

4 Most Important Things To Know About Your Business Coach: *Sheles Wallace...*



Coach Sheles

1

A Coach Who Gets Results...

For over 10 years, Sheles has helped business owners and C-level executives achieve their goals and take their businesses to the next level. Her clients have achieved double- and triple-digit growth in profitability accomplished through improvements in technology, sales, marketing, team training, systems development, and strategic planning. She helps business owners grow from an “owner wears all hats” approach to development of a results-driven and profitable team allowing the business owner to focus on the areas that he or she enjoys. Sheles is so confident in her ability to help eager business owners that she will only offer to coach a business if she can guarantee results.

2

An Accomplished Business Professional...

Sheles began her entrepreneurial career shortly after college by helping businesses grow via technology solutions. Her career span of 20+ years has seen her succeed as an executive, entrepreneur, sales and leadership trainer, and business coach. Sheles has led strategic sales efforts, won multiple sales awards, trained other sales professionals, and secured multi-million dollar contracts with multiple Fortune 500 companies spanning a variety of industries. She grew a commission-only technology sales team by over 5,000 team members in one year and increased revenues by 3 million per year. More importantly, however, her clients see tangible results from the business solutions she conceptualizes and implements.

3

Pretty Darn Smart...

But doesn't pretend to know it all. She understands the importance of leverage in her business and in her clients' businesses. As an ActionCOACH, she belongs to a network of over 1,000 business coaches in 74 countries. To this network of brain power, she adds her experience, an MBA and Bachelor of Science degree in Business Administration, and extensive real-life training as a Certified Business Coach. Sheles is skilled at breaking down complex issues into simple steps and has the tools to help her clients succeed. She is also a Certified John C. Maxwell Coach, Trainer, and Speaker. Sheles is one of the area's most sought-after motivational speakers. She has shared the stage with John C. Maxwell, world's top leadership trainer, New York Times author, and speaker. Jeffrey Gitomer, sales expert, New York Times bestselling author and speaker. Dr. Eric Thomas, widely regarded as one of today's top 10 speakers worldwide. He has more YouTube views on his video content than any other speaker or trainer.

4

A Devoted Wife, Mother, and Community Member...

Sheles' husband of six years is an integral part of their Business Coaching firm. They look forward to continuing to build an empire helping others become successful and to leaving a legacy for their wonderful daughter Timara Wright. Timara is in college studying film and marketing. As a family they are active in the community, having served together on the board of SouthSide Early Childhood Center,, a non-profit organization providing early childcare for underprivileged children and families. Sheles also served on the board for the Chamber of Commerce while her husband Damon, a veteran, has worked with Alpha Phi Alpha fraternity volunteering to support education and growth in the community.

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