

RECENTLY SOLD YOUR PRACTICE?

Wondering about next steps? Read on!

Becoming a Slipstream Group Coach

Welcome!

Hello and thanks for your interest in becoming a business coach here at Slipstream Group.

The purpose of this introduction is to tell you a little bit about Slipstream, what the role of coach entails and more particularly, the process that we follow to determine whether taking this step would be a fit for both you and Slipstream.

Essentially, if it looks like being a fit then we would be very interested in exploring this further with you.

Let's get started!

A little bit about Slipstream Group

Based in Brisbane, we are a leading business coaching firm specialising in serving accounting and financial planning firms across Australia. Established in 2015, we continue to grow and are actively seeking to expand further.

No false modesty here. If there is bigger, better or more effective business coaching organisation that operates in our target markets then we are yet to hear of them! Underpinning this statement is the calibre and performance of our coaches. The importance of this cannot be understated and is why we take particular care in our coach recruitment process.

We offer two main products: **the Breakaway**, a two-day business planning workshop, and **the Peloton Program**, an ongoing coaching service with features like larger group coaching sessions, one-on-one coaching, monthly reporting, and access to an online resource library.

To learn more, you can -

- visit our website: www.slipstreamgroup.com.au
- check out the LinkedIn profiles of the key stakeholders –
 - [Sharon McClafferty, CEO](#)
 - [Phil Little, Business Coach](#)
 - [Ashleigh Duggan, Head of Coaching](#)
- Sample our podcast program, [In the Slipstream FM](#). We recommend [episode 63](#) - this features an interview with a Slipstream coach 12 months after joining us.

On being a coach with Slipstream Group

Ahead of joining the coaching team and ascertaining for yourself, there are seven key elements we'd like to share with you –

1. ***A role for grown-ups.*** Whether full-time or part-time, you won't be confined to a strict nine-to-five schedule. You can choose where to work—home, client site, or our Brisbane office —especially after initial training. Flexibility in hours is encouraged.
2. ***We treat you as a volunteer.*** The coaches who join our team are typically at life's milestone i.e. you're working because you want to, not because you need to. Accordingly, we know that you will only remain with Slipstream as long as you are enjoying the role. Essentially, if we get this right, this will be your last role before you cease work completely.
3. ***A strong desire to see your clients succeed.*** For some, this is encapsulated in “giving back” to your profession. Perhaps this comes from the joy of sharing what you have learned over a career or it could be simply the satisfaction you gets from helping others.
4. ***Using your professional judgement.*** Although there are some indicative tracks to follow, we avoid a one-size-fits-all approach. Coaches are encouraged to use their professional judgement and personal experience, and seek peer advice when needed.
5. ***The power of our coaching collegiate.*** Our team engages in regular meetings, annual retreats, and one-on-one peer interactions. The atmosphere is one of mutual respect and willingness to help, coupled with good humour which makes for an immensely enjoyable experience for members of the coaching team.
6. ***We want you to have a life outside of Slipstream.*** Setting a good example for our coaching clients is part of what we do. As an example, we expect Slipstream coaches to take eight weeks annual holiday, which provides plenty of time for travel, family and other interests. We often find that our coaches appreciate a degree of work-related travel, where they are at liberty to (for example) tack on a weekend at the end of a coaching visit interstate.
7. ***Things that we don't expect you to be responsible for –***
 - a. Sales - we have a marketing and sales team for this
 - b. Making your appointments and travel arrangements - we will assign you a Client Experience Manager (CEM) to look after this
 - c. Making arrangements for coaching events such as booking venues and organising handout material. Again, your CEM will look after this.

I love to help clients. The journey my clients are on, I have been through before. If I had someone in my life 20 years ago, that could have helped me and guided me in the right direction that would've meant a lot to me. So I love that I can offer that to my clients. You've got to be passionate about wanting to help people. It's a job where you've genuinely got to want to see results from your clients. I love what I do because I love to see results. I'm very much driven towards goals. And if I've got clients that are very much aligned with my purposes, there are some terrific results.

MICHAEL SPINKS
SLIPSTREAM GROUP BUSINESS COACH



What we are looking for

At Slipstream, our business is only as good as the coaches who interact with our valuable clients. In this regard we have a very clear set of criteria, the main elements of which are as follows –

- must have owned (either as a sole practitioner or as a shareholder) and run an accounting or financial planning firm
- energetic enough to be keen for a new challenge. This is not a cushy rest home and there will be significant material to become familiar with and clients expecting to significantly improve their businesses with your assistance
- positively disposed towards sharing the lessons from a career with fellow practitioners
- confident in front of an audience, be it with your coaching colleagues and/or clients
- enthusiastic about the prospect of travelling to various parts of Australia several times per year

Although based in Brisbane, we are happy to entertain coaches working from other parts of Australia.

If this sounds like you, then please read on!

Our process of bringing on a new coach

We'll move throughout this process at a mutually comfortable pace to assess if the fit is right, maintaining open dialogue throughout the process.

Below is the approximate path that you can expect we will follow, sometimes not necessarily in this order, as we explore if this option is suitable both for you, and for us.

1. Initial discussion with our Head of Coaching and/or CEO - approximately 30 minutes

In this initial chat, we'll discuss your background, current and future availability and address any early questions that you might have. If both sides agree to proceed, we'll schedule a deeper dive into what Slipstream actually does – we know that you will have plenty of questions!

2. Discussion with our Head of Coaching - allow up to one hour

We will share with you some more information about our coaching program and what the role of the coach entails on a day-to-day basis. You'll have the opportunity to ask many questions. At the end of this meeting, you will have a much better idea as to whether this is a role that you would be suited to.

3. Discussion with an existing coach - allow up to one hour

Interaction with one or more Slipstream coaches. This is to assess how you will fit in with the coaching collegiate we have here at Slipstream. It also allows you the opportunity to discuss more in depth the role with the people currently in the seat.

4. Role Description - Assuming you want to proceed, we will send you the detailed role description for your consideration.

5. Attend a Slipstream event. This could be a team retreat, a coaches retreat and/or attending a coaching workshop. Any of these events will give you a much greater sense of how we operate in practice. It also enables members of the Slipstream team to get to know you and form a judgement as to whether you will be a cultural fit.

6. Usual final steps

- (a) Reference checks, based on referees provided by you.
- (b) Final discussion
- (c) Make you an offer to join the coaching team

Assuming that you join the team, be assured that we won't expect you to be immediately thrust in front of clients. We are well set up with a thorough induction and training program, including the following –

- A first-class Coach induction to Slipstream Group
- Ongoing training with the Coaching team
- Observer roles at Slipstream events including the Breakaway workshop, on-site client visits and group coaching meetings

In short, we will leave no stone unturned to ensure that your coaching experience with Slipstream Group is a complete success, both for you and your clients.

We look forward to exploring these matters further with you.

Please [get in touch with our Head of Coaching](#) if you think this is for you!

Trust. Worthy.