

Being an Example of *What's Possible*

BUILDING A SUCCESSFUL BUSINESS DURING CERTIFICATION

We encourage our students to make a plan for how they will earn back their tuition within the first year of starting our Coach Certification Program.

Oftentimes, our students create much more than the initial tuition investment.

Certified Coach Dr. Melissa Parsons, M.D., is an example of what's possible.

Melissa earned back her tuition before Certification Day. (Did you know our students don't need to wait until Certification Day to make money as a life coach? It's true.)

And then she went on to create more than 10x the tuition investment within her first year as a coach.

CERTIFIED COACH PROFILE



Dr. Melissa Parsons, M.D.

FULL-TIME COACH

Certification Session: March 2020

Certified: September 2020

Niche: Women with brains

Now Working in Dream Career: As a full-time coach working for herself

Impossible Goal Achieved: Retired from her pediatrician practice within 11 months of starting her business

Earned back tuition: Before Certification Day



Why did you enroll in the Coach Certification Program?

I found coaching in 2018. At the time, I was a pediatrician, and I joined a Hala Sabry's Facebook Group—Physician Moms Group—also known as PMG (I'm also the mom of two teenage boys), where I first heard of Master Certified Coach Katrina Ubell. I began learning more about life coaching and quickly listened to all of Katrina's podcast episodes. I joined her weight loss group, and it changed my life.

I began working on my marriage with Maggie Reyes. Maggie suggested that I was such a powerful self-coacher that I should consider becoming a life coach.

I realized pretty quickly that there were so many people I could help and that my impact as a coach could be so much broader than as a doctor.

Tell us what you decided to do after Certification:

I started my business in May 2020 before I was certified. I made \$57,500 in one-on-one coaching by my Certification Day and \$260k in just the last 11 months. I also retired from my pediatrician practice 11 months after starting my business.

What was your goal in Coach Certification?

I wanted to be challenged in ways I've never challenged myself and to go back and not be good at something again. I had to get coached that I didn't need to be good at this. I thought I would coach on the side part-time. I realized there are more people out there that need my help.

What served you the most in achieving your goals?

- **The Life Coach School Podcast:** All the free stuff from The Life Coach School can change your life.
- **Coach Certification:** It was life-changing in ways I never dreamed possible
- **Weekly One-On-One Coaching:** I love one-on-one coaching and will never be without it.

How do you use the weekly 40 minute Coaching Session inside Self Coaching Scholars?

These sessions are useful when I lack belief in myself, and I need a different perspective.



Who are the coaches that inspire you?

Brooke Castillo, Maggie Reyes, Stacey Boehman, Katrina Ubell, Corinne Crabtree, Sara Fisk, Simone Seol, Danielle Savory, Lindsay Dotzlaf, Kristen Boss, Dex Randall, Bev Aron, Amy Latta, Melanie Childers, Kara Lowentheil, Martha Ayim, Janet Archer, Sunny Smith, Jimmy Turner, Jessie Mahoney, Stephanie Griffin

Favorite resources from The Life Coach School:

- The Life Coach School Podcast
- Weekly email for Self Coaching Scholars
- Monday Hour One
- Study Vault inside Self Coaching Scholars (It's endless.)

What surprised you the most about becoming a life coach?

Back when I was practicing pediatrics, people came to me as the expert, and they expected me to have all the answers for them. As a coach, I now know that I couldn't possibly have all the answers for my clients. My job is to show them that all the answers are already inside of them.

APPLY

If you love coaching and want to work for a rapidly growing company such as The Life Coach School, [we invite you to apply.](#)

