

# MIKE FRANCIS – COACH BIO

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Hi, I'm Mike Francis and I'm a Professional Certified Coach.

If any of us were to research what it takes for a champion to achieve their greatness, apart from their raw talent and abilities, behind each of them there is almost always a coach – often, more than one. I believe that the appropriately qualified coach can help anyone, in any industry, field or profession to become the champion they desire to be. I'm one of those coaches!

Coaching, beyond the realms of sport, has become an essential ingredient to success in business and in personal life. I can help you to make the changes you want, achieve the goals you seek, or realize the dreams you desire. Yes, there are obstacles along the way, but think of it this way... If the road ahead is always smooth, flat and slightly downhill, then you only need footrests and your final destination is the 'Bottom'. The pedals, the cogs and the chain are there for a reason – my job is to encourage you to apply your energy and talents, learn to use the gears, and then I'll ride alongside you on a journey to the 'Top'.

You decide. I'm heading there anyway!

## MY COACHING STYLE

- HONEST & OPEN            you'll always get the truth
- ENGAGING                 you own the content; I focus on context
- GOAL-FOCUSED            YOUR goals – clear, certain and in line with your core values
- ACCOUNTABILITY         sometimes what you'll need from me, may not be what you want
- MOTIVATING              YOU are the champion, I won't let you forget that
- RELATIONAL               we build trust, then partnership, so that our alliance is solid
- CHALLENGING            together we'll stretch your boundaries, be it push or pull
- RELIABLE                  you can depend on all of the above, all of the time

## MY CURRENT ACTIVITIES

- FACE™ Coach – coaching, training and mentoring communication using FACE™
- Executive and Leadership Coaching – middle to senior management (including C-level), and business owners
- Consultancy and training in leadership, management, human-to-human communication, and corporate culture

- Development, marketing and delivery of BCI Coach Training Program – assisting professional coaches to build successful and profitable coaching businesses
- Coach Trainer with International Coach Academy (ICA)
- President of International Coach Federation (ICF), Queensland
- Member of International Coach Federation (ICF) Global Marketing Committee
- Coaching ex-prisoners (pro-bono) through Community Bridges Inc.
- Writing and speaking

## MY QUALIFICATIONS

- Professional Certified Coach (PCC) credential with International Coach Federation (ICF)
- Certified Professional Coach (CPC) accreditation with International Coach Academy (ICA)
- Scottworks™ Negotiation Skills course
- Services General Certificate of Education (military)

## MY EXPERIENCE

- More than 27 years in sales, marketing, management, coaching and training
- 6 years running my own business
- 8 years in multinational corporate – pharmaceutical industry
- 5 years in public education – health
- 8 years in media industry – mostly television
- 6 years military service – Royal Australian Army

## MY ACHIEVEMENTS

- In partnership, built (and continue to build) a successful business – **Brillionaires®**
- Wrote and published a book – ‘You Are Brilliant!’
- Created FACE™ - personality profiling and communication tool
- Created BCI CTP – Brillionaires Coaching International, Coach Training Program
- Ran the Sydney 2000 Host City Marathon in under 4 hours
- Set up a successful business in a foreign country – Malaysia
- Managed 3 National Sales Champions
- Won a National Sales Champion (1997) – Astra Pharmaceuticals
- Played in and won a 1<sup>st</sup> Grade rugby league grand final (1981)

## MY GOALS

- Build a 100yo multi-national business
- Make FACE™ an international success
- Write an international best-selling book
- International speaker
- Be the best husband and father that I possibly can be
- Walk the Kokoda track and the Inca Trails

## MY CONTACT DETAILS

Phone: +61 7 5561 8292  
Mobile/Cell: +61 415 708 883  
Fax: +61 7 5665 7820  
Email: [mike@brillionaires.com](mailto:mike@brillionaires.com)  
Website: [www.brillionaires.com](http://www.brillionaires.com)

## CLIENT TESTIMONIALS

- “As a very focused, driven and introspective person, I have always found self assessment a hard skill to master. My coaching sessions with Mike have enabled me to step out of my busy working day and actually review myself and how I deal with both personal and work related issues. My work life balance has improved significantly through implementation of a structured work day and I am putting much less undue pressure on myself dealing with day to day work issues. It is very easy to talk to Mike – his non judgmental approach and partnering style allows me to feel at ease and engenders a feeling of trust in our relationship. I highly recommend the coaching program that Billionaires offers and would be happy to discuss the benefits I have experienced with anyone considering their services.” – *Graham Marshall, General Manager of Business & Employment Limited (Australia)*
- “About 6 months ago I was successful in gaining a position as a General Manager of a fledgling organisation, a substantial step up for myself. Mike has enabled me to take on this new role in a positive fashion and allowed me to move past what I felt were my own personal negativities. Mike has a real ability to make you think about yourself, for yourself in a positive way. Mike doesn’t tell you how to do things, he prompts, reminds and encourages you to work on things for yourself, because the reality is we all have it in us, Mike helps to bring it out.” – *Grant Coker-Williams, General Manager of Choose Employment (Australia)*
- “The coaching program has had a huge impact on my work and personal life. As my understanding of myself has grown, so too has my understanding of others. I would recommend the Billionaires coaching program to anyone who works with and manages people.” – *Rod Andrews, Service Manager of Business & Employment Limited (Australia)*
- “Thanks Mike for your wisdom and ability to help me come up with the answers to the issues and problems that I deal with on a daily basis. “I really got a lot out of our session – I suppose that’s the great thing about coaching, I want answers, so you ask me the right questions and I get the answers I needed!” – *Damian Ivereigh, Director of Launtel (Tasmania)*
- “Mike Francis is a truly gifted coach. Each and every time we speak I feel like I am gaining more and more clarity and I am becoming more and more focused on where I am going in my life. I would recommend Mike to anyone who is tired of just getting by and is ready to start LIVING!” – *Donna Crawford (Los Angeles)*
- “Coaching to me is an opportunity to examine my internal thoughts & feelings. Whether it’s at work or in home life, it’s immensely valuable experience being able to discuss how I feel with Mike who listens, evaluates, provides honest constructive feedback, and most of all does not judge. I firmly believe that Coaching with Mike not only motivates, inspires and encourages me, it helps me to have “clarity of thought” when tackling the challenges of life. Thank you Billionaires for being so dedicated to people.” – *Robin McDowell, Market Development of O Group (Tasmania)*
- “I have found coaching to be a truly valuable experience. It provides an insight to you as a person and how we all approach situations differently, not wrong or right, just different. I enjoyed learning more about myself, my approach to matters and how I could interact and communicate with people to achieve positive results. Thank you so much for all your help and support.” – *Sara Hess, North West Regional Manager of Choose Employment (Tasmania, Australia)*
- “A strong passion of mine as a coach is to create a coaching culture in workplaces. Being coached and supported by Mike Francis has been hugely beneficial toward this accomplishment. Through Mike’s tool, “FACE” our organisation has been assisted in developing employees using a structured, simple but hugely effective way of communicating.” – *Angela Lucas, Executive, Organisational and Career Coach (Australia)*