship of individual and organisational values and beliefs
- Identify and challenge behaviours that are incongruent with values
- Enable adoption of new behaviours in line with values
- Support individuals and groups to align and evaluate goals against values
- Use models of language patterns to create self-awareness and empowerment

### LEARNING MODULE 4: THE ACCOMPLISHED COACH

In this module you consolidate and further develop your knowledge and skills to be able to:

- Manage people's progress towards achieving goals and outcomes
- Use advanced techniques to challenge and sustain greater commitment and accountability
- Effectively promote coaching within any work environment
- Build and maintain relationships sustaining your coaching capability and practice
- Measure and continually improve your coaching capability or practice

Each learning module is delivered over 4 days face to face (16 days training)

## ASSESSMENTS INCLUDE:

- In-class coaching projects
- Herrmann Brain Dominance Instrument (HBDI) - In-class activity
- Module assessment questions
- Practical application of skills learnt and observed by assessment
- Book review

## UNITS OF COMPETENCY

### BPCCOA401A

Adopt a positive and flexible coaching style based on awareness of self and others

### BPCCOA402A

Establish foundations of the coaching relationship

### BPCCOA403A

Build rapport and explore a client's desires and intentions

### BPCCOA404A

Partner with a client to develop a coaching plan to achieve desired outcomes

### BPCCOA405A

Facilitate clients' progress and accountability

### BPCCOA406A

Challenge client to transform limiting beliefs and behaviours and align with core values

### BSBREL402A

Build client relationships and business networks



PROFESSIONAL TRAINING TO HELP YOU REACH YOUR CAREER AND LIFESTYLE GOALS





## REGISTRATION - 10547NAT CERTIFICATE IV IN BUSINESS AND PERSONAL COACHING 2018.

PLEASE RETURN COMPLETED REGISTRATION FORM BY EMAIL, FAX OR MAIL.  
(\$1000.00 deposit required to secure booking. Instalment payments paid on completion of each module.)  
Corporates and multiple registrations, call for discounts.

### PLEASE TICK WHICH PROGRAM YOU PLAN TO ATTEND

WHERE	MODULE 1	MODULE 2	MODULE 3	MODULE 4
MELBOURNE (2 day blocks)	<input type="checkbox"/> Feb 13 & 14th 2018 Feb 27 & 28th 2018	<input type="checkbox"/> March 13 & 14th 2018 March 27 & 28th 2018	<input type="checkbox"/> April 17 & 18th 2018 May 1 & 2nd 2018	<input type="checkbox"/> May 15 & 16th 2018 May 29 & 30th 2018
SUNSHINE COAST INTENSIVE (4 day blocks)	<input type="checkbox"/> Feb 8th-11th	<input type="checkbox"/> Feb 22nd-25th	<input type="checkbox"/> March 22nd-25th	<input type="checkbox"/> April 19th -22nd

\$10,000 (Standard)     \$3,000 (Module 1 only)

### PERSONAL DETAILS

Please invoice directly to me     Please invoice my Company

Name: \_\_\_\_\_ Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Company Address: \_\_\_\_\_

Postcode \_\_\_\_\_ Postcode \_\_\_\_\_

Email: \_\_\_\_\_

Mobile: \_\_\_\_\_ Phone: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

### PAYMENT DETAILS (Please tick)

Cheque     EFT  
BSB: 064 420 / Acc #: 1102 1198  
Bank: CBA  
Acc Name: FIRE UP Coaching

Visa/MasterCard

CardholdersName: \_\_\_\_\_

Card Number:

Expiry Date: \_\_\_\_/\_\_\_\_/\_\_\_\_    CCV: \_\_\_\_\_

Signature: \_\_\_\_\_

### TERMS AND CONDITIONS

Registration confirmation: Upon receipt of registration a written confirmation is sent. Payment policy: Non-refundable \$1,000.00 deposit upon registration, balance per payment schedule. Deposit is not refundable, at FIRE UP Coaching's discretion, it may be used as credit against future courses. Cancellation and transfer policy: Requests must be made in writing. Cancellation fees: 25% more than 7, 50% less than 7 and more than 2, 100% less than 2, business days prior to course commencement. No charge for approved substitutes. Course cancellation: FIRE UP Coaching reserves the right to cancel courses due to insufficient registrations or conditions beyond its control. Privacy policy: By completing this form participants agree to information being collected and used for registration and RTO reporting requirements in line with national privacy principles. Safety and security: Information, including after-hours measures, available on request prior to registration.

I have read and agree to the terms and conditions

Signature: \_\_\_\_\_

Date / /

" Fabulous, well rounded and very interactive course. Picks the best of the best and puts it into great frameworks. Wonderful, supportive and encouraging trainers. "

- 2014 FIRE UP student, Andy

### RPL AND CREDIT TRANSFER

Candidates may apply for special entry or credit through the Recognition of Prior Learning (RPL) Process. Please contact us for further information and application form.

### ENTRY REQUIREMENTS

Entrants should have 3-5 years of business experience including engaging, communicating and understanding relationships with others in a business context.

Entrants should also have solid writing and oral communication skills.

### PATHWAYS

Participants who successfully complete the Certificate IV in Business and Personal Coaching, can continue on to complete our (22233VIC) Diploma of Leadership, Coaching and Mentoring.

START YOUR JOURNEY TODAY



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COACHING



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