



FREE COACHING SESSION

Learn more in one meeting than most learn in a year!

Contact Us Today.

MEET OUR COACHES

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Cynde Herman
Santa Clarita Valley

David Kharns
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Christine Perakis
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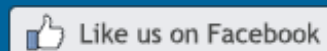
Michael Preston
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Redondo Beach

Madelon Wallace
Woodland Hills

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[Leading With a High Emotional Quotient](#)

When choosing to lead, why does a high EQ carry more weight than a high IQ?



Your Emotional Quotient is responsible for more than 75% of your success.

Leaders who have a high EQ are committed to the company and their team, choosing to lead with influence, and inspiration. Once this important trait has been developed and mastered, you will notice a happier and successful team.

[How To Develop a High EQ](#)

[Hiring Top Producers](#)

The REAL reason behind a poorly producing sales team is surprising but true.



Many business owners do NOT want to hire good sales people. Even though the solution seems simple and obvious, hiring top producers isn't as easy it seems.

Start building a successful team, but first make sure you understand why you haven't hired any to begin with AND make sure you are taking the proper steps.

[It's Time To Make a Change](#)

[The Way To Success](#)

Are you reaching your small business goals?

There are many elements that can prevent a business owner from growing their business whether it be time

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management, staffing, or possibly lack of sales.

Working with a FocalPoint Business Coach will help you learn and grow with proven systems that will get you on your path to success.

[What Can a Business Coach Do For You?](#)



[Upcoming Live Events In Your Area](#)

[Leader's Power Circle: Breakthrough Your Communication Barriers](#) with Coach Madelon Wallace. Wednesday September 20th in Sherman Oaks.

Look for more [Coaching Events](#) in your area.