



Latreia Coaching

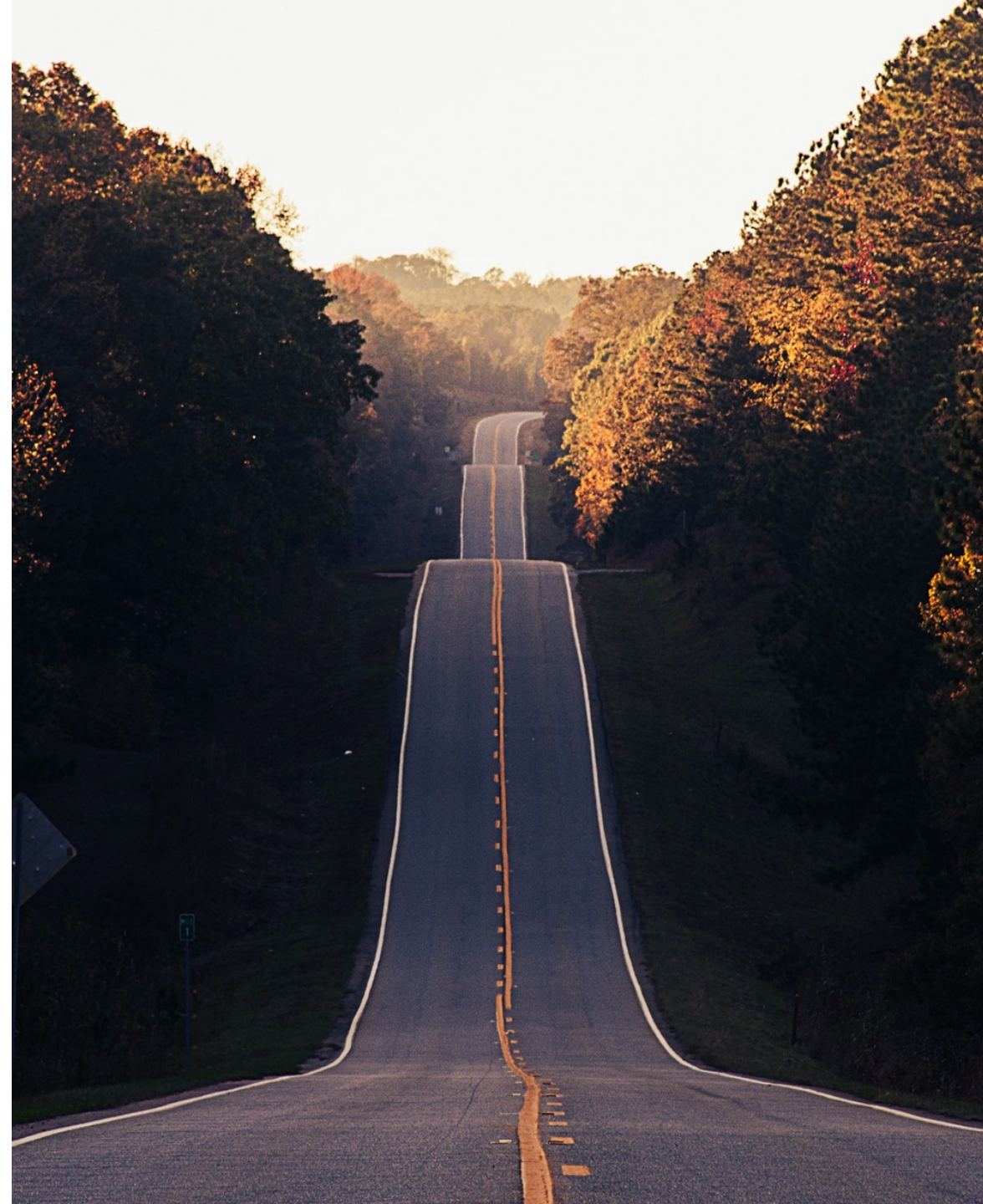
Challenging your status quo

Latreia Coaching & Consulting LLC

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Values driven Coaching & Consulting



Our Mission

To engage, equip and inspire our clients to thrive by challenging their status quo.

The desired result is living out their personal and professional lives with purpose & fulfillment.

Serving our members is our sacred duty.

Core Values

accountability	growth mindset
commitment	innovation
courage	relationship
excellence	relevance

Principles

- we build trust
- we clearly communicate
- we cultivate transformation
- we make values-based decisions

Vision

to create environments where professionals can discover the secrets to extraordinary success

Value Proposition

a team decades in the making, we offer experience, wisdom and passion to professionals ready to build a thriving mindset

How is Latreia Coaching Different?

We challenge your status quo



Thought Provoking Engagements

Challenging the current mindset to passionately pursue performance excellence



Consistent Execution

Defining and measuring the right activities to ensure the right target outcomes



Collaborative Community

Leveraging the power of the many to pull the one to the next level of breakout achievement



Highly Relational

Creating environments for connection ensuring a kindred community committed to mutual success



Prescriptive Roadmap

Following a progressive pathway to maintain momentum and create the expectation of success



Integrated Focus

Bringing all components of one's life into the discussion to ensure balance and fulfillment



What is the Latreia Coaching Experience?



Transformational Coaching

Instruction - focused learning on topics directly related to key activities

Collaboration - guided interaction to deepen understanding and application

Expectation - transparent accountability to support consistent execution



Skills Based Reinforcement

Weekly - short messages to inspire, encourage, enlighten & challenge

Bi-weekly - podcasts on relevant topics, tactics, questions & insights

Monthly - virtual live sessions, discussions, interviews & presentations



Integrated Community

Group Coaching - crews of 3-4 members with similar production levels

Community Forum - community support, mutual encouragement

Latreia Live! - quarterly and annual gatherings to sharpen skillsets



LatreiaCare Support

Coaching on Demand - coaching in the moment for the moment

Strategy Reviews - when it takes more than a call to prepare for opportunity

Exploratory Sessions - spending the time to get back on the right track



Business Metrics

Define Primary/Stretch Goals - prescriptive growth in the short & long term

KPM Tracking - measuring the right activities leads to the right outcomes

ROI Validation - there are no shortcuts to success, we validate results

Latreia ICE System



Instruction

- ☆ Crews of 3-4 members
- ☆ 15-minute guided sessions
- ☆ Topics are based on skill-level
- ☆ Instruction led by coaches



Collaboration

- ☆ 5-minute key-point takeaway discussion
- ☆ 20-minute general business roundtable
- ☆ 15-minute expectation review
- ☆ 5-minute commitments & goals capture



Expectation

- ☆ Explore wins & challenges
- ☆ Review metric performance against goal
- ☆ Strategize on execution
- ☆ Establish short-term commitments & goals

Latreia Coaching uses an online performance portal to host sessions, take notes, track performance and log commitments & goals. Members can access the portal 24/7 from any device.

Four Latreia Levels



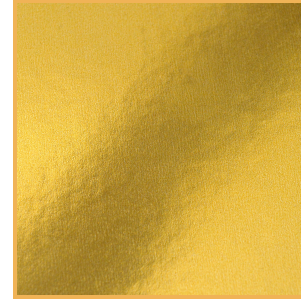
Bronze

- ☆ New to Industry (<12 months)
- ☆ Averages < 1 closed unit per Mo.
- ☆ Crew of 3-4 members
- ☆ Schedule call to discuss KPMs & ROI
- ☆ Target ROI: 2 closed units per month over 90-day rolling average



Silver

- ☆ Semi-Seasoned (1-3 years)
- ☆ Averages 1-4 closed units per Mo.
- ☆ Crew of 3-4 members
- ☆ Schedule call to discuss KPMs & ROI
- ☆ Target ROI: 50% increase in closed units per month over 90-day rolling average



Gold

- ☆ Seasoned (4+ years)
- ☆ Averages 5-8 closed units per Mo.
- ☆ Crew of 3-4 members (1-1 available)
- ☆ Schedule call to discuss KPMs & ROI
- ☆ Target ROI: 50% increase in closed units per month over 90-day rolling average



Platinum

- ☆ Seasoned Pro (4+ years)
- ☆ Averages 9+ closed units per Mo.
- ☆ Crew of 3-4 members (1-1 available)
- ☆ Schedule call to discuss KPMs & ROI
- ☆ Target ROI: customized to client

Key activities are based on skill-level and measured against defined goals. Coaches review reports weekly and provide individualized feedback. Prospecting activities focus referral sources, database and networking events while key performance metrics include leads, pre-qualifications, applications and closed loan tracking.



NEXT STEPS / ON-BOARDING PROCESS



We want to hear from **you**.

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