



Passive Income

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ECI's
Coaching Blog

Editor's Letter

Hi Everyone

Welcome to the September newsletter on "Passive Income". What a varied and interesting topic to explore.

There is a minefield of information out there, which at times can be confusing. However, if you take the time to work through the information, passive income can become a very successful venture to add to your active income stream. With the Internet becoming such a massive component to business these days, anyone can use it to their benefit with some research and planning.



We hope that you enjoy this edition and feel free to share the information with family, friends and acquaintances.

"The beginning is the most important part of the work"
Plato

Anna.

Anna Cairo, Assoc
[Newsletter Editor](#)

ECI Benefits for Members

Professional Indemnity Insurance – [Click here for more details](#)

TAXCafe® - [Click here for more details](#)

Coaching Hours Log – [Click here for access to the log](#)

C.P.D. (continuous professional development) Log – [Click here for access to the log](#)

What other member's offers would you like the ECI to source? Let us know by sending the ECI an [email!](#)

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at a glance features

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Passive income is crucial to growing your business in a way that is not dependent on your time input. Passive income is income that comes without directly having to work for it on an ongoing basis. Examples are information products sold online, where income is received on a regular basis but time is only give once. Examples are e-books, assessment tools, manuals and so on.

In this article we will consider a simple formula for developing products.

Some recommended steps to developing passive income are: -

1. Decide on the Type of Product you Wish to Develop and the Topic

The best way to do this is to think about your skills and interests and experience. For example, if you are good at writing, a home study course or e-book may be a good option. If not then maybe an audio or video product is more appropriate. With auto-responders you can now produce small products and present them as 5-day courses which are sent automatically each day.

A good place to start is to extend articles you have written or compile them together. Begin with a short e-book say with 10/20 pages and this can be extended to a larger product as you realise you can sell items.

2. Conduct Market Research

This can be done through a free tool at www.surveymonkey.com. By asking compelling questions and sending to people in your target market, you can get a feel for whether this idea sells. Also doing keyword research on Google and other word tracking tools can give you an idea of how many are searching on this topic. This step is crucial before embarking on any idea.

3. Pick a Gripping Title that Conveys the Benefits

Titles are so important to selling an information product. The title must convey the benefits and have dramatic words that inspire the purchaser. Examples are " Guaranteed Ways" or "7 Steps to, or" How to Get....."

Look at other products on the market and get some ideas. Observe the sort of words they use.

4. Begin with an Outline

Outline the key topics that you feel would be good to address. Consider your target market and what they need. These topics will form the basis for your chapters and will allow you to see if the material is balanced and comprehensive. Remember to include a biography of yourself and some bonus materials.

5. Write a Few Pages Each Day

How do you eat an elephant? A little bit every day. This is the best way to get the content prepared. If you try to do it all at once it will seem overwhelming. Set yourself a target and schedule time in for preparation. Keep an eye out for material that is relevant or which you can put down as a resource. If you keep this up in a few weeks you can have a substantial amount of content.

6. Check for Repetition or Missing Areas

Reread the material and see if there are any key areas missing or if you have repeated the material. Getting someone else to look at this material can be useful to get a fresh eye.

Use the footer and header function to place your details on every page. This way you can be contacted in future or people may visit your website and be attracted to other products or your newsletter. Also if pages get displaced, people can still see who wrote the material.

7. Place a Copyright at the Bottom and Convert to PDF to Prevent Copying

It is important that you protect your rights to this material. Including a statement that this material may not be copied and converting to a pdf will give some protection.

Alternatively you may wish to consider a license arrangement where for an extra fee, buyers are able to obtain the rights to copy the material.

8. Test the Material in the Market and Seek Testimonials

Testimonials are really important to developing credibility. Offer the product to people for free in return for a testimonial. Seek feedback and use testimonials on your marketing page.

Test various price points and adjust. Often prices that end in a "7" have been shown to be attractive. The most common of these are " 27, 67, 87, 97". Offering the product at a discounted price initially with a fixed expiry date will increase the likelihood that you will get a response as opposed to an open-ended offer.

Definition

Income from activities, in which an investor is not actively involved.

<http://www.yourdictionary.com>

9. Develop a Sales Letter and Preferably a Mini Site

This is crucial to ensure you are selling your product well. Outline the problems people may have and the solution or benefits your product provides. Add client testimonials, preferably with photos and numerous links for payment.

Popular payment gateways are www.1shoppingcart.com for credit cards and Paypal for direct payments. You may wish to develop a graphic for the cover, which will add extra credibility. If writing is not your strength, consider employing a copywriter. A cheap way of getting experts to write for you is via a website, for example, www.elance.com.

A mini site with just one page can have incredible advantages over a crowded website where prospects may get distracted and click away from the site.

Jane Johnson is a leading Social Entrepreneur, Performance & Life Purpose Coach & Coach Trainer. She has worked with many solo entrepreneurs, consultants, coaches and executives, to enhance their giving, purpose and success in their career/business. She is Founder of Contribute your Wealth, the International Life Purpose Institute, Author of the Home Study Course " Finding your Life Purpose" and an author of "Coach Yourself to Find your Ideal Job and Purpose".

Jane Johnson

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Top Tips - 10 Ways to Initiate Passive Income

1. Understand passive income, how it works & what makes it successful
2. Research! Use the free tools available to help you search for information you need
3. Plan, Plan, Plan
4. Speak to people who have created successful passive income streams
5. Make a list of what you want to promote online & search to see if already available
6. Create a decent webpage that is efficient & effective
7. Create a network of people that offer services or products related to your business
8. Find a mentor/coach that will support you succeed in affiliate marketing
9. Change what isn't working
10. Work smart, work consistently and stay focused!

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The Benefits of Passive Income

Angela Stringfellow

There are many benefits to creating passive income rather than active income. First, let's define passive income. Passive income is income that keeps coming in after the work is already done. For example, if you create an information product, such as an e-book, it takes you a certain amount of time to actually create the material and package it. But once that is done, you can sell that same product over and over again, without having to rewrite it or work for that income each time.

Passive income maximises your time and frees you up to focus on other interests. After you do the work and market your product, you can continue to collect income while you spend time pursuing other goals. Passive income is also a fantastic retirement strategy. If you pick the right kind of passive pursuits, you may be able to continue to see revenue from work you did twenty years ago while you are well into your retirement.

Even the smallest amounts of passive income can be an excellent supplement to your regular income. Say you have a day job earning \$50,000 per year. You can afford to pay your bills, but think it would be nice to have a couple hundred extra dollars each month to invest. If you can come up with a strategy or product that will give you \$200 extra dollars each month, you can have your extra investment money without having to work a part-time job as well.

So what types of things can create passive income? The most obvious are rental income and creating an information product that can be sold repeatedly. If you lack the know-how to create an e-book, you could hire a ghostwriter to create it for you. Using a ghostwriter means someone writes it for you, but your name appears as the author! That means that not only do you now have a great product to sell, but you are also positioning yourself as an expert in your field, which paves the way for additional income from future product sales.

You could also create a business and hire others to run it for you, while you sit back and collect the profits. That type of passive income can require a little more up-front work on your part, but can also pay handsomely in the end.

Inspirational Quotation

"The creation of a thousand forests is in one acorn"

Ralph Waldo Emerson

"I rate enthusiasm even above professional skill"

Edward Appleton

A final alternative is to create an informative website and run ads on it - this will create what is, in a sense, passive income, although it is a good idea to make sure that all your information is up to date and interesting to keep visitors coming back. If you don't have the time to properly maintain your site and keep your content fresh, consider hiring a copywriter to update your content regularly. Not only will the money you invest in hiring a copywriter free up your time, but professional content and copy means more sales and therefore more revenue in the long run.

Of course, this list is not all-inclusive, there are many other creative ways you can create passive income, but this should be enough to get your creative juices flowing so you can come up with a super passive income strategy as unique as you are.

Angela Stringfellow is a professional copywriter, designer and marketing communications consultant.

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Members Offers

[Build a Booming Business](#)

Betska K-Burr, MECI

[Get Known Fast](#)

Tessa Stowe, Assoc

Your 'Get Known Fast' programme was super value for money and I want to thank you so much for changing my life in many ways Tessa! – [click here](#) for the testimonial written by a member of the ECI

[The Science of Getting Rich](#)

Barbara J. Dalpra, FECI

How would you benefit if you were to promote your own business offers to the ECI's membership?

Take this opportunity to promote your business offers to ECI members. Please [email](#) the following details:

- Offer title
- Organisation name
- Organisation location (country in which you are based)
- Short description of your offer (no more than 250 words) please note - where this description is longer than 250 words, the display posted onto the web-page will end at the 250th word.
- Price and currency (please explain whether this includes or excludes VAT, Sales Tax, or any additional costs)
- Offer contact details - i.e. web-link or email address
- If applicable, offer end date

[Click here](#) for more information.

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Your Questions Answered

Kirsty O'Callaghan

Q. What is passive income?

A. Passive income relates to money you earn, and are taxed on, which does not require you to directly work for it other than the initial set it up. It can relate to previous work you have done, however no longer requires you to actively maintain.

Examples of passive income can include:-

- Royalties from a patent, book, music, e-book, teaching resources, informational material or similar resources
- Income from a business that does not require your involvement or input
- Rental property income
- Income from Internet advertisement on your website
- Pensions
- An established network marketing business
- Income obtained as a result of capital growth or negative gearing

In these cases you could take time off any work related activities that generate wages and still earn a regular income from your 'passive' sources.

Submit your questions to the ECI's panel of experts by sending your questions to [Kirsty O'Callaghan](#).

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International Coaching Register

The International Coaching Register is for any individual who trades as a coach, who help individuals and/or organisations for example, establish a work life balance, manage stress levels and build communication skills amongst many other specialist areas.

Everyone who has qualified as a coach with a recognised coach training company should now take the opportunity to register. This will dramatically cut down on any misrepresentation that goes on within the industry. Many people have websites and call themselves a coach but have no actual qualifications. The register will stop these people and raise the profile of genuine coaching and how it can transform people's lives.



Readers Feedback

"Just wanted to say how much I enjoyed the August newsletter, it was professional, informative, well written and just the right length.

Keep up the good work; I shall look forward to the September newsletter as passive income is a subject dear to my heart." – Gary

We would appreciate your feedback on any aspect on the newsletter.

Email the editor!
anna@the-eci.org

C.E.O. of the ECI Gerard O'Donovan said "the register has been administered by the ECI for the benefit of the world of coaching and coaching clients. It is also a great way for coaches to get business as members of the public can search for registered coaches in their area. It brings coaching transparency at last."

As members of the ECI Have you published your details on the International Coaching Register? To do so:

- Select the 'ICR Register Edits' menu option on the left hand side of this screen.
- Create your entry by selecting:
 - [Insurance](#) - enter your Professional Indemnity Insurance details here.
 - [Training](#) - enter the details of all the training courses you've completed here.
 - [Workshops](#) - enter the details of all the workshops you've attended here.
 - [Accreditation](#) - your ECI Accreditation details will automatically be included here. You also have the opportunity to enter the details of all the accreditations/credentials you've been awarded, as an independent verification of your coach training and experience.
 - [Business Details](#) - select or enter all types of coaching you include in your Coaching Business/Practice.
 - [Organisation Membership Details](#) - enter the details of all Business Organisations in which you hold a membership - these could be other Coaching Bodies, Chamber of Commerce, or any type of organisation that is appropriate to your business.
 - [Display](#) - don't forget to DISPLAY your details. Selecting 'yes' your details will be displayed on the International Coaching Register. For ECI Accredited Coaches, your details will also be displayed on the ECI's Coaching Referral programme.

We look forward to seeing you on the International Coaching Register.

To display your details on the ECI's Coach Referral Service, if you are not an accredited coach [email](#) Cherry Claus, Intl. Head of Accreditation for details on how to become accredited.

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Coaching Achievement Awards

The Coaching Achievement Awards are coaching's most prestigious awards for coaching from the ECI for success and achievement through coaching. ***If as a coach you are proud of your achievements*** why not gain international recognition by applying or by asking your clients to support your entry to the ECI's Coaching Achievement Awards.

The Coaching Achievement Awards celebrate the achievements of coaching clients by awarding the coach with an internationally recognised Coaching Achievement Award. These awards highlight the vision, the commitment, and the will to succeed of those who have used coaching to ensure achievement. Get the international recognition that your coaching deserves.

If you or your clients think you've got what it takes to become a winner, tell us or ask them to tell the ECI about your coaching and their achievements and you could be collecting your Coaching Achievement Award in November, 2008.

WHAT ARE THE COACHING ACHIEVEMENT AWARDS?

The ECI's Coaching Achievement Awards are internationally recognised awards for coaches who have worked with their clients to lasting success and achievement. Effective coaching enables clients to achieve their dreams, their aspirations, and their goals. The ECI's aim is to recognise coaches who create this achievement through their coaching skills – to give you the reward and recognition that you deserve.

Being recognised through the Coaching Achievement Awards builds your professional reputation, and all Coaching Achievement Awards finalists will be celebrated at the next International ECI Conference. The use of the Coaching Achievement Awards logo on your website, stationery and literature is a mark of your coaching excellence.

The quality that all winners of the Coaching Achievement Awards show is that they will all be able to demonstrate the success and achievement of their clients. Coaches may be coaches who are working with clients in an organisation or coaching individuals. Winners show, not only their coaching skills, but also the outstanding results achieved by their clients.

HOW TO ENTER THE COACHING ACHIEVEMENT AWARDS!

Enter the Coaching Achievement Awards by sending your entry by email to awards@the-eci.org or by post to Coaching Achievement Awards, ECI, P.O. Box 407, Ashford TN24 8WS, UK. Each application will be acknowledged by email. **Closing date for application is 30th September, 2008.**

We look forward to receiving your application.

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Please don't forget to promote the ECI to like-minded friends, colleagues and clients by forwarding them a copy.

An amazing event is happening in the world of coaching and you're invited!

The Inaugural ECI Australasian Coaching Conference – **The Future of Coaching – Embracing the Opportunities of the 2010s** - Sydney Australia November 20-22.

The pre-conference event on the 20th is the "Thought Leaders Brainstorm" which brings individuals from all across the world of coaching to identify the opportunities and challenges to come and brainstorm solutions together. Findings from this workshop will be presented in the final keynote address of the Conference Day on the 21st.

There will also be a *Welcome Dinner* on the 20th, which will be a great opportunity to engage with colleagues and make new friends in a light and relaxed atmosphere. We're also pleased to announce that **Peter Webb** will be our Keynote Speaker, sharing with us his wisdom about Coaching for Wisdom. This is sure to be an exciting presentation from one of the leading experts in the field. His topic will be **How Coaching can Save the Planet!**

The Conference Day itself is packed full of speakers from across the globe on a variety of topics related to the opportunities we can celebrate as individuals, new coaching techniques and strategies, business development and driving our industry to new heights.

- The conference will be opened by [Sarah Hue-Williams](#), Head of ECI for Asia Pacific.
- You will be introduced to [Noel Posus](#), your Conference Organiser and Master of Ceremonies.
- Video Message from [Gerard O'Donovan](#) - CEO of The ECI.
- Keynote Address - "So You Know About Coaching - What Do You Know About Performance?" Presented by [Alan Parker](#).
- Spotlight - "Global trends in coaching and what does this mean for the Australian market" Presented by [John Raymond](#).
- Spotlight - "A Case for Resilience and Wisdom in Coaching for the Future" Presented by [Patti Gwynne](#).
- Spotlight - "The Game of Networking - Learn effective networking and marketing skills easily" Presented by [Sandhi Spears](#).
- Spotlight - "What Clients Think But Won't Tell You Improving Customer Service" Presented by [Brian Lucas](#).
- Spotlight - "Men are from Mars, Women are from Venus ... and Gen Y are from Pluto What are the implications of the emergence of Gen Y on you and your work?" Presented by [Peter Lightbody](#).
- Spotlight - "How do you support transformation if you are not transforming as a coach" Presented by [René Sickle](#).
- Spotlight - "Accepting Personal Responsibility" Presented by [Angela Heise](#).
- Spotlight - "The Ultimate Addiction" Presented by [Claire Stretch](#).
- Keynote Address - "The Future of Coaching - A Call to Action" Presented by [Noel Posus](#).
- A Special Event Post Conference Event - "Raising our Game - The Challenges and Opportunities for the Coaching Profession " Presented by [Sir John Whitmore](#).

And the post-conference event is the "Mastery of Self, Coaching, Business and Industry" workshop for each of us to develop specific and relevant action plans for our personal and professional growth.

For more information and to book your spot -

http://www.europeancoachinginstitute.org/conference_2008

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The Business of Coaching

Essential Components of Developing a Passive Income Stream

Noel Posus

The thrill of this topic is the discovery of the many and varied creative options which currently exist and will be developed in the future. The challenge is getting your head around the many components to ensure that a passive income strategy is successful.

So, we'll work through both of these simultaneously in this article at a high level, which can get you started on exploring this vast area.

Here are a number of key points on passive income strategies:

It is a business strategy. Therefore it requires thinking like a business owner, and also thinking like your target customer and finding where the two meet. If only one side of this is done, the strategy is likely to suffer greater challenges than would be reasonable to expect, and the strategy itself might just fail.

For example, if you think that you have an idea about making loads of money and all you have to do is put it up on a website, but you haven't considered whether or not there is a market for it, or how to follow through on the adequate promotion of the product, then the chance of it earning you any money is pretty low.

Positive Daily Actions

- Do something each day no matter how small
- Call a former client to ask for referrals
- Email a potential referral source to set up a meeting
- Turn inexperience into freedom to explore
- Look outside the square
- Don't listen to the cynics
- Use your networks **effectively**
- Ask for feedback, and then ask some more
- Treat failure as a learning experience

Similarly, if you have evidence to support that there is definitely a market for a particular product which you're also passionate about and can't wait to create, but you feel you don't have the business skills or marketing strategies to carry it off, then it is unlikely to ever develop very far.

Do some research on your idea. There are times when you might just have a strong intuitive feeling that your idea is on the money and for some that might be enough to move forward. However, I strongly recommend that you check out what similar products might already exist, explore what the market for these existing products are demanding in terms of quality, content, pricing and most importantly pay attention to ensure you're not just repackaging the same thing that has already been out there for years.

You may find that no one has ever done the thing you want to do, and therefore that can be really exciting as it is new ground. See if you can research if there are any valid reasons for this lack of previous development. Is it an idea that is too advanced for the time and market? Is it really such a great idea? Or is it going to demand a lot of background work and investment to pull it off?

Just because you're passionate about something doesn't make you an expert straight away; it is the seed of expertise to nurture and grow.

Many people go into writing an e-book or creating a series of products because they feel they're really passionate about the topic and want to share their wisdom. What a fantastic place to start.

The design process needs to be thoroughly thought out so that the end product doesn't come across like someone decided to sit down and write an e-book in an hour and expects everyone to think it is the best thing ever published. Learn from how other people construct their materials and pay attention to what stands out as best practice.

And for your own development, start with creating a "top ten list" of key structure points in the book or audio/video programme and then turn that into a "chapters list". Then be willing to have other people review and provide feedback.

Look for the multiple levels to work with the one idea. Don't just create one product stream, like a single e-book.

A lot of coaches want to publish their e-book and think it will solve their financial problems. Although it certainly could, the chances increase if there is more than just the book, but also a teleclass series, some audio and/or video files to download or sell, a participant's handbook for self-study, a mastermind group and some live events like workshops. The customer purchases one product and then wants more, so make sure you have more to give them.

If it is a good idea to begin with, make it available in lots of formats to help meet a wider range of client needs.

Find an idea and improve on it. One of the best lessons from the "Internet marketing gurus" is to look for an idea that did really well at the time it was first introduced, and explore how it can be improved to reflect the needs of the market today.

One of my favourite examples is the book, "*How to Win Friends and Influence Others*" by Dale Carnegie. The book was written in the 1930s and is still one of the best books any coach could own. Imagine how easy it could be to develop an e-book about today's interpretation of the lessons of that book, and combine that with a teleclass and a live workshop; all of which are focused on interpersonal communication and nurturing relationships in today's challenging times.

I'm not saying that you rip off the work of others. But that you can be inspired by the amazing wealth of material that already exists in order to create your own fresh work.

Get your marketing, technology and business processes in order to appropriately and adequately promote and manage your new passive income process. If you have to continuously do all the work, then it is not passive, but active income. Consider seeking out a skilled and specialised mentor coach and/or Internet marketing coach to assist.

This article hasn't told you "how" to create specific products. However, understanding the components for the development of passive income streams is a vital step towards actually developing and producing a particular product.

Noel Posus, ECI Board of Directors and Head of Marketing Asia Pacific.
In addition to his roles with the ECI Noel is also the Director and Master Coach for askacoach.

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Which would you prefer - working for the rest of your life and getting paid with a monthly salary or working only once and continuing to be paid for the rest of your life? Of course most of you would choose the latter. If you work only once and get paid many times over, you're earning a "residual" income. Therefore in order to build wealth, you need to tap into "residual" income. Very often this is also referred to as "passive" income because you can afford to be passive or non-active (i.e. not having to work) and still continue to receive income.

Acronym

P – Profitability

A – Accrue

S – Sustainable
Income

S – Survey

I – Internet

V – Value Add

E – e-business

I – Income Source

N – Net gain

C – Commission

O – One-stop

M – Multiple Streams

E – e-book

Many people have been brought up to have only one major objective in life - that is to get a good secure job for life! However, this quest is never ending leading many to fall into the trap of "rat race" despite the fact that many could be drawing quite a handsome salary! Many of these so-called "rich" employees are not "free" to spend valuable time with members of their families because of their very demanding jobs.

With a huge and expanding audience, many companies have now aligned themselves with the Internet, which has created many new paradigms in the past few years. Residual incomes are made available to people from all walks of life. You can now make money online with simple and proven formula used by many to earn multiple streams of residual income.

Many programs have been designed for new Internet marketers who have no time or interest to learn HTML, Java, PHP and ASP. With a simple Control Panel, you are only a few clicks away from having a complete and professional website to start your online Internet home-based business! This includes credit card authorisation, order fulfillment, product shipping, and customer service. Also, there are no concerns about inventory, no staff to hire and pay, no merchant accounts to set up, and no costly and time-consuming application process for licenses and permits to go through.

Sometimes a fully functional website can be created free of charge. It captures visitors automatically and follows up with them 24 hours a day, 30 days per month for 365 days a year! The visitors' names and email addresses are automatically recorded and follow-up is automatic with a pre-written email marketing campaign.

The following is a general guide one can follow in order to develop good habits for achieving one's goals:

- 1) Create A Plan
Have a plan to set achievable short term, medium term and long-term objectives, prepare a budget and stick to it as much as possible. Carry out periodical checking to determine any deviations from the plan and take the necessary remedial actions.
- 2) Good Organisation Skill
Download software, ebooks or PDF books from specific individuals or organisations for your continued education along with a lot of contacts that could be potential leads or customers. Therefore you need to have a systematic procedure to keep all this vital information and data in the right and proper folders for efficient ease of retrieving without wasting of time.
- 3) Be Consistent
Do not fall into the trap of countless seemingly very attractive offers that promise you the world. Stay consistent with a handful of strategies that work and stick with them.
- 4) Be Focused
Once you have decided to start working online, you must stay focused and do it and not allow any distraction to affect your concentration. Stick to a schedule but do not get carried away and spend too much time in front of your PC because your loved ones deserve your attention and time too.
- 5) Be Steadfast And Persevere
Failures and disappointment are inevitable. Do persevere, as this is not a get-rich-quick scheme. It takes time to see the fruit of you effort. Use any failures to your advantage by learning from them.

See success in every failure and opportunity in every threat. Passive income from Internet business is a real possibility!

John Woon (Sung-Liang Woon) is a Rubber and Latex Consultant with about 30 years of experience. He is now also earning handsome income from the Internet working from home. Check this fantastic website to find out how he has ventured into Internet business: <http://www.PlugInProfitSite.com/main-9747> ... Learn more about his website and blog at: <http://www.johnwoon.com> and <http://healthysite.blogspot.com> "

John Woon

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A day in the life of ...

Raise your profile, while inspiring others by sharing your experiences in our day in the life feature. For publication guidelines [click here](#).

Take this opportunity **to promote yourself** by emailing your submission to our [newsletter editor](#).

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Thought of the Month

"A business that makes nothing but money is a poor business."

Henry Ford

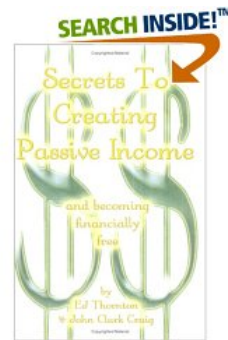
"You can have brilliant ideas, but if you can not get them across, your ideas will not get you anywhere."

Lee Iacocca

[The Secrets To Creating Passive Income \(Paperback\)](#)
 EJ Thornton & John Clark Craig

This book is intended to give you plenty of ideas, tools and resources to allow your creativity to support you with action so that you can increase your passive income in the areas you're already an expert in.

Using the resources you already have, combined with the information on how to make more money from this book you will go much further than you have before.



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ECI Sponsored Workshops

The ECI offers their Members with the opportunity to promote their own workshops and short courses. It is important to note that these short courses and workshops are *not verified* by the ECI, and therefore they are not subject to the same scrutiny as the ECI Accredited Courses and Workshops.

[Click here](#) for more information.

Abundance Retreat "Being beyond Technique"	Resolution for Life - Margit Jones-Hochstrasser, Assoc
"Dramatherapy Group"	Know Limits Ltd. - Mandy Gutsell, Assoc
"Give Yourself the Gift of Health" Short Course	Rainbow Promise Health - Dawn Campbell, CECI
"Putting Ageing into Perspective" Workshop	Mowat Research Ltd. - Dr Harriet Mowat, Assoc
"The Positive Parenting Made Easy" Workshop	Positive Parents – Confident Kids Coaching Ltd. – Sue Atkins, Assoc
"Transition Retreat"	Resolution for Life - Margit Jones-Hochstrasser, Assoc

*Take this opportunity to promote your short courses and workshops.
[Email](#) the details of your workshops or short courses.*

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Accredited Training Courses and Workshops

Full Coach Training Courses

- Diploma in Life & Business Coaching
Mindstream
info@mindstream.ie
- Diploma in Management and Executive Coaching
International Coaching and Training Institute
info@icti.ie
- Diploma in Personal and Executive Coaching
Executive Coaching Solutions Limited
info@ecsl.eu
- LCH Diploma in Life Coaching (The)
Achievement Specialists
enquiries@achievementsspecialists.co.uk
- Life & Executive Practitioner Coach Diploma (DipNMC)
Noble Manhattan Coaching
info@noble-manhattan.com
- Life & Executive Practitioner Senior Diploma (SNMC)
Noble Manhattan Coaching
info@noble-manhattan.com



Future Features

October
- Effective
Communication

November
- Relaxation

December
- Volunteering



- Life & Executive Master Coach (MNMC)
Noble Manhattan Coaching
info@noble-manhattan.com
- Professional Certified Power Coach® Program
Coaching and Leadership Intl. Inc.
Betska@CoachingAndLeadership.com



Further details on all these courses and workshops can be found at
http://www.europecoachinginstitute.org/coach_training/programme.php?Level=CTECI

Short Course Training Courses

- Coaching Skills for Managers
Reed Learning plc
Eleanor.Maimane@reed.co.uk
- Putting Ageing into Perspective
Mowat Research Ltd
accreditation applied for
- Quantum Goal Achievement
Noble Manhattan Coaching
info@noble-manhattan.com



Further details on all these courses and workshops can be found at
http://www.europecoachinginstitute.org/coach_training/programme.php?Level=SCECI

Workshops

- Results Coaching
Noble Manhattan Coaching
info@noble-manhattan.com



Further details on all these courses and workshops can be found at
http://www.europecoachinginstitute.org/coach_training/programme.php?Level=WSECI

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