

The ValueBuilder System™



Sell and Facilitate an Exit-Focused Roundtable

ExitTalk provides insights to elevate your coaching business and unlock new opportunities by creating powerful roundtables (mastermind groups) that deliver game-changing results for business owners while expanding your client base. This exciting training will teach you how to design and lead dynamic roundtable programs that equip business owners with actionable strategies for a successful exit, all while positioning you as their go-to advisor for long-term coaching partnerships. By blending impactful education with proven strategies, you'll amplify your value as an advisor, help your clients achieve their goals, and seamlessly transition roundtable participants into ongoing coaching relationships.



ExitTalk has been a gamechanger for my firm. It's so effective, I'm running these sessions as a prerequisite for all business owners I work with. It's the perfect lead generator to help me convert more owners into advisory clients."

JENNIFER RAMOS
INVESTMENT CEO, JR3 CONSULTING GROUP

Course Details

7 weeks

\$1,995 USD

Limited Space available
Contact your Customer Success Manager
to save your seat or go to valuebuilder.com/training
to submit your training request directly.

ValueBuilder.com/advisor



About the Coach

KELLY COUSINEAU,
MASTERMIND GUIDE
OWNERS OUTPOST

Kelly spent over 20 years providing strategic planning and business process improvement services to corporate executives, but life changes led her to shift her focus. She realized that true fulfillment comes from helping people find value and purpose in their work. Now, Kelly guides business owners to discover their purpose, value, and identity outside their businesses, allowing them to focus on growth and live their next adventure. Kelly holds certifications as a Professional Value Builder System Advisor, Gallup Strengths Champion, Certified Professional Leadership Coach, Emotional Intelligence Assessor, and a BS in Aeronautical Engineering from Purdue.

Throughout this course, Kelly will guide your learning through the following topic areas:

• **Why Offer an Exit Related Mastermind?**

• **Overcoming Objections**

• **Choosing the Right Format for you and your Clients**

• **Engaging Owners in live discussions**

• **Incorporating the Value Builder System in your Mastermind**

• **Why/How to Incorporate Strategic Partners**

• **Finding Owners to Enroll and Engaging Post Mastermind**
