



Member Profile

Who? Stephen Mann, Business Coach

Where located? Central Valley, California

What services/products do you offer? Business Education, Business Mentoring

When available/hours of operation? Monday through Friday

Method of payment? (accept credit cards ... which?) Credit cards, Checks, EFT

Who can you help or what problems can you solve? (types of clients, customers, patients)

Through mentoring and the educational workshops I help business owners mature as executives, develop their business, and grow their profit. I help them define their goals and purpose as business owners and individuals and then educate them on the strategies and tools they need to accomplish those goals. The magic of my contribution is I hold their feet to the fire to make sure that they make an honest effort to achieve their goals and tasks on an ongoing basis.

How can you help people reach their goals?

My life mission and purpose is to provide people with the tools to build their business and then push them to do what they're not necessarily inclined to do to achieve what they want to achieve.

Why choose you over a competitor? Well, a client put it to me this way, "I can't put a price tag on the value that you've built into my life and in my business." Simply put, I get results, period.

I'm a successful investor, business owner, and business developer. My finance company has funded hundreds of millions of dollars of loans for businesses and investors. I'm a whiz at numbers but I'm not one dimensional. I have the perspective to believe that businesses are formed to create a life and not vice versa. I've taught skiing. I've coached volleyball, basketball. I'm accomplished at tennis, basketball, volleyball, water skiing, golf (off an on), and skiing. I am an accomplished guitarist and pianist and have written hours of original music on both instruments. I am a numbers guy, an athlete, a mentor, an artist, a scholar (graduated at the top of my class at UC Davis), a motivational speaker, investor, and proven business leader. I am uniquely gifted to inspire individuals to reach their potential in their business.

Finally, along with formal training I've invested a very substantial sum of money to use and implement the most thorough and effective business growth strategies currently available to business owners today through Action Coach. The system is powerful and attains results.

What is a good referral for you? (define types of referrals) Business Owners who desire to make more money in their business and who desire the freedom to spend less time in their business if they choose. I'm always looking for speaking opportunities at associations, local chambers, law firms, banks. My typical topics for these events are executive maturity, business development, and profit growth.

What doe not constitute a good referral? Anyone who doesn't fit my good referral. Someone who has no interest in learning, changing, and growing.

Who do you know who? What is your *DREAM* referral? (name of company, name of a certain person, etc.)

Passionate, Visionary, Dream Big Dreams, Immense deliriously Fun
Strong Spiritual Nature, are Enlightened beings, Enriches my life
Lives Abundance, are very special in unique ways
Caring, Genuine & Sincere
Strong communication skills, High personal and professional integrity
Strong Desire to Change, Work is play, Wants to play with the best
Views their business as a reflection of their mission in life – unique gifts to share
Decisive – ready to take action, Intuitive, High Energy, Trusting and Trustworthy
Intelligent, Gifted, Genius, Loves to Learn and research, Innovative and creative
High Achiever, Self-reflective, Already successful entrepreneur
Wants to make a significant difference in the world, Philanthropists, Contributes to charities
Wants to be a leveraged entrepreneur, successful in other areas of their life
Accountable, Highly responsible and takes ownership, peaceful and calm
Desires ongoing personal and professional growth – continuous self improvement
A goal setter who gets amazing results