



INTERNATIONAL AUTHORITY FOR
**PROFESSIONAL
COACHING & MENTORING**
Experts in Accreditation since 1998

INTERNATIONAL COACHING WEEK (ICW) 2021

Celebrating the 23rd anniversary of International Coaching Week, an initiative set up by the lovely Jerri Udelson, we're delighted to announce this year's weeklong, virtual event, commences on the 3rd May 2021.

Hosted by the International Authority for Professional Coaching & Mentoring – you're all invited with our compliments!

The theme this year is sales and all things sales related. If you have any issues around the selling process, you do not want to miss this series of masterclasses, all of which will help you overcome any resistance to selling.

Every masterclass is being delivered by a successful entrepreneur and expert speaker. In the event you were unable to attend any of these unique one-off masterclasses, you missed the opportunity to engage live, but you can still benefit from the recordings.

1. [Winning Connections That Sell](#)
2. [The Ancient Art of Closing](#)
3. [Dispelling The Myths Around Sales](#)
4. [Creating a Signature Programme That Sells](#)
5. [Winning Relationships Through Sales](#)
6. [Creating a Sustainable Coaching Business](#)
7. [Marketing Sales Through Social Media](#)
8. [Business Success Secrets Masterclass](#)
9. [Beyond the Sale: What's Next to Keep My Practice Growing?](#)
10. [Dissolving Fear of Selling](#)
11. [Discovery Calls That Attract New Clients](#)
12. [How to Win with Webinars](#)
13. [Winning Connections: Harness the Power of Your Network](#)
14. [Lead a Thriving Business - The Feminine Way](#)
15. [Dispelling The Myths Around Sales](#)

The IAPC&M is the **ONLY** professional accreditation body for the coaching & mentoring industry to be approved by the British Industry Ombudsman

To benefit, join us here www.coach-accreditation.services