

individual coaching overview

Hi awesome human 🙌

Thanks for downloading this overview.

I know that employing a coach can be an intimidating step.

I want you to know that I got you.

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I'm curious...

What brings you here?

Do you want to challenge the way that you practice? Uncovering a way of practicing that represents yourself and your idea of success?

Are you a practice owner, a practice leader, wanting to start your own practice or an architect wanting to level up? Are you seeking a change, feedback, a new perspective, hard questions and accountability?

Are you looking to focus on your challenges, those that are particular to you?

Or are you wanting to develop your leadership and other human skills in order to serve your clients, to be a better collaborator and a better architect?

Do you appreciate insightful questions and digging into the hard answers?

Do you want to become remarkable?

I like the way you think!

I got you on all of it.

the juicy part

how we'll start together

Get in touch to organise a 30 minute discovery call. We'll chat about your practice, the challenges you face, what you're wanting to change in your practice and generally getting a good sense whether we're a good fit. We'll discuss how many sessions you might need and when we'll start.

If you're keen to work with me and ask me to proceed, I'll confirm the plan in an email and issue an invoice as well as my Practice Audit questionnaire for you to complete.

practice audit

This is a questionnaire to give me a preliminary overview and help me understand in more detail as to where your practice is at and where you might be going. It's designed to reveal areas you're struggling with, those you haven't considered and where we should focus. It works as both starting and datum points from which we'll work.

our meeting sessions

In our sessions I'll be asking a lot of questions. Our first session is based upon what I see from your audit. I pull on the loose threads to discover where we might do our most productive work. In following sessions the questions focus on the work we've identified that you need to do.

I don't have the answers.

You do.

Through this questing process, I'll bring insights, and shine a light on the things you're ignoring or are yet to see. We'll work together to come up with the right answers, identify the work you need to do and better understand where you are limiting your own possibility.

We meet fortnightly. Fortnightly works well as it gives you time to get down and dirty with the hard work you need to do. It keeps you accountable and prevents you from hiding from the hard work. We might occasionally stretch to 3 or 4 weeks when there's significant work for you to do. I'm available on email to answer any questions and I commit to responding within 48 hours either with an answer or an acknowledgment and indication of when I'll be able to give a detailed response.

what you'll get

Each session you'll come away with new insights into yourself, your practice and what you need to work on. I'll introduce you to helpful frameworks to utilise in your work. We'll work together on improving the human skills, building strategies and mindsets to serve you and your practice in becoming more remarkable. At the end of the session you'll have one or a number of areas to work on. This homework will incorporate the insights and frameworks we've discussed and might include research, writing, designing and/or enacting plans, designing and/or enacting new processes, or engaging with others to make the changes we've identified for your practice.

keep going

Often in the process we start to uncover more work to do, or it takes a little longer to get the work done that we need to do together. Some of my clients choose to buy a new block of sessions to ensure accountability. Others book in on a session by session basis, continuing to meet fortnightly or on a needs basis for support, insight or a tune up. Those confident they've got it, keep going on their own.

Whatever you choose... I want you to keep going... continuing to be remarkable.

I'm cheering for you.

still curious about coaching?

Why coaching over other training models?

Coaching is tailored for the individual. The frameworks, strategies, tools, and skills that we work on will be specific to your needs. It's not generalised advice. We'll work together to ensure that everything we do is targeted, relevant, and useful to you.

Have you ever gone to a workshop, tried to put what you've learnt into action, and failed dismally? Most likely the processes weren't tailored to you. With a coach you are on the hook and held accountable to doing the work. This ensure that you put into action what we work on together in our sessions.

Why do I need a coach, when I can do this on my own?

It's a bit like being an owner builder - many people can do it but few will do it well. It takes special expertise. Those that are driving change in their practice will almost always have help to do so. The help may not necessarily be a coach, it might be a business consultant, their accountant, a mentor, a board of advisors, or someone else. I strongly encourage everyone to ask for support for any work they do to build their practice. You don't need to do it on your own. There are brilliant people out there.

The biggest difference between my coaching and other experts is that they'll give you specific instruction and may not consider your practice as a whole. I'll support you in finding the way to make change happen that's tailored and right for you.

What qualifies me as a coach?

Firstly, it's important that you have a good fit and relationship with your coach. It's like having a good relationship between client and architect. I therefore recommend you talk to a number of coaches before settling on one. Obviously I hope it's me, but I'll be happy for you if you find someone that's a better fit and I'll be cheering on on either way.

I've had almost 30 years working in practice, including in my own practice, as well as teaching in Professional Practice at the University of NSW. I know practice from the inside out. I've coached in the altMBA since 2017. I've also coached a number of architects with wonderful outcomes. You'll find very few coaches that understands the architecture profession so intimately and holistically across all aspects of practice.

You can read more about me below.

michael's story

I'm unceasingly seeking to expand the nature and boundaries of our lives & work, in a style that is creative, critical, constructive and contributes to the way we navigate the challenges of the world.

I graduated in Architecture at the University of Sydney long ago and, almost a decade later, in Industrial Design at the University of NSW. I've undertaken a variety of shorter courses including Seth Godin's altMBA, where I now coach. I've taught in Architecture Faculties at UTS, UNSW and USyd, including in Professional Practice.

My first significant architectural adventure was at Hill Thalys Architecture + Urban Projects where I worked for 9 years. Following, I co-founded Redshift Architecture & Art where I remained for 14 years until taking this stroll out on the edge of architecture to coach others.

As a committee member of the Association of Consulting Architects (NSW/ACT), I facilitate the Architects Mental Wellbeing Forum and support the architectural profession from the brain out.

Over the years, I've also studied small business, learnt to make jewellery, built architectural models professionally, as an assistant manager of a fine wine shop, and joined an artists' studio where I started making art (Fun fact: I've had my work exhibited in Sculpture by the Sea on 4 occasions. Always site specific work. Context is all).

These diversions allow me to see the world from outside the professional bubble, from a different perspective, revealing new insights, and helping me build new and different skills. It was invaluable and to this day it effects and infects my work.

what others have said about michael

"Michael's talents lay in being able to distil and extract essential ideas from your thoughts, re-frame and offer practical ideas on how you can develop them further... I particularly enjoyed my journey with Michael and the moments where I was unsure of what the journey would teach me, but sure it was in the right direction."

- Michael Manzi: Founder, Fluid Studio

"Michael helps you prioritise and face the tough issues. He helps you set goals and not delay with the items in the too hard basket. He is passionate about his clients and their success. He makes it clear that his priority is your business and your needs and there's many ways to judge success."

- Louise O'Brien: Founder, Apsara, and Architecture School for Kids

"I really try to avoid self-improvement sessions and workshops... Michael's workshop couldn't have been more different. There was a sense of humour and empathy... without being saccharine. Michael's advice was specific, at times bracing, and helpful without being condescending. I learnt a lot about me..."

- Laura Harding, Hill Thalys Architecture + Urban Projects

the investment

I hear you...

Your practice isn't making a lot of money.

Employing a coach seems costly and risky.

You don't really know what you'll get out of the process.

Isn't it worth investing in...

Winning better work?

Working with better clients?

Establishing a better practice, one that constantly excites you and brings you joy?

individual coaching package

one hour sessions

4 coaching sessions block	\$1,528.00 +GST
8 coaching sessions block	\$2,776.00 +GST
12 coaching sessions block	\$4,044.00 +GST

My guarantee: If you don't feel you've made progress after our first session, I unconditionally guarantee a full refund.

group coaching (for your information)

two hour sessions

Single session	\$187.00 +GST per person
4 coaching sessions block	\$668.00 +GST per person
6 coaching sessions block	\$857.00 +GST per person

[\[more information on group coaching HERE\]](#)