



**Association of Coach Training Organizations**

*A dynamic community of peers on the leading edge of training excellence and innovation*

**Institute for Professional Excellence in Coaching (iPEC)**

Evie DiPiazza, Vice President, Admissions HQ: 149 Avenue at the Common, Suite 202, Shrewsbury, NJ 07702

Training Locations throughout the US, Canada and the UK

1-866-72-COACH [www.iPECcoaching.com](http://www.iPECcoaching.com) [admissions@iPECcoaching.com](mailto:admissions@iPECcoaching.com)

=====

**What specific theorists have contributed to your coach training philosophies?**

The iPEC program draws from research into conscious evolution, human conditioning and behavioral theory, philosophy, positive psychology, and a great number of additional fields (and many of the leading theorists, in each). Additionally, iPEC's coaching and training philosophy is set forth in our Foundation Principles, which students explore throughout their training.

**What delivery method does your program use?**

Face to Face, Virtual, Self-study, peer coaching, one-on-one mentoring, peer group coaching

**How many participants are in a program?**

Class size for Modules I-III ranges from 12 – 50

**What are the foundational core competencies that your program supports?**

All ICF core competencies are covered fully, as well as iPEC-specific competencies of recognizing and shifting Energetic Capacity and engagement.

**Who are your students?**

Our student body is incredibly diverse, which leads to a rich learning environment. From the corporate world, we often have senior executives and professionals from the fields of human resources, training and development, organizational development, sales, project management, IT, and a variety of other disciplines. We also draw professionals from education, health care and alternative health disciplines, government, and nonprofits. Our students are also individuals with diverse life experiences including homemaking and parenthood, divorce, medical survivorship/recovery, grief, and all forms of significant life transitions.

**What philosophy(s) does your program use for the personal development of coaches?**

All of our coaches are coached during our program and are exposed to our foundation principles, which form the basis for exponential personal growth during the training process. The training is also structured and regularly enhanced based on the latest innovations in the fields of adult and accelerated learning theory. Our students go through a series of highly experiential, immersion-based modules that include presentation, practice, and a whole lot of fun.

**What do you do to support your students to determine the ROI of a coaching relationship?**

ROI is determined by and through the eyes of our coaches' clients. Our coaches learn how to assist their clients in setting their expectations for the coaching relationship, which includes their own criteria for understanding what an extraordinary ROI would be for them, based on their situation. Sometimes this ROI is tied back to a financial ROI and overall return, and many other times it is tied to both qualitative and quantitative measures. One way in which ROI can be measured as well as obtained is through the

use of an assessment tool, known as the Energy Leadership Index™ Assessment, in which our students are trained and certified. This assessment can be given at the start of the coaching relationship, and again at various intervals throughout the relationship to determine client progress and eventual ROI. 85% of our students, based on the strategies we train and coach you on throughout the training, have paying clients before they've even graduated.

**What kind of support, if any, does your program offer to your learners in developing a coaching business or managing an internal coaching program?**

We provide extensive support in business development throughout our training, and in a special program, included within our tuition, called "Quick Start: Getting Your First Clients." We also provide client and marketing materials to our coaches.

**What, if any, are the prerequisites for a student to enter your program?**

High school diploma and an interview with our Admissions staff... however, the most critical of all criteria is that participants have a PhD in Life.

**What else do you want us to know about your program?**

Our tuition is all-inclusive, covering everything from training to mentor coaches to business development and certification. There are NO additional fees involved for anything involved in graduating and certifying through our program. Our student support is second-to-none, and our trainers consistently receive rave reviews. In addition, the executive team is highly involved in the training.