

LIFE COACH / MEDITATION EXPERT

MELISSA MUKAIWA

SPEAKER / CORPORATE TRAINER



*As Seen On:*



BALANCED LIFE



**Individual Coaching**

**Mastery Of Meditation Certified Teacher,  
Member of Quantum Success Coaching Academy**

Accredited by ACTO, CCE, AIOBP (USA)

**Table of Contents**

|   | <i>Page Number</i> |
|---|--------------------|
| <b>1. Foundational Coaching</b>                                     | 1                  |
| 1.1 Foundational Course Rates                                       | 3                  |
| 1.2 Foundational Course Payment Options                             | 3                  |
| <b>2. Follow-up Coaching Programs</b>                               | 4                  |
| 2.1 The Different Follow-up Programs                                | 4                  |
| 2.2 How Follow-Up 1:1 Coaching Programs Work                        | 5                  |
| 2.3 Each Follow-Up Coaching Option in detail                        | 5                  |
| <i>Mindfulness, Meditation &amp; Stress Coaching Programs</i>       | 6                  |
| i. The Quick Fix – 6 Week Meditation Program                        | 6                  |
| ii. The Deep Dive – 12 Week Meditation Program                      | 9                  |
| <i>Life &amp; Stress Coaching</i>                                   | 12                 |
| i. Man in the Mirror – 6 Week Life Coaching Program                 | 12                 |
| ii. Through the Looking Glass – 12 Week Life Coaching Program       | 16                 |
| <i>Small Business Development</i>                                   | 17                 |
| i. The Passion Project – 6 Month Small Business Development Program | 17                 |
| <b>3. Coaching Investment</b>                                       | 21                 |
| <b>4. Payment Plans</b>   | 22                 |

# *Individual Coaching:*

Individual or 1:1 coaching is appropriate for:

- People who want to accelerate quickly
- People who want a high degree of customization in their programs
- People who don't feel comfortable sharing or participating in a group (honest communication & vulnerability are a prerequisite for accelerated progress)
- People who have hectic schedules and need a certain amount of scheduling flexibility ie. It's difficult for you to commit to a set time for classes.

## **1. Foundational Coaching:**

It's important that one's practices begin with a strong foundation in which clients are exposed to the different breathing; coaching & meditation techniques that will help them build a strong practice over the long term.

There are 3 Foundational Coaching Options available to suit the time and resource constraints of each individual:

- 4 Day Mindfulness, Meditation & Stress Coaching Foundational Course – *8 Hour Training (2 hours per day)*

- Half Day Mindfulness, Meditation & Stress Coaching Intensive – *4 Hour Training*
- Full Day Mindfulness, Meditation & Stress Coaching Intensive – *8 Hour Training*

During each of the foundational coaching courses, participants learn:

- The science of meditation
- The mechanics of the mind (and how meditation impacts this)
- The relationship between meditation & stress
- The relationship between meditation & the subconscious mind (and why this is critically important)
- 3 must have breathing techniques for relaxation & longevity
- 3 life hacks to up-level your meditations (and everything else you do to)
- 3 foundational meditation techniques
- The background and history of meditation
- The 5 fallacies about meditation that are subconsciously sabotaging your practice & your life
- How to prepare for meditation
- The two things you MUST do before beginning your meditation practice
- The 4 key phases of meditation
- How to know if you're meditating correctly
- How to know if progressing in your meditations
- Booklet of materials

### 1.1 Foundational Course Rates:

Rates are as follows:

- Half Day Coaching Intensive – 4 hours at **N\$ 2500 per person**
- Full Day Coaching Intensive – 8 hours at **N\$5000 per person**
- 6 Week Foundational Program – 90 minutes per week (9 hours) at **N\$6000 per person**

### 1.2 Foundational Course Payment Options:

**Option 1:** Full amount upfront

**Option 2:** 50% upfront and 50% + N\$100 30 days thereafter (or the next month end)

**Option 3:** 30% upfront and 35% + N\$150 for two month ends thereafter

*These payment options apply to all coaching.*

## 2. Follow-up Coaching Programs:

Once a strong foundation has been laid, clients will need to push through the novelty and habituate the practice in order to receive all of the many hundreds of benefits that come with becoming a meditator.

There are 5 Follow-Up Coaching Programs available to suit the time and resource constraints of each individual. Each program falls into one of 3 categories:

- Mindfulness, Meditation & Stress Coaching
- Life & Stress Coaching
- Small Business & Passion Project Development

### 2.1 The Different Follow-up Programs

**All programs come with payment plans. See page 21 & 22.**

#### *Mindfulness, Meditation & Stress Coaching Programs*

- i. The Quick Fix – 6 Week Meditation Program – N\$3250
- ii. The Deep Dive – 12 Week Meditation Program – N\$6800

#### *Life & Stress Coaching*

- i. Man in the Mirror – 6 Week Life Coaching Program – N\$3250

- ii. Through the Looking Glass – 12 Week Life Coaching Program – N\$6800

### *Small Business Development*

- i. The Passion Project – 6 Month Small Business Development Program N\$14 200

## **2.2 How Follow-Up 1:1 Coaching Programs Work:**

1. Client meets me in person, via the phone or Skype for 45 - 60 minutes once a week **(or once every two weeks)**.
2. Sessions include processes, practical information and meditation.  
Clients direct the focus of each session in relation to the challenges they are currently facing.
3. Clients get weekly intuitive guidance, accountability, as well as self-work to reinforce and habituate the insights in each session.
4. Email support

## **2.3 Each Coaching Option in detail:**

**Each Follow-up Coaching option will now be described in more detail.**

## The “Quick Fix” Meditation Program

6 Weeks of 1:1 support to help make **inner peace** a **constant** part of your **everyday**.

### Included in this private 1:1 coaching program you'll receive:

- **New definitions** for mindfulness and meditation that will up level your practices before you've even made it to the mat
- The 5 main ways you're **sabotaging** your meditation practice and what to do about it
- 2 simple but effective ways to measure how much your practice is **progressing**
- 3 additional, and more advanced **breathing techniques** to support your practices and life in general
- Practice in meditating alone and in connecting with your coach/ others
- Unprecedented **clarity** and **peace of mind**
- Self-reinforcing systems that help **your practice get better** even while you sleep!
- A newfound **confidence** in your practices that will make mindfulness and meditation a fun part of your everyday
- A **strong foundation** on which to begin delving deep into more advanced techniques and personal growth practices.
- Someone to hold you accountable and help you “**show up**” during your meditations



**Week-Week Overview:****Week 1: Redefining mindfulness and meditation for the thinkers:**

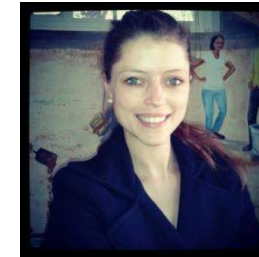
We look at “The 5 Fallacies Of The Follious” which hold you back from all of meditation’s incredible benefits. Then we smash them.

**Week 2: This is how you breathe (3 must-have breath techniques – more advanced)**

Most of us breathe very shallowly into our chests. This week we fix that. The thing about breathing is that you’re doing it all the time anyway...why not get real good at it?

**Week 3: Defining Your Meditation Practice**

There is no best way to meditate, only YOUR best way, and that may very well change over time. At this stage you have a handle on all of the basics. Let’s up level and make it your own. This is when meditation stops being about discipline, and starts being about fun.



*My very first session I had with Mel, was one on one and my very first time meditating!*

*I had to do something to make myself feel less stressed in life and more at ease! We sat on the grass in the park and I immediately felt at ease, as we drifted off into a meditative state, it felt like 10 mins and then an hour had passed and I immediately felt better and as if I had let go a whole bunch of stress I was hoarding up inside.*

*That night when I went to sleep I even dreamt that I was meditating and it was so real that when I woke up I felt absolutely relaxed and started the day off on a level I had never experienced before!*

*I am so grateful for working with Mel! She is one of a kind! She's thoughtful and makes you feel so at ease! And she introduced me to the wonderful world of meditation! I will never look back!*

**Leejuan Brews - Environmental Practitioner at Geo Pollution Technologies Namibia**

#### Week 4: Developing mindfulness

*“Don’t use meditation to become Buddhist, use meditation to become better at whatever it is that you are already doing”*  
– Dalai Lama

This week, I show you how to do that by developing a mindfulness practice that suits you and your unique lifestyle.

#### Week 5: Silencing the saboteur in your skull

At this stage things would have started coming up for you. Good things. Possibly bad things too. This week is about me coaching you through, and teaching you how to leverage “the saboteur in your skull”.

#### Week 6: The reflection

Most people get inspired for a while, then fall off the wagon but I’m all about sustainable translation. That’s why this week we look at how far you’ve come, and how much farther you now feel able to go. Then we chart that course, and create accountability, together.

I wasn’t interested in having a practice that was

**“just ok”**, and you don’t have to be either!

The investment for the “Quick Fix” Meditation Program is **N\$3250**.

## *The Deep Dive*

**12 Weeks of 1:1 support** where you learn how to start living your entire **life as a meditation**.

### **Included in this private 1:1 Coaching program you'll receive:**

- An introduction to energy, intuition and the insight of dreams
- A **strong foundation** on which to begin delving deep into more advanced techniques and personal growth practices.
- **New definitions** for mindfulness and meditation that will up level your practices before you've even made it to the mat
- The 5 main ways you're **sabotaging** your meditation practice and what to do about it
- 2 simple but effective ways to measure how much your practice is **progressing**
- 3 must have, more advanced **breathing techniques** to support your practices and life in general
- Practice in meditating alone and in connecting with your coach/ others
- Unprecedented **clarity** and **peace of mind**
- Self-reinforcing systems that help **your practice get better** even while you sleep!
- A newfound **confidence** in your practices that will make mindfulness and meditation a fun part of your everyday
- Someone to hold you accountable and help you **"show up"** during your meditations

**Program Overview:****Week 1 – 4: Energy Efficiency**

We learn how to feel, channel, conserve and maximize personal energy. Our energy level is the basis of everything we do. Master your energy and you master your life.

**Week 5 – 8: “An Intro to Insight: Understanding Intuition”**

All of us can recall a time when we “knew” not to do something, did it anyway, and suffered pretty awful consequences. In these weeks we learn how to tap into that higher intelligence and most importantly, how to **act** on it.

**“I rely far more on gut instinct than researching huge amounts of statistics”**

*Richard Branson, Self-made Millionaire & Serial Entrepreneur*

*“Melissa has a highly professional work ethic without being inflexible and impersonal (which is essential for the success of coaching). I love her style – dynamic, fun and focused on tangible and realistic goals.*

*I am a strong believer in the power of the mind and that we can have a better and more integrated life if we understand how our mind and body work together. And meditation is a strong tool to help us in that way.*

*Since working with her I’m more aware and respectful when it comes to my feelings. I’ve learned to identify how daily situations and emotions affect my well-being and recognize the signs or alerts that my own body sends me (in the form of intuition, dreams and even physically).*

*I’ve already started recommending her to family and friends and strongly believe that the world would be a much happier and harmonic place if everyone could follow meditation and personal coaching!”*

***Marianne Crevels, Vice-Consul at the Embassy of Brazil in Barcelona***



**“Often you have to **rely on intuition**”**

*Bill Gates , Richest Man in the World*

### **Week 9 - 12: “Decoding Your Dreams”**

For most of my life I didn't have dreams. Once I started meditating, they came back and boy-oh-boy, am I thankful. Some major personal crises have been averted just from learning how to understand ***the messages you send yourself about yourself*** when you're busy catching zzz's. It's not about woo-woo sooth-saying but about becoming intimately aware of how our subconscious works, and how we might leverage that functionality.

In these weeks, we learn how to remember your dreams, interpret them and use them in a way that's both useful and empowering.

*Professor John Mihalasky conducted a study on CEO's and found that 81% of CEO's with strong intuition doubled their business in 5 years compared to a measly 25% of CEO's with weak intuition.*

In other words, life has a multitude of hidden treasures whenever you're willing to **“Dive Deep”**.

The investment for the “Deep Dive” Meditation Program is **N\$6800**.

## *The Man in the Mirror*

**6 Weeks of 1:1 support** to help you figure out **exactly** what you want from this dance called life.

*“5 years ago, if you’d tried telling me that I’d be turning down corporates to become a meditation and life coach, I would have told you that you’re stark raving loony...and yet here I am...and I’m pretty darn happy too!” – Melissa Mukaiwa*

*Care to join me?*

**Included in this private 1:1 coaching program you’ll receive:**

- Clarity on your talents, passions and pleasures
- Clarity on your hiccoughs, hangups and anything else that may be holding you back
- A step-by-step plan on how to start achieving your goals
- The source of all your stress or anxiety and what to do about it as well as simple processes to bring more balance and fulfilment into your life
- The basics of mindfulness and meditation to bring unprecedented **clarity** and **peace of mind**
- Self-reinforcing systems to make life feel beautiful
- A newfound sense of personal **confidence** and conviction

- Someone to hold you accountable and help you “**show up**” in the areas where you say you want to change.

## **Week-Week Overview:**

### **Week 1: “Stock-taking”**

The reason why so many people stay miserable is because they don’t actually realise that they are. Fights, stress and anxiety have just become a normal part of their everyday, but thankfully it doesn’t have to be this way.

This week we take a close look at your life right now and take stock on the areas where you’re winning, losing, and could maybe do with a bit of a boost.

### **Week 2: “Start here”**

Once we know where you are, we spend this next session getting REAL clear on where you want to be, how soon you want to be there, and exactly what it would take to make that happen.

### **Week 3: “Don’t let me get me”**

People can be mean. To others, and to ourselves too. Nowadays, we know that reaching our goals is all about developing the right mindset, that’s why this week we go through a process to identify the core concept that’s subconsciously sabotaging your dreams.

#### Week 4: One step at a time...

Clients tend to become very gung-ho after week three (figuring out why you do the things you do, feels pretty amazing), that's why this week, we use that momentum to develop your own personal success habits that will stop you from falling back into old patterns and pitfalls.

#### Week 5: Balance

Life can be kind of crazy sometimes, but the ones who flourish aren't necessarily people who fight to stay happy all the time, but rather those who are able to maintain their **balance**. That's why this week we dive into some basic mindfulness, meditation and breathing practices that you can use throughout your day.

#### Week 6: The reflection

Most people get inspired for a while, then fall off the wagon but I'm all about sustainable translation. That's why

*"Thank you so much for being part of my journey, you have no idea how much you have helped me.*

*Thank you!"*

***Aina Elifas – Bank Of Namibia***



*I'm taking a month off to re-integrate everything we've done but then I'm coming back for more coaching. I don't know what it's going to be about yet, I just know that I need more of this..."*

***Glen Tjipura, Writer & Actress***



*A comment after our very first session:*

*I don't understand why I didn't start life and meditation coaching earlier. This is crazy.... I really think this stuff should be covered by medical aid. I'm so excited..."*

***Ilanza Kangoro, Sales & Logistics Executive***





this week we look at how far you've come, and how much farther you now feel able to go. Then we chart that course, and create accountability, together.

Trying to **distract yourself** is a waste of energy.

Wouldn't it be great if you could **stop running** from who you are and what you really want?

Then why not stop, turn around, **open your eyes** and finally be bold enough to start talking to

**"The Man In The Mirror"**

The investment for the 6 week "The Man in the Mirror" Life Coaching Program is **N\$3250**.

## *Through The Looking Glass*

**12 Weeks of 1:1 support** to help you **create and execute** on your long-term **vision** for the future.

### **Included in this private 1:1 Coaching program you'll receive:**

- A clear vision for the next 5 – 10 years that covers all aspects of your life
- Clarity on your talents, passions and pleasures
- Clarity on your hiccoughs, hangups and anything else that may be holding you back
- A step-by-step plan on how to start achieving your goals
- The source of all your stress or anxiety and what to do about it
- Simple processes to bring more balance and fulfilment into your life
- The basics of mindfulness and meditation
- Unprecedented **clarity** and **peace of mind**
- Self-reinforcing systems to make life feel beautiful
- A newfound sense of personal **confidence** and conviction
- Someone to hold you accountable and help you **“show up”** in the areas where you say you want to change.

Follows Similar Sequence as “Man In The Mirror” (Above), but in greater depth.

The investment for the 12 week “Through The Looking Glass” Life Coaching Program is **N\$6800**.

## *The Passion Project*

### *A 3 Part Business Builder Program*

For people seeking to start a **small** or **passion-based** side business. There are three parts. Participants can take breaks between each part.

The investment for this program is N\$14 200.

#### ***PART 1: Clarity***

A **six week** program to move you from confusion to conclusion. Find out what your true talents are so you can start turning them into a fulfilling side project or passion-based business. Follows similar sequence as “Man in The Mirror” Course above.

#### ***PART 2: Accountability***

Once you’ve gained personal clarity on the areas in your life where you’re not performing, we go about setting bigger goals and creating accountability.

The focus shifts from understanding and creating self-sustaining habits, to taking weekly actions to realise your personal and professional goals in particular timeframe.

### How it works:

1. Client meets with me in person, via the phone or Skype for 60 minutes once a week **(or once every two weeks)**.
2. The course is 8 weeks long.
3. Sessions include processes, information and meditation.
4. Basic personal branding and social media management training
5. How to build your own simple website/ personal blog
6. Brand Asset Development – Logo, Value Proposition, Press Kit etc
7. Clients get weekly self-work to reinforce and habituate the insights in each session (booklet).
8. Clients get a weekly action step to complete to bring them a step closer to a particular goal.
9. Email support to discuss comments or queries.

**Pre-requisite: Completion of the 6-week “Clarity” program.**

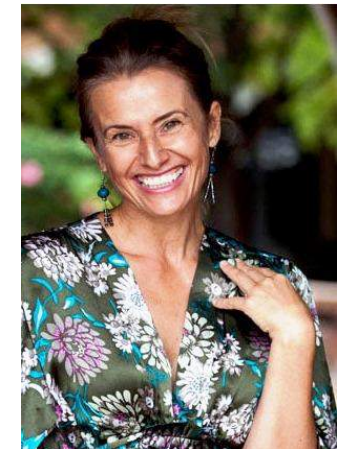
*“Working with Melissa is a wonderful experience!”*

*She is smart, confident, fun to be with and definitely over-delivers! Her analysis of my business and brand was spot on and made it so much clearer to me what I have to focus on*

*and what I can do in concrete terms to move my business forward.*

*I’m in the middle of the launch strategy she developed for me and I’ve already grown my list by 500 people so far.*

*I highly recommend her!*



**Jutta Dobler – Transformational Abundance Coach**

### **PART 3: Momentum**

Once you've laid the foundation for personal success through regular action, you'll want to scale, leverage and maintain your efforts by building up some "momentum".

#### **How it works:**

1. Client meets me in person, via the phone or Skype for 60 minutes once a week **(or once every two weeks)**.
2. The course is 8 weeks long.
3. Sessions include processes, information and meditation.
4. Quarterly marketing strategy development
5. The simplest online tools for personal branding and social media management training
6. Clients get weekly self-work to reinforce and habituate the insights in each session.
7. Client gets a weekly action step to complete to bring them a step closer to a particular goal
8. Email support to discuss comments or queries.



*"Working with Melissa was a pleasure!  
We didn't agree on all points of our workflow  
and that made for an even better result".*

*As an entrepreneur growing a brand from the ground up, work becomes very close to your heart, very personal, and sometimes you're unable to see any bad decisions you may make because of this. Working with Melissa taught me to separate myself from my business and having that perspective from the 'outside' was very helpful.*

*She is honest, professional and keeps you updated on any changes without your having to ask for it. She does not only what you as the client asks for, but goes the extra mile in terms of what she provides. We now have a more concise and focused plan in going forward with our brand and I would definitely work with her again!*

***Sharon Kasanda Emvula – Southern Africa Innovation Support Programme (SAIS), Author Dante International, Co-Founder Afrorage***

**Pre-requisites:**

1. Completion of the 6-week “Clarity” program.
2. Completion of the 8-week “Accountability” program

*“Her contributions to my team were greatly appreciated.”*

*Melissa is a talented copywriter and strategist with great attention to detail and a strong work ethic. She has the ability to lead from the front, translate ideas into actions and results, and is skilled at providing feedback.*



*Her contributions to my team were greatly appreciated.*

**Stacey Herbert – Founder and CEO of Digital Marketing Firm “Brazen Profit Lab” (UK)**

*“...every business in the country can benefit from her knowledge and strategic creativity...”*

*Melissa is a very outgoing, cheerful person and she approaches her work in the same way. One instantly feels positive and inspired in her presence and she definitely has a lot of quality tips and tools to offer.*



*Her work ethic and style is professional, she’s lightning fast in grasping and translating essential ingredients and has impressed me with her quick analysis of our very complicated brand.*

*Melissa delivers what she promises and goes the extra mile for her clients. In this sense I think that every business in the country can benefit from her knowledge and strategic creativity.*

*Working with Melissa was stimulating and inspiring – I would definitely recommend it.*

**Jana Eleanor Bruckner – Head of Media & Communication at National Institute of Culinary Education (NICE) & Wolwedans, Film Director**

### 3. *Coaching Investment*

Individual coaching fees are listed below. **Payment Plans available on request.**

#### *Mindfulness, Meditation & Stress Coaching Programs*

- iii. The Quick Fix – 6 Week Meditation Program – N\$3250
- iv. The Deep Dive – 12 Week Meditation Program – N\$6800

#### *Life & Stress Coaching*

- iii. Man in the Mirror – 6 Week Life Coaching Program – N\$3250
- iv. Through the Looking Glass – 12 Week Life Coaching Program – N\$6800

#### *Small Business Development*

The Passion Project – 6 Month Small Business Development Program N\$14 200

**Fees are to be paid prior to the first coaching session. Custom Payment Plans are available on request.**

Proof of payment must be emailed to [melissamukaiwa@gmail.com](mailto:melissamukaiwa@gmail.com)

Once fees have been paid, a scheduled weekly (or bi-weekly) slot will be allocated according to **both** of our availability.

#### 4. Payment Plans

Both 6 Week Programs may be settled as follows:

**Option 1:**

N\$1680 upfront

N\$1680 the following month

**Option 2:**

N\$1150 upfront

N\$1150 for two months thereafter

**Option 3:**

N\$ 720 upfront.

N\$ 720 per month for 4 months thereafter

Both 12 Week Programs may be settled as follows:

**Option 1:**

N\$3500 upfront

N\$3500 the following month

**Option 2:**

N\$2440 upfront

N\$2440 for two months thereafter

**Option 3:**

N\$ 1570 upfront.

N\$ 1570 per month for 4 months thereafter

The 6 Month “**Passion Project**” Small Business Builder may be settled as follows:

**Option 1:**

N\$ 7650 upfront

N\$ 7650 the following month

**Option 2:**

N\$4800 upfront

N\$4800 for two months thereafter

**Option 3:**

N\$ 2910 upfront

N\$ 2910 per month for 4 months after



**Custom Payment Plans are available on request.**

For payment plans, an email reminder is sent to you on the last (or second last) Monday of each month. The payment is to be made by the last day of each month.

Payments made after this date will incur a N\$100 late fee for every 30 days that they are late.

***Proof of payment must be emailed to [melissamukaiwa@gmail.com](mailto:melissamukaiwa@gmail.com).***

*Not seeing what you need?*

**Contact me** *to customize a solution to suit your group and your budget.*

You're also welcome to schedule a complimentary 30 minute coaching session to get a first-hand experience and see if we'd work well together.

You have nothing to lose and potentially everything to gain. 😊

See **more testimonials** here: [bit.ly/1Lt1Wdd](https://bit.ly/1Lt1Wdd)

And connect with me on LinkedIn: [linkedin.com/in/melissamukaiwa](https://linkedin.com/in/melissamukaiwa)