

Job Description

Certified Harmonic Wealth[®] Coach

James Ray International is a personal development firm in Carlsbad, California, dedicated to teaching individuals to create Harmonic Wealth in all areas of their lives. At James Ray International, we are looking for coaches who are qualified, motivated, energetic, and excited about our products, services, and what we have to offer the world. We know that working with James Ray International isn't just about doing a job...it's about impacting the planet!

Job Purpose

A Certified Harmonic Wealth Coach enrolls, guides and directs clients in the James Ray International (JRI) Harmonic Wealth Coaching Program.

One of your primary objectives will be to continually network, build and create new coaching relationships to bring in new business and opportunities for yourself and JRI. You will establish and/or incorporate existing processes that ensure services and deliverables are managed appropriately, with responses and leads processed in accordance with requirements. You will be accountable for calculating, analyzing, documenting, and communicating results.

In addition, you will appropriately represent the company's brand and image and present value propositions and key messaging points to clients in ways that drive awareness, enhance quality and brand perception, ensure resonance and encourage continued participation in JRI events and coaching services.

Essential Functions:

- Provide exceptional Harmonic Wealth coaching services to JRI clients in line with established JRI standards.
- Engage and retain clients by building long term trusting relationships.
- Generate and close sales of services, events and products.
- Create and execute customized coaching plans based on a professional assessment of client needs.
- Schedule and execute client sessions, assessment reviews and renewal conversations.
- Record and track client interactions.
- Develop a profitable coaching practice.
- Recruit coach trainees for the Coach Training Program.
- Assist and guide participants in a support role as needed at James Ray International events and post-event.
- Execute services according to and in alignment with client, coach and JRI contractual agreements.
- Track metrics on marketing, sales and lead generation and handling activities.
- Provide timely reporting on all client interactions, sales, marketing, lead and account metrics to James Ray International.

Qualifications:

Harmonic Wealth coaches must meet all of the following requirements:

- Must have completed Levels 1 and 2 of the CoachVille – JRI Center for Coaching Mastery coach training program, including the Harmonic Wealth Coach Training Course. (Completion must be demonstrated by receipt of the CoachVille certificate of completion.)
- Must submit a statement that clearly specifies the benefits that were derived from the experience with the CoachVille – JRI Center for Coaching Mastery program, including specific results that have been obtained.
- Must have completed the Journey of Power curriculum with a minimum of 1 of the Modern Magick series completed.
- Must submit a statement clearly specifying the benefits that were derived from their experience with the Journey of Power events and products.
- Must have completed the study of and demonstrated an ability to verbalize specific results obtained using the following James Ray International products:
 - Harmonic Wealth Home Study Course
 - The Science of Success Learning System
 - Success Certain Coaching
 - Million Dollar Mindset
- Must be willing to travel to and volunteer at a minimum of three Journey of Power or Pinnacle events per year. (Events are the ideal place for coaches to meet and build rapport with potential coaching clients.)
- Must demonstrate an ability to:
 - Successfully partner with clients to build a working relationship in which the conversations will be honest, direct and personal.
 - Inspire the client to take focused, purposeful action in the direction of their desired outcome.
 - Build a successful coaching practice.
 - Close sales.
 - Work cooperatively with James Ray International.
- Must complete all level 3 courses and Practicum with CoachVille within 1 year of accepting a Coaching position with James Ray International.
- Must complete ICF certification within 1.5 years of accepting a Coaching position with James Ray International.
- Must obtain approval and certification granted by James Ray and/or James Ray International.

Bonus Points for:

- Completion of the CoachVille business academy (highly preferred).
- Previous coaching experience in the personal development/public speaking arena.
- Excitement about the potential to grow and expand with the James Ray International team.
- A passion for learning, growth and personal transformation!

Salary: This position is a commission-only position that is available to any individuals who meet all of the above-mentioned criteria and express a genuine commitment to teaching individuals to create Harmonic Wealth in all areas of their lives. The income potential will evolve based on expansion of the role and the coach's proven ability to create results.

Benefits:

- An unbeatable opportunity to impact the planet each and every day!
- Career advancement opportunities available, based on performance.
- Generous discounts available on product and event purchases for self and family.

Contact:

If this is the opportunity you have been waiting for, please e-mail all of the following information to coaching.support@jamesray.com:

- Your resume, including salary history.
- A cover letter that states why you are perfect for this role.
- A copy of your CoachVille certificate of completion indicating that you have completed Levels 1 and 2 of the CoachVille – JRI Center for Coaching Mastery coach training program, including the Harmonic Wealth Coach Training Course.
- A statement that clearly specifies the benefits that you derived from the experience with the CoachVille – JRI Center for Coaching Mastery program, including specific results that you have obtained.
- A list of each of the Journey of Power events that you have completed, including the completion date.
- A list of each of the James Ray International products that you have completed, including the (approximate) completion date.
- A statement that clearly specifies the benefits that you derived from your experience with the Journey of Power events and products.

Only applications received in this matter will be considered.