

**BACKSPACE  
GROUP:  
CLIENT  
TESTIMONIAL**

**ActionCOACH**<sup>®</sup>  
business coaching

# PATH TO SUCCESS

HOW BUSINESS COACHING  
BROUGHT SUCCESS TO A SOLO  
ENTREPRENEUR

## TAKEAWAYS



### **STEADY GROWTH NEEDS STRUCTURE**



### **PROCEDURES IMPROVE PROCESS**



### **COLLABORATION ENHANCE GROWTH**

Losing a client can have a significant effect on your business, your team and your self-confidence.

This is the situation Rick Bode, owner of, Backspace Group faced. They had just gone through losing a major client and was in a slump. “We were low on revenue and in a pickle.” Rick said “we had to come up with a situation fast.”

Bode knew that business coaching was an option. He watched his first business partner benefit from coaching.

“Being a solo entrepreneur I was missing what I had in my first business.” Talking about partnership Bode said. “I needed someone to bounce ideas off of and have strategy sessions. I needed someone to balance myself out and someone I could rely on.”

It took Rick two months to pull the trigger and hire Andy O’Brien, he was at a braking point and knew it wasn’t going to get any better without change.

At first Rick wanted to quit coaching. "In the first couple of months I hadn't seen the return on investment financially. I was going to quit but then my wife reminded me of all the things I had been gaining in my personal life." Rick said. "I was learning to make it better and was on a path for success."

Rick stuck it out and his business has grown over 300% YoY from when he started coaching.

# BACKSPACE GROUP

## Return on Investment

"On myself personally it has allowed me to spend more time with my family and be able to turn off, somewhat, which my family appreciates."

Rick and Andy still work together on a weekly basis. "We get in and get the work done. We move very quickly and Andy keeps up with me very well" said Bode.

So if you have recently started a business or are a solo entrepreneur looking for greater profits, Andy is ready to help. His extensive training as an ActionCOACH Business Coach, make him the perfect candidate to help any business, in any industry.



## CONTACT COACH ANDY

If you're ready to see how ActionCOACH Business Coach Andy O'Brien can take your business to the next level, he's ready to help!

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