

# SMART STARTER PROGRAM

## Starter Pack

### Unlocking Your Life

10 Vista Ave  
Skye, SA 5072

Phone: +61 (0)4300 36693  
Email: [info@unlockingyourlife.com](mailto:info@unlockingyourlife.com)



## CONTENTS

SMART Life Coaching .....	2
SMART Starter Aims .....	3
SMART Starter Steps.....	4
SMART Starter Focus .....	5
Meet Our Founder .....	6
National & Local Clientele .....	7
SMART Starter Inclusions .....	8
SMART Starter Investment .....	9
Thank You .....	10

# SMART LIFE COACHING

---

## Why Life Coaching?

If you are looking for **a way out of the chaos** and confusion to a better life, then life coaching is your answer.

Especially if you're feeling like:

- You're overwhelmed and time-pressured and want to stop running in circles
- You know there's more to life than just surviving and you want to start thriving
- You're not getting the results you want and would like to increase your performance and effectiveness
- You're stuck in a rut and can't find a clear path out of the mind fog
- Or you just need to stop procrastinating and get things done



It's normal to want to **stop being held back** and start moving in the direction you really want to go. However, if you're after a quick-fix, magic bullet or instant solution, then life coaching probably isn't what you're looking for.

But if you're **up for the challenge of self-improvement**, you will learn a life-long, transformational system to **get clarity, develop a growth mindset** and **build the confidence and enthusiasm** to do the things you've always wanted.

If so, our life coaches can help you thrive the SMART Way.

# SMART STARTER AIMS

---

## SMART Starter Aims:

Of all the things you can do to accelerate your journey to success, happiness and fulfilment, getting involved in a life coaching program is your No. 1 priority.

A SMART Life Coach will help you break through your barriers and transform your life so you can bring your best self to every situation by:



- Clarifying your vision and goals.
- Keeping you accountable for doing what you need to do.
- Realigning you with your purpose, values, and passion.
- Reconnecting you with who you want to be.
- Rejuvenating your inner power.
- Establishing stress-management strategies.
- Eliminating self-limiting behaviours.
- Keeping you on track to where you want to be.

## Timeframe:

- The length of the process is determined by you and how you feel you are progressing toward your goals.
- However, for best results, the SMART Starter Program is designed to take between 6 and 12 months, with an average timeframe of 9 months.
- Most clients, in fact, choose to continue the life coaching process after the initial program, some even for many years.

# SMART STARTER STEPS

---

The SMART Starter Program involves 4 critical steps:

## Step 1: Consultations

- A series of consultations are conducted by the life coach, either face-to-face or via Skype or Zoom.
- It is anticipated at least 1 session per 3 weeks (60-minutes).
- In these sessions, the life coach invites you to speak about the goals you wish to achieve (e.g. career, family, money, spirituality).
- The life coach will ask questions to clarify points and encourage you to expand on areas that will be of benefit to yourself and significant others.

## Step 2: Goal Setting

- The life coach will help you to set short-term and long-term goals in all the important areas of your life.
- The life coach will help you to modify and adjust your goals as your life situation changes.

## Step 3: Accountability

- The life coach will be your accountability partner, encouraging you to take the necessary action to achieve the goals that you deem important in your life.
- The life coach will encourage self-responsibility for the setting and achieving of your goals.

## Step 4: Review

- The life coach will continually review the progress of the client throughout the life coaching program and adjust the program as deemed appropriate for the benefit of the client.

# SMART STARTER FOCUS

---

## Tailored Coaching:

Based on the information from the clarity session, your life coach will focus on, but not limited to, 3 main areas:

1. **Career:** getting clarity of your pathway for work and career (incl. career choices, purpose, clarity etc.)
2. **Self-management:** identifying issues and providing strategies for stress-management, time-management, and self-belief
3. **Self-Identity:** understanding the foundation of strong self-identity and any issues that may undermine these foundations (e.g. negative mindset, imposter syndrome)

The SMART Starter Program will be tailored to achieve these 3 main aims:

1. To align personal and professional **direction** so that you can feel as though you are progressing toward the goals that are important to you
2. To get **clarity** of the pathway you want to take and build **confidence** and self-belief (e.g. with career, relationships, health, money)
3. To develop strong values and character traits in order to become more **resilient** and to have greater **self-determination**

## Confidential Information:

- The life coach acknowledges and agrees that all information related to the client is of a confidential nature.
- Accordingly, the life coach will not divulge to anyone, either during or after the term of the program, any confidential information divulged by the client.
- The life coach will keep confidential records on the client's progress through the life coaching program. These records will be made available to the client upon written request within 7 working days.

## MEET OUR FOUNDER

---

### Dr. Scott Zarcinas

Dr. Scott Zarcinas (aka DoctorZed) is a doctor, author, and Life Practitioner. He helps pro-active people get off the hamster wheel and live the life they always wanted.

As the founding Director of Unlocking Your Life Solutions and creator of The SMART Way™, he teaches the easy way to a happy, healthy and wealthy mindSET so you can become the person you are capable of being.

DoctorZed gives regular workshops, seminars, presentations, and courses to support those who want to make a positive difference through positive action.



*"Scott's medical background allows him to bring us to a **greater understanding of the way we think and why.** Not your average personal development course!"*

**Strauss Viljoen, Chief Marketing Officer,  
Tabor University, Australia**



# NATIONAL & LOCAL CLIENTELE

---

## National Clientele

We have a diverse range of national clientele from large companies to smaller, independent businesses.



# SMART STARTER INCLUSIONS

---

Your SMART Starter program includes, but is not limited to:

## Interview Sessions:

- 9 x coaching sessions, face-to-face or via Skype or Zoom, @1.0 hours
- (Total = 9 hours)



## Continuity Sessions:

- Regular check-ins to keep you on track and on pace.
- Unlimited email + SMS support.
- Unlimited phone/Skype call support.

## SMART Assessment:

- Initial review and assessment after first SMART session.
- Progress review assessment (after 6 SMART sessions)
- Yearly review and assessment

## Bonus Inclusions:

- FREE personal-development book by Dr. Scott Zarcinas
- 50% Discount to all workshops, courses, and presentations by 818: Unlocking Your Life coaches in your city (including online)
- 10% Discount on all future SMART Life Coaching Programs and sessions (\*for all clients completing a SMART Life Coaching Program)

# SMART STARTER INVESTMENT

---

The investment for the SMART Starter Program (Focus Levels 1-3) is as follows:

## SMART STARTER PROGRAM (Focus Levels 1-3)

- \$2000 + GST
- 1x SMART Starter Introduction
- 7x SMART Starter Program sessions
- 1x SMART Starter Review session
- Continuing sessions available on request



## Additional Sessions

- 60-minute sessions
- \$225 + GST per individual session
- Continuing sessions available on request

**BOOK YOUR FREE 30-MINUTE CLARITY SESSION >>**

\*Instalment options and pay per session are available on request.

\*\*Upfront payment 5% discount available for SMART packages.

# THANK YOU

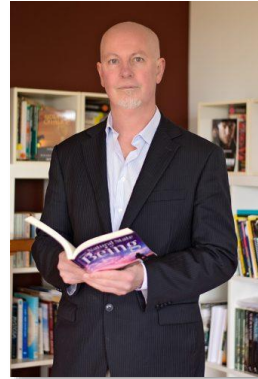
---

Thank you,

My team and I appreciate the opportunity to work with you and we look forward to helping make your goals into reality.

I believe, all going well, you can make significant inroads to breaking through and moving toward the person you want to be and the career you want.

Please get back to me how you'd like to proceed and when you'd like to start.



Yours Truly,

**Dr. Scott Zarcinas**  
Director  
818: Unlocking Your Life

**GRAB THE KEYS TO UNLOCK YOUR LIFE TODAY >>**

---

## Contact 818: Unlocking Your Life

A: 10 Vista Ave  
Skye SA 5072

T +61 (0)4300 36693

E [info@unlockingyourlife.com](mailto:info@unlockingyourlife.com)

W [www.unlockingyourlife.com](http://www.unlockingyourlife.com)