



Marie Bankuti



Individual Coaching Program Guide



Marie Bankuti



Welcome!

I'm grateful to connect with you. I believe how we live our lives matters. I applaud you for exploring the possibility of designing the kind of life you want and deserve to live.

Here's what I know: We all want to show up in the world in a way that allows us to make the best use of our gifts, while loving our lives and experiencing joy in the short time we have on this earth.

It IS possible to intentionally design your life! It takes focus, a little work, and the right amount of support to get there.

The coaching work we do together is created to help you take the life you've imagined and begin the process of making it a reality... one tick off the list at a time!



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My Philosophy and Process

In my individual coaching programs, we progress through these important gateways towards your success:

1) Explore where you are now

Starting with understanding your story, where you've been and where you are now in your personal and professional journey. The more you're able to share about your values, your dreams, your challenges... the better we'll be able to partner in this process.

2) Envision your future

Once we know where you're starting from, we'll look towards where you want to go. There are endless possibilities out there, and sometimes, it's just about allowing yourself to imagine bringing them to fruition. We'll discuss ways to bust limiting beliefs and explore what's really possible.

3) Create a clear vision

When you go to a coffee shop, you don't say "Give me a coffee" and expect to receive just what you were looking for. If you want a large hot hazelnut coffee with almond milk and stevia, the only way you'll get it is by asking for it. That's true for everything in life. If you don't ask, you won't receive. So, we'll get really clear about what you want so we'll know how to get there.



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4) Set the right goals

Setting goals might sound easy. We'll dive deeply into creating powerful goals that continue to excite and motivate you. We'll honor your core values, passions, curiosity, adventurous nature, generosity and ambition in order to align your goals with what's truly important to you.

5) Blast through roadblocks

Roadblocks, real and perceived, come in many forms: money, time, family, fear, know-how, ability, on and on. There are several ways to avoid them, minimize them, and put them in the rearview mirror where they belong. We'll identify tools that will help you quiet the inner nay-sayer voice and empower you to succeed, again and again.

6) Grant permission

Often, the only thing standing between us and our dreams, is ourselves! Most of the time, we're the ones who need to give "permission" for us to dream and to act... unapologetically. We'll work to grow your ability to say "YES!" to yourself and to yours goals.

Along the journey, allow yourself the time and space to think and feel into this work. Choose to take intentional and meaningful action on what's most important to you. I'll be your partner, cheerleader, sounding board, accountability partner, mentor and biggest advocate!

My joy is helping you find **your** joy and all the ways to fill your life with it! Allow me to be a mirror for your brilliance and an echo for your voice.

Read on to discover which program will best support you.



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Twelve-Month Full-On What's Possible? Program

Who it's for:

This twelve-month program is especially good for you if you're hungry to bring more growth, balance, adventure, meaning and joy into your life. It's for you if you're eager to jump off the hamster wheel to challenge yourself to see what's really possible and then make it happen! You may have lost some of the connection to what you love about your life or career due to daily responsibilities, working to pay the bills, doing what's expected, or simply finding yourself sleep walking through life without a passion or direction. Perhaps you're in transition... needing a mid-life career change, recently divorced, soon-to-be empty nester, wanting to start a business, retiring soon, unexpectedly laid off, longing for more joy, or simply feeling the need to make a change. You are ready to be intentional, step up and take action to move forward!

We will focus on:

In this program, you'll get the support you need to dive deeply into discovering your passions, dreams and goals. You'll explore what's missing and what's needed to live in a way that's aligned with your values and your true self; those things that bring excitement, purpose and passion into your everyday life. This program is a mixture of coaching calls, exploration, goal setting, experimentation, exercises and accountability. It's all geared towards getting clarity, infusing energy and taking action to create the life you imagine (or even better!)

What it includes:

- A pre-program questionnaire that will be used as the starting point
- Discovery Session (90 minutes)
- 22 Coaching Calls (45 minutes each)
- M.Y.B.U.C.K.E.T.L.I.S.T Session (60 minutes)
- Deep-Dive Goal Setting Session (60 minutes)
- Quarterly Live Your Values Sessions (45 minutes)



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- Celebrate & Next Steps Session (45 minutes)
- Tools for self-assessment and development
- Unlimited email availability and brief phone calls at any time during your program
- Inclusion in one public M.Y.B.U.C.K.E.T.L.I.S.T Board Workshop that takes place during your program months (3-hour in-person workshop; \$125 value)
- Inclusion in one public Bucket List Life Plan Program that takes place during your program months (12 hours over 6 or 12 weeks; virtual or in-person; \$1200 value)

What it costs:

Payment Type	Current Pricing	Effective January 1, 2021
Paid in full	\$3500 (save \$560)	\$4000 (save \$640)
4 payments	\$3780 (save \$280)	\$4320 (save \$320)
12 payments	\$4060	\$4640

Additional options:

- Add One-Month Career Transition Program to this program for 50% off (one additional month \$600 value)
- Discounted rate for ongoing monthly coaching after this program has ended
- Discounted rate for one-off coaching, as needed, after this program has ended
- Leadership Circle Profile 360 & Self-Assessment
- Cultural Intelligence 360 & Self-Assessment



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Six-Month What's Next? Program

Who it's for:

This six-month program is especially good for you if you're coming up to or have arrived at a transition point in your life. You've worked hard, personally and professionally, and are wondering what's next for you? You're at a crossroads of some sort... needing a mid-life career change, recently divorced, soon-to-be empty nester, wanting to start a business, retiring soon, unexpectedly laid off, longing for more joy, or simply feeling the need to take stock and recalibrate in some way. It's for you if you're eager and ready to make a fresh start yet aren't sure where to begin.

We will focus on:

In this program, you'll explore possibilities, gain clarity, and get the support you need to intentionally design what's next in your life, career or both. You'll better understand your values and how to align your choices and actions. You'll set goals and craft a plan to live more fully and authentically. This program is a mixture of coaching calls, exploration, goal setting, experimentation, exercises and accountability. It's all geared towards infusing energy and helping you design your own way of moving through this transition and loving what's on the other side!

What it includes:

- A pre-program questionnaire that will be used as the starting point
- Discovery Session (90 minutes)
- 10 Coaching Calls (45 minutes each)
- M.Y.B.U.C.K.E.T.L.I.S.T Session (60 minutes)
- Live Your Values Session (45 minutes)
- Deep-Dive Goal Setting Session (60 minutes)
- Celebrate & Next Steps Session (45 minutes)
- Tools for self-assessment and development
- Unlimited email availability and brief phone calls at any time during your program



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- Inclusion in one public M.Y.B.U.C.K.E.T.L.I.S.T Board Workshop that takes place during your program months (3-hour in-person workshop; \$125 value)
- 25% off one public Bucket List Life Plan Program that takes place during your program months (12 hours over 6 or 12 weeks; virtual or in-person; \$1200 value)

What it costs:

Payment Type	Current Pricing	Effective January 1, 2021
Paid in full	\$2200 (save \$356)	\$2500 (save \$400)
4 payments	\$2376 (save \$180)	\$2700 (save \$200)
12 payments	\$2556	\$2900

Additional options:

- Add One-Month Career Transition Program to this program for 50% off (one additional month \$600 value)
- Discounted rate for ongoing monthly coaching after this program has ended
- Discounted rate for one-off coaching, as needed, after this program has ended
- Leadership Circle Profile 360 & Self-Assessment
- Cultural Intelligence 360 & Self-Assessment



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Three-Month Bucket List Program

Who it's for:

This three-month program is great for you if you've realized that time goes by way too fast and you don't want to waste another minute! Perhaps you've had a Bucket List in your head and haven't checked much or any of it off yet. Or maybe you've never thought about creating a bucket list and don't know where to begin. It doesn't matter whether your list has nothing on it yet, or if it's longer than your arm... if you're tired of saying, "That's on my bucket list for someday" and are ready to be intentional about making it happen... then let's do this!

We will focus on:

In this program, we'll use the M.Y.B.U.C.K.E.T.L.I.S.T Blueprint to explore possibilities, grow your list, create plans and take action to tick items off. You'll learn how to create a well-rounded list that isn't just about jumping out of planes or going on exotic vacations. Your perfect-for-you bucket list will include items that inspire you to live passionately and fully in a variety of ways... by learning something new, giving back, achieving a personal or professional goal, and going on the adventures you dream about, big and small. You'll get the encouragement and support you need to challenge yourself to dream bigger and then fearlessly make those dreams come true. This program is a mixture of coaching calls, exploration, goal setting, experimentation and accountability. It's all geared towards getting you into the bucket list lifestyle to make the most of the time you have left!

What it includes:

- A pre-program questionnaire that will be used as the starting point
- Discovery Session (90 minutes)
- M.Y.B.U.C.K.E.T.L.I.S.T Session (60 minutes)
- 4 Coaching Calls (45 minutes each)
- Unlimited email availability at any time during the program



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- 25% off one public M.Y.B.U.C.K.E.T.L.I.S.T Board Workshop that takes place during your program months (3-hour in-person workshop; \$125 value)
- 25% off one public Bucket List Life Plan Program that takes place during your program months (12 hours over 6 or 12 weeks; virtual or in-person; \$1200 value)

What it costs:

Payment Type	Current Pricing	Effective January 1, 2021
Paid in full	\$1275	\$1350

Additional options:

- Add One-Month Career Transition Program to this program for 50% off (one additional month \$600 value)
- Discounted rate for ongoing monthly coaching after this program has ended
- Discounted rate for one-off coaching, as needed, after this program has ended
- Leadership Circle Profile 360 & Self-Assessment
- Cultural Intelligence 360 & Self-Assessment



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Three-Month Customized Coaching Program

Who it's for:

This three-month, fully customized coaching option is great for you if you're looking to make a change, whether you know what it is or not. If you're eager to reconnect with your values, your life, your career, your loved ones, your SELF, and you know it's time. If you're looking to see what you're made of, ready to design and fully engage passionately with what comes next for you, then you're ready for coaching!

We will focus on:

In this program, we'll explore where you are vs. where you want to be. You'll gain clarity on your values and how to live in a way that fully honors them. You'll get the encouragement and support you need to challenge yourself and design who and how you want to be. This program is a mixture of coaching calls, exploration, goal setting, experimentation and accountability. You drive the direction and I'll partner with you to devise a plan to get there.

What it includes:

- A pre-program questionnaire that will be used as the starting point
- Discovery Session (90 minutes)
- Live Your Values Session (45 minutes)
- 4 Coaching Calls (45 minutes each)
- Unlimited email availability at any time during your program
- 25% off one public M.Y.B.U.C.K.E.T.L.I.S.T Board Workshop that takes place during your program months (3-hour in-person workshop; \$125 value)
- 25% off one public Bucket List Life Plan Program that takes place during your program months (12 hours over 6 or 12 weeks; virtual or in-person; \$1200 value)



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What it costs:

Payment Type	Current Pricing	Effective January 1, 2021
Paid in full	\$1050	\$1113

Additional options:

- Add One-Month Career Transition Program to this program for 50% off (one additional month \$600 value)
- Discounted rate for ongoing monthly coaching after this program has ended
- Discounted rate for one-off coaching, as needed, after this program has ended
- Leadership Circle Profile 360 & Self-Assessment
- Cultural Intelligence 360 & Self-Assessment



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Two-Month Career Transition Program

Who it's for: You, if you're looking to...

- Transition to another career, or to another role within your already chosen career
- Align what you're meant to do with what you actually do for work
- Leverage your values, strengths, and experience to enhance your career search

We will focus on:

- Self-awareness: values, strengths, passions, experience, education, gaps, etc.
- Creating a plan of action and determine how to best market yourself
- All the nuts and bolts of a successful career search:
 - Resume
 - LinkedIn Profile
 - Cover Letters
 - Professional References
 - Self-Introduction
 - Online Presence
 - Marketing Strategy
 - Networking
 - Interviewing
 - Working with Recruiters
 - Assessing/Negotiating Offers
 - Stress Management/Self-Care
 - Tracking and Follow-up

What it includes:

- Fully customized program that meets your specific needs
- Tools for self-assessment and self-awareness
- Resume and LinkedIn review and feedback
- Coaching on all topics listed above
- Pre-work questionnaire and homework between sessions
- Unlimited email communication, as needed
- Ongoing coaching for interview preparation, debrief, refining
- 5 Zoom video conference calls scheduled over 60 days
 - Week 1 (90 minutes); Weeks 2, 4, 6 & 8 (60 minutes each)



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- 25% off one public M.Y.B.U.C.K.E.T.L.I.S.T Board Workshop that takes place during your program months (3-hour in-person workshop; \$125 value)
- 25% off one public Bucket List Life Plan Program that takes place during your program months (12 hours over 6 or 12 weeks; virtual or in-person; \$1200 value)

What it costs:

Payment Type	Current Pricing	Effective January 1, 2021
Paid in full	\$800	\$850

Additional options:

- Discounted rate for ongoing monthly coaching after this program has ended
- Discounted rate for one-off coaching, as needed, after this program has ended
- Leadership Circle Profile 360 & Self-Assessment
- Cultural Intelligence 360 & Self-Assessment



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One-Month Career Transition Program

Who it's for: You, if you're interested in...

- What is offered in the Two-Month Career Transition Program
- Fast-tracking your career search 'gearing-up' process
- Investing a substantial amount of time each week to dedicate to the process

We will focus on:

This program has the same focus as the Two-Month Career Transition Program

What it includes:

This program includes all the same components as the Two-Month Career Transition Program, except there is one less Zoom call, 4 rather than 5.

- Week 1 (90 minutes); Weeks 2, 3, & 4 (60 minutes each)

What it does not include:

This program is condensed into 4-weeks, so the opportunity for ongoing coaching around interview preparation, debrief and refinement will not be included as it is in the Two-Month Career Transition Program

What it costs:

Payment Type	Current Pricing	Effective January 1, 2021
Paid in full	\$600	\$625

Additional options:

- Discounted rate for ongoing monthly coaching after this program has ended
- Discounted rate for one-off coaching, as needed, after this program has ended



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- Leadership Circle Profile 360 & Self-Assessment
- Cultural Intelligence 360 & Self-Assessment