

## ***In the words of some people that made a decision to invest in coaching.***

### **1. Who are you and what do you do?**

My name is Andrea Newman and I am an Independent National Sales Director with Mary Kay Cosmetics. I've been with the company for over 22 years.

### **2. What was going on in your personal or business life leading up to hiring a coach?**

I made the decision to hire Nate Scott as my Business Coach because although I'm at the top position in my company, there is another level that I want to achieve and I know that I will need someone to tap into my abilities by providing strategic planning, new ideas and concepts and accountability.

### **3. What was the defining moment that caused you to consider coaching?**

After meeting Nate and reading his book, I felt a spiritual confirmation that he would be the one to take me to my next level best.

### **4. What results were you expecting from working with a coach?**

I am expecting to see tangible and measurable growth first within myself as a Leader and then to transfer that to the people that I lead.

### **5. What qualities / characteristics were you looking for in a coach?**

When seeking out a coach, I knew that first and foremost I needed someone who would take the time to understand who I was as a person and what drives me internally to want to excel. I believe that the only way to really "help" me is to "get" me. Not cookie cutter coaching, but real time, real people coaching.

I also needed someone who was accessible, available and touchable. Finally I wanted a coach who understood my business, my vision and my Faith.

### **6. Why did you hire Nate Scott?**

I hired Nate Scott because he met the criteria on "my list" of what I would want in a business coach.

### **7. What specific value have you experienced since working with Nate Scott and how long did it take before you started seeing the benefit of having him as your coach?**

What Nate brings to the coaching experience is a high energy level, a great passion for what he does in helping people and the ability to teach you how to think versus what to think. The most valuable experiences I've gained since working with Nate Scott was the 90 minute personal and somewhat painful assessment, his ability to Push you without Pressuring you and his total belief in himself that he can deliver as well as his total belief in you as his client to perform.

### **8. What recommendation would you give to someone that is or hasn't considered hiring Nate as their coach?**

Nate's educational, military and professional background qualifies him as a proven leader and his integrity and heart qualifies him as a trusted leader. So, if you're considering hiring a Life or Business Coach, my recommendation would be to hire Nate Scott. I'm glad I did!

