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# **I Fired My Boss & You Can Too!!**

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**Simple Steps For Anyone To Become A  
Recovery Coach, Work The Hours You Prefer  
From Home & Make More Money In Your Own  
Business**

**Ray Ramos**

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After completing the course, you can start building your Recovery Coach business the next day.

You have the option to do it independently or let me assist you.

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Get ready to be blessed by this book and join the next Recovery Coach Certificate

# Course or the Recovery Coach Business Consultation Call.

Exciting times await!

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I dedicate this book to my son, Ryan Ramos, who unfortunately lost his battle against addiction. His death lit a fire inside me and my family that has been burning hot ever since.

Ryan's life and death have been a major part of my motivation to train and equip as many individuals and organizations as possible so that we can win this battle against addiction.

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## **ABOUT THE AUTHOR**

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Ray Ramos is a Certified Recovery Coach and Trainer of Trainers with CCAR.

He is a John Maxwell Certified Coach, Teacher, Speaker, and Trainer. He is also a Dave Ramsey Certified Preferred Financial Coach, a Master Trainer, and a Consultant with IECC.

For over 25 years, Ray Ramos has been coaching, consulting, and training individuals, families, and organizations in all stages of recovery.

Ray speaks internationally at conferences, conventions, retreats, and other recovery and professional training events.

Ray wrote "I Fired My Boss & You Can Too!!" to share how he could profit from his pain with everyone. How something so shameful and painful, his addiction, became an incredible source of hope and encouragement for those seeking recovery or battling with addiction.

He wants to clarify that you can help others find recovery, help them reach their recovery goals, and sustain their recovery. As he has done, you can help individuals, families, and organizations without a high school diploma, college education, prior experience, or even a colorful past.

Because of his own experience with addiction and recovery, Ray is uniquely qualified to help individuals and families reach their recovery goals and create lasting change in their lives.

"I Fired My Boss & You Can Too!!" is an inspiring guide for those seeking to become Recovery Coaches, positively impact the world, profit from their pain, and establish their own coaching business.

Ray's years of experience in recovery and personal development will help equip readers with the knowledge and skills needed to become successful Recovery Coaches.

So, get informed and inspired by "I Fired My Boss & You Can Too!!" and start your journey to becoming a Recovery Coach and firing your boss!

By reading and applying what you learn, you will be able to work for yourself, work the hours you choose, have a significant impact in many lives, make more money working for yourself than you did working for someone else, work on building your dreams and not your boss', take your time back. And do what you value most with those whom you value most.

I am excited for you and all the lives you will add value to as you build the life you always dreamed of.

See you on the other side.



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# CONTENTS

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Introduction	XIII
1. What Is A Recovery Coach? It may not be what you think!	1
2. Who Can Be A Recovery Coach? No prior experience or degrees needed	8
3. Why Be A Recovery Coach? You've probably never thought of this!	26
4. Who Can I Work With? The list is long!	42

5. What Employment Opportunities Are Available? You'd be shocked!	49
6. Can I Really Start My Own Business? Wouldn't that be nice?!	54
7. How Much Can I Make As A Recovery Coach? This will make you happy!	67
8. What Do I Do After I Get My Recovery Coach Certificate? Imagine being able to hit the ground running!	78
9. Conclusion Back to the basics	91
10. What Some Are Saying	94

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# INTRODUCTION

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The question that changed everything was, "Would you like to become a Recovery Coach?"

That was the question presented to me by my supervisor.

She explained to me that I didn't have to have a high school diploma, and I didn't have to have a college degree. All I had to do was take a 5-day Training Course, and I would get my Certificate. I couldn't believe it! Back then, we were all getting our CASAC hours in.

A CASAC was the NY Certified Alcohol and Substance Abuse Certification. If you wanted to work in the Addiction Treatment field in NY, you needed to get your CASAC. The CASAC training took anywhere between 9 months and 18 months to get your training hours. After you get your OASAS-approved CASAC hours, you will receive your CASAC T. You could not get your full CASAC until you completed a minimum of 6,000 OASAS-approved CASAC hours working in the field.

Then, after you received your full credentialed CASAC, you could move along and get paid more than what was barely more than minimum wage. If you wanted to make a middle-class salary, then you needed to go out and get

your 4-year bachelor's degree, which took most people 5 to 6 years because they were working full-time while attending college for their bachelor's degree.

As you can see from the above, getting to a place where you were making \$40,000.00 to \$50,000.00 a year working in NY in addition to treatment was quite a process.

It took 18 months for CASAC-T, 150 weeks of 40-hour work weeks, to get your 6,000-hour requirement for your full CASAC, which was almost three years of work. Then, another four years of college for your bachelor's degree. If you add all that up, it's 8 and 1/2 years to get to a place where you have the requirements and credentials to make \$40,000.00 to \$50,000.00.

I explained all that because I want you to understand that when the Recovery Coach Course was offered to me, I was absolutely thrilled!

All I had to do was take a 5-day Course that was 30 hours long, and I didn't have to do any homework. I didn't have to write any 10,000-word essays or papers. I didn't have to wrestle through the college registration process. I didn't have to take out a loan many have been plagued by for years.

Five days, thirty hours, under \$1,000.00, and that was it! I was amazed. So I took the 5-day course, learned the art and science of the Recovery Coach, and it changed my life! It wasn't easy and simple, but by God's grace, I could start

my journey as a professional Recovery Coach and make a living doing something I had no problem doing for free!

I didn't have much guidance when I started, and the Recovery Coach Course was in NY, and there was a lot of speculation and misinformation surrounding this incredible opportunity.

I took my Recovery Coach Certificate to get laminated and was on my way. There were many obstacles to overcome, mountains to climb, and paradigm shifts needed to occur, but it all worked out. This book is meant to be a great source of encouragement to all those who have taken the Recovery Coach Training Course and are now Recovery Coaches, plus to all who will soon take

the Recovery Coach Training Course and become professional Recovery Coaches.

If I can do it, you can do it too!

This book will help you see what I did to get to where I am and what you can do to get where you want to go.

I pray this book will encourage you to join us in our Recovery Coach Revolution!!

God bless you as you read my journey as a Recovery Coach,

Ray Ramos

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# WHAT IS A RECOVERY COACH?

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IT MAY NOT BE WHAT YOU THINK!

**W**hat Is A Recovery Coach?

A Recovery Coach is someone interested in promoting recovery by assisting clients in identifying and overcoming barriers to recovery, helping establish and reach recovery goals, and serving as a recovery guide and companion for those seeking or sustaining recovery.

A Recovery Coach:

- Is a trained professional who believes in the recovery process
- Is committed to promoting recovery
- Has the desire to help individuals begin their recovery process
- Helps individuals re-enter the recovery process
- Assists individuals who are already in a recovery process in continuing to reach their recovery goals
- Assists their clients in identifying

and overcoming any barriers that can hinder or are hindering the client from reaching their recovery goals

- Aids the client in establishing recovery goals and helps the client come up with strategy and steps to take to reach their recovery goals
- Comes alongside their client and helps connect the client with other organizations, professionals, and the recovery community in their area so that the client has the best possible opportunity to reach their recovery goals
- Serves as a mentor and guide to

their client and assists in helping the client reach their recovery goals

- Fulfill the role of a resource broker and provide options so that the person in recovery can link up with the recovery community, treatment facilities, medical professionals, and more, depending on what's needed by the client.
- Plays the role of a cheerleader at times and helps motivate and encourage their clients
- Serves as a truth teller for the client, provides honest feedback, and asks honest questions that

can help the client identify discrepancies and self-defeating behaviors

The Recovery Coach can often serve as a role model for the client and offer their experience on particular scenarios that will benefit them.

They help the client solve problems in a healthy, constructive manner, helping them discover options and possibilities for problem-solving.

The Recovery Coach will help the client establish recovery goals and steps to achieve them.

Recovery Coaches also help clients stay on the recovery path and

recovery goals when they're discouraged or distracted.

Sometimes, the Coach will fulfill the role of a sober companion or recovery companion when asked and is available and appropriate.

The Recovery Coach will advocate for the recovery community serving and the clients when requested and appropriate.

They will meet with the client once a week, twice a week, or more, depending on the needs and desires of the client.

These are some of the roles and functions of a Recovery Coach. This is not an exhaustive list.

You will learn this and more in more detail when you take the Recovery Coach Course, and you will have a vital tool to work with—your "Recovery Coach Manual" to help you when working with your clients.

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# WHO CAN BE A RECOVERY COACH?

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NO PRIOR EXPERIENCE OR DEGREES NEEDED

**W**hen the opportunity was presented to me to become a Recovery Coach, I immediately began to disqualify myself. First, I didn't know what a Recovery Coach was. When they asked me if I would like to become a Recovery Coach, I immediately began to think of all the reasons I couldn't.

Here are just a few of the limiting beliefs that ran through my mind:

- I don't have a degree.

- I don't have my Certified Alcohol & Substance Abuse Certification.
- I am not good with computers.
- I never graduated High School.
- I can't be a Recovery Coach.

Then came the imposter syndrome:

- I am not a professional
- I had my addiction; how can you help others?

- I found my recovery in a 12-step fellowship freely given to me.
- How can I charge people for help?
- Who am I to think someone would pay me for my time and knowledge?

It is interesting because one of the primary functions of a Recovery Coach is to help your clients identify and overcome any barriers they may face to reach the recovery goals they have established.

I soon realized I had several significant barriers that would surface and deter me from my Recovery Coach business goals.

An interesting saying goes like this: "You don't know what you don't know."

I had no idea that I had mindset issues.

I had no idea that I had money issues.

I had no idea I would have to deal with "imposter syndrome."

I had no idea I would have to address self-image, self-esteem, self-efficacy, and self-worth issues.

I had no idea that so many limiting beliefs would surface from within me and that I would have to overcome the insidiousness of self-sabotage.

You don't know what you don't know!

The interesting part was that I thought I knew.

I needed a coach myself. I needed to find someone to help me address all these issues that had surfaced due to embarking on a professional journey as a Recovery Coach.

One of the biggest hindrances I have seen in many coaches is that they don't have a coach themselves. I had to ask myself some tough questions and be honest with myself.

I had to ask myself if I believed in coaching, and if I believed in coaching, why didn't I have a coach?

If I believed in coaching, I had to put my money where my mouth was. I needed to have coaching integrity. I asked myself how I expected to tell others about the incredible benefits of having a coach when I didn't have one.

How did I expect others to invest their time and money in coaching if I wasn't willing to invest my time and money in coaching for myself?

This was a game-changer for me. Once I hired a coach, things began to shift for me.

I was able to share with someone who was trained to listen and help me overcome the barriers that frustrated me and had me stuck.

I got a different perspective from someone who had been where I had been, felt what I had felt, and got to the other side of their professional life as a coach.

Another is saying that I like it. It says, " I know what I know, but I don't know what you know."

There are people out there who are trained professionals who can share valuable information with you that can help you get unstuck and on your way toward reaching your goals.

I am so grateful for my coaches and all they have poured into me.

Okay, so once I was able to identify and overcome the obstacles and barriers that

were holding me hostage, I was able to move forward in my professional life as a Recovery Coach.

I would like to let you know that it's quite possible and pretty normal for everyone to have a variety of obstacles that will hinder you from becoming all that you can become and block you from achieving all that you can achieve.

Don't allow shame or fear to stop you from getting the help you need to move forward and be and do all you have been called to. If I had not reached out and invested in getting my needed help, you would not be reading this book.

Hiring a coach was one of the best things I have done in my professional coaching life. I have been able to travel

much further with a coach than I could on my own. I have accomplished much more with a coach than I could alone. I have been able to impact many, many more lives with a coach than I would ever have on my own.

I could go much further and faster with a coach than if I had just kept going at it alone.

Anyone can become a Recovery Coach!!

I became a Recovery Coach, and you can too!!

What did I do? I registered for the Training Course, showed up, took notes, asked questions, and completed the five days and thirty hours.

I didn't have to do any homework.

I didn't have to write any papers.

I didn't have to take any tests.

I paid for the Recovery Coach Training Course, attended attentively, participated, and engaged in the dialog during class—5 days and 30 hours later, I received my certificate!!

Do you have the desire to help individuals overcome their issues as they relate to addiction and help them reach their goals as they pertain to recovery?

Can you attend a 5-day, 30-hour training course?

Can you take notes and ask questions?

Then, you can become a Recovery Coach!

I have the honor and the privilege to train individuals of all ages, different genders, different religious and spiritual paths, different recovery pathways, cultures, and more.

Anyone can become a Recovery Coach.

To become a recovery coach, there are several qualifications and skills that you should possess. While no specific degree or certification is required, having the right expertise and personal qualities is essential.

Here are some key qualifications that can help you excel as a Recovery Coach:

1. Personal experience: Having firsthand experience with addiction and recovery can provide you with empathy and understanding, which is vital in this role. Your journey can help you connect with individuals going through similar struggles and provide authentic guidance and support.

2. Training and education: While there is no standardized certification, completing a recovery coach training program can equip you with the necessary knowledge and skills.

3. Strong communication skills: Effective communication is crucial for a Recovery Coach. You should be able to actively listen, empathize, and build a strong rapport with your clients. By expressing

yourself clearly and compassionately, you can inspire and motivate individuals on their journey to recovery.

4. Non-judgmental attitude: A non-judgmental mindset is essential for a Recovery Coach. People in recovery may have made mistakes and encountered setbacks, but your role is to provide support and encouragement without passing judgment. Cultivating a compassionate and understanding demeanor will help your clients feel safe and supported.

5. Knowledge of resources and referrals: A Recovery Coach should be familiar with local resources, support groups, and treatment options. This knowledge will enable you to connect individuals with the appropriate

resources to further their recovery journey.

6. Boundaries and ethical practice:  
As a Recovery Coach, maintaining boundaries and ethical conduct is crucial. You must ensure you do not cross professional or personal boundaries with your clients. Ethical practice includes maintaining confidentiality and respecting your client's privacy.

7. Ongoing personal development:  
The field of addiction and recovery is constantly evolving, and a recovery coach needs to stay continuously updated. You should continuously learn through workshops, conferences, and professional networking to enhance your skills and keep up with the latest best practices.

Remember, being a Recovery Coach is not just a job but an opportunity to make a meaningful impact in someone's life. By embodying these qualifications and continuously growing as a Recovery Coach, you can inspire and guide individuals toward a life of sobriety and fulfillment.

The history and origin of the Recovery Coach is also important to understand.

The history and origin of the Recovery Coach can be traced back to the peer recovery movement that emerged in the United States in the late 20th Century.

This movement recognized the importance of utilizing individuals with personal experience in addiction and

recovery to support others who are facing similar challenges. With the rise of mutual aid groups like 12-step fellowships for alcoholics and one for drug addicts, the concept of peers helping peers became increasingly popular.

The recovery coaching model was developed in the late 1990s by William White and Ernest Kurtz, two prominent figures in addiction recovery. They recognized that individuals in recovery could benefit from ongoing support beyond traditional treatment programs. This led to creating a role that bridged the gap between the clinical professionals and the individual seeking recovery.

The Recovery Coach, also known as a Peer Recovery Support Specialist

or Sober Coach, provides guidance, encouragement, and support to individuals in their journey to sobriety. These coaches are typically individuals who have gone through addiction and achieved long-term recovery. Their personal experience allows them to connect with clients on a deeper level and provide insights from their journey.

Over the years, the recovery coach role has gained recognition and acceptance in addiction treatment. Many states in the U.S. now have certification programs and training courses specifically designed to prepare individuals for this role. Recovery coaches work in various settings, including treatment centers, community organizations, and private practices.

They play a critical role in supporting individuals during all stages of recovery, from early sobriety to long-term maintenance. Recovery coaches provide practical assistance and emotional support and help individuals navigate the challenges and complexities of recovery.

The recovery coach has become an integral part of the addiction recovery landscape, offering a unique and valuable form of peer support. By bridging the gap between treatment and long-term recovery, recovery coaches inspire hope, instill confidence, and empower individuals to live fulfilling lives free from addiction.

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# WHY BE A RECOVERY COACH?

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YOU'VE PROBABLY NEVER THOUGHT OF THIS!

**T**here are many benefits to becoming a Recovery Coach. Initially, there was the time and passion benefit and the economic benefit.

I didn't have to spend nine to eighteen months getting my CASAC Training hours and fifty more weeks of full-time OASAS-approved work hours.

I didn't have to go into debt with a school loan for college and spend four to five years getting my bachelor's

degree. Taking a 5-Day Recovery Coach Training Course that was only 30 hours was a fantastic benefit.

It cost me less than a thousand dollars, and I was done, got my Certificate, and was ready to go! 5 days and 30 hours later, I was in a position to begin my professional Recovery Coaching career!

So those were the initial and significant benefits of becoming a Recovery Coach.

There was the passion benefit.

I know what it is to go to work every day and do something that I am not passionate about, performing tasks that weren't intellectually stimulating or emotionally moving—just surviving in a workplace doing something that had no

real meaning to me. I wasn't aware that instead of surviving, I could be thriving!

It wasn't until I became a Recovery Coach and realized I could make a living doing something meaningful that I made that connection.

Someone once said, "If you love what you do for a living, you never have to work a day."

I only understood what that meant once I was able to experience it firsthand.

I enjoy helping people. I love making a difference.

I could begin working and making money doing something I was passionate

about. I could do something for a living that I was excited about.

There is the time benefit.

I know what it is to wake up and not have any drive to go to work and fulfill tasks for 8 to 9 hours a day that had no deep meaning for me. I was simply exchanging my time for money. I was getting up early in the morning, preparing to go to work, commuting to work, working 8 to 9 hours at the job doing something I did not love, and then commuting back home five days a week.

That monotonous daily schedule cost me 11 hours a day. From when I began to get ready to work until I got home and showered and washed that working day off. It cost me 11 hours of my day, 11

hours of my life. Becoming a Recovery Coach allowed me to take the most valuable thing I have: my time.

I was able to sleep in if I wanted to. I took my children to school. I drove my wife to work and did whatever I wanted with my time. I worked 4 hour days and was extremely grateful for the benefit of taking my time back.

Then, there is the significant benefit.

I have worked jobs about exchanging time for money; the entire basis and purpose was making money. Now, we all need money to survive. Money is a very necessary resource, but that was the only purpose of my job.

I wasn't aware that you can work doing something you enjoy passionately and experience incredible feelings of significance.

I was unaware that I could simultaneously experience the incredible reality of being both successful and significant.

Money was my primary motivation for working until I experienced incredible feelings of significance.

I still want to make significant money to live comfortably, provide for my family, and donate money to my church and other courses I am passionate about. The difference is I want to make significant money!

I get to make money while making a difference in people's lives.

I am so grateful for the incredible benefit of being a Recovery Coach today. As a Recovery Coach, I have been in positions where it is very well possible that I was able to play a role in helping save lives.

Do you know how awesome that is? How incredible that feels! To play a significant role in someone's life where it was life and death? How about meeting someone whose life has been destroyed by an addiction? Do you know how awesome it is working with that person and being there to help that person rebuild their life and get to a place they never imagined possible?

What about seeing individuals and families recover and become healthy, loving, vibrant, and thriving together? That is an incredible feeling of significance; do you know how incredible that is?

Let me share one of the benefits of being significant in someone's life as a Recovery Coach.

As a result of being a Recovery Coach and working with individuals and families desperately seeking help, due to the role I was honored to play and the significance in their lives, they keep telling people about me and referring other clients to me.

In turn, I get to make more money helping people as a Recovery Coach, and

I get the opportunity to play a significant role in more and more lives!

If you have ever experienced what I am talking about, you know how fulfilling it is to make a difference in someone's life.

There are many benefits to becoming a Recovery Coach; one that needs to be mentioned is the financial benefit.

One of the limiting beliefs and issues that may need to be addressed is their "money mindset." That is something one can tackle in their professional development process.

I struggled with this myself and had a hard time embracing the financial benefit of recovery coaching. I worked on my money mindset and view on money,

learning, and establishing my worth. I had to answer one question: "How much is an hour of my time, knowledge, experience, and impact worth?"

So, there is the financial benefit where I was able to become financially independent and secure while helping people all over the world.

I have worked for myself for over 22 years, have traveled to different countries, purchased a home, paid for my daughter's college education, and much more. I could do all this while working for myself as a Recovery Coach.

I do not say this in a boastful manner. I want you to know that I was able to experience this, and so can you. I am not promising any level of financial income. I

am letting you know my experience and what is available to you.

Financial independence, financial security, and stability can be reached working as a Recovery Coach. My hope and prayer is that you experience financial freedom as you help many individuals and families reach their recovery goals and win their battle against addiction.

Let's look at the ideal client benefit next.

As a result of hiring a coach, I could focus on who I believed I was better equipped to work with.

What type of client did I enjoy working with the most?

What type of client was I most compatible with, and who could get the most from my style, experience, personality, and so forth?

There is a saying, "If you try to work with everyone and try to help everyone, you will work with no one and, in turn, help no one."

One of the benefits of becoming a Recovery Coach is that I found out who my ideal client is and have been able to find and work with that ideal client, whom I am excited and passionate about working with and enjoy working with. They get the most out of my coaching style, personality, and experiences.

Working with my ideal client allows me to have the greatest impact, charge what

I am worth, and provide the best results in my ideal client's recovery journey.

There's the benefit of doing what I want when I want!

I explained earlier in the book about the initial timetable benefits of becoming a professional Recovery Coach and getting to work when you want to.

This benefit here is taking my time back.

I work whatever hours I choose to work. I work whatever days I choose to work. I went on all of my daughter's school trips with her and her class from the 1st to the 9th grade. Once she went into High School, I wasn't cool anymore! I set my schedule. I am not on anyone else's time

clock. I choose my work hours. I choose the dates I want to go on vacation.

Having my time back to do what I choose with it has been an incredible benefit.

Next is the benefits of working from anywhere in the world/working while traveling benefit.

This is another pretty awesome benefit of being a Recovery Coach. I have been able to attend my events and work while visiting family and friends and work while traveling.

I have been able to attend professional conferences and work with clients as I travel. I have been able to go on vacation and work while on vacation. I have been able to visit family and friends and work

with clients while traveling. I have also been able to visit different churches, attend Christian conferences, and work with clients.

This has been a pretty awesome benefit as I traveled throughout the United States of America and to many other countries and worked with clients while traveling.

Then there's the benefit of making full-time earnings while working part-time hours.

This financial benefit is an absolute blessing!

I can make more money working part-time for myself than I was working full-time for someone else!

As you can see, there are many reasons why becoming a Recovery Coach is beneficial.

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# WHO CAN I WORK WITH?

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THE LIST IS LONG!

**R**egarding recovery coaching, there are various types to choose from. Depending on what you're most passionate about and what direction you are being led, you can choose to work with a specific target group.

Here are some examples below of different types of Recovery Coaches. Each one is unique in its approach and target group. They all cater to different needs and goals. You may want specific training in any of these

as you continue your education and training. If any of these resonate with you, they are all good possibilities.

This is not an exhaustive list; other types of Recovery Coaches are in the field. There may be a target group or an ideal client not on this list that you may be able to add.

Let's explore some of the different types of recovery coaches that you can find.

1. **Addiction Recovery Coach:** These coaches specialize in helping individuals overcome addiction and maintain sobriety. They provide support, guidance, and accountability throughout the different phases and stages of the recovery process.

2. **Mental Health Recovery Coach:** These coaches focus on helping individuals overcome addiction and reach the recovery goals they have established for themselves. They specialize in working with individuals who are dealing with a variety of mental health challenges. They assist in identifying and managing symptoms, building coping skills, and creating a supportive environment for overall well-being specific to this target group.

3. **Wellness Recovery Coach:** These coaches take a holistic approach to recovery, focusing on physical, mental, emotional, and spiritual well-being. They help clients create healthy habits and lifestyle changes that support long-term recovery. This type of Recovery Coach

may be more passionate about a wellness and holistic approach than others.

4. Career Recovery Coach: Addiction can have a devastating effect on one's career. This type of Recovery Coach may specialize in reestablishing the brand, reputation, professional relationships, etc. For those looking to rebuild their lives after facing setbacks due to addiction or mental health challenges. Career Recovery Coaches offer support in finding or re-establishing a fulfilling career path.

5. Recovery Coach Companion and Escort: This type of Recovery Coach is responsible for safely accompanying individuals to and from treatment facilities, support group meetings, or other recovery-related events. They ensure the individual's safety

during potentially vulnerable moments, especially when traveling for different reasons.

## 6. Relationship Recovery

Coach: Addiction and mental health challenges can put strains on relationships. Relationship Recovery Coaches assist clients in rebuilding and improving their relationships with family, friends, and significant others. They specialize in the area of relationships.

7. Family Recovery Coach: These coaches focus on supporting the loved ones of those in recovery. They provide guidance and help for family members of those in recovery. They help the family navigate the challenges of someone's recovery journey.

8. Virtual Recovery Coach: This Recovery Coach may do one or more of the above but primarily works online. They are utilizing apps, Zoom, phone, video courses, etc.

9. Prisons and Institutions Recovery Coach: This Recovery Coach specializes in working with individuals in one facility or another. They may work with the individual and the family, helping them navigate their specific challenges.

10. Adolescents Recovery Coach: This Recovery Coach works specifically and particularly with adolescents. We are helping them overcome addiction and reach their recovery goals. They may also work with individual family members as well.

Again, these are just a few examples of the different recovery coaches available. Each recovery coach brings their unique expertise and approach to assist individuals in their unique recovery journey. Whether people want to overcome addiction, improve their mental health, or rebuild their lives, a recovery coach can help them reach their goals on their path to success in recovery.

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# WHAT EMPLOYMENT OPPORTUNITIES ARE AVAILABLE?

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YOU'D BE SHOCKED!

**R**ecovery coaches, my friends, are making waves in various industries and sectors. These inspirational individuals find employment opportunities in places you might not expect!

Here are some fantastic jobs that recovery coaches are presently employed for. Get ready to be inspired!

The healthcare industry is one exciting field where recovery coaches make a difference. These compassionate souls work hand in hand with doctors and nurses to aid patients on their journey to recovery. From hospitals to rehabilitation centers, recovery coaches provide extra support and guidance that can make all the difference in someone's healing process. They are there to listen, encourage, and empower individuals to take charge of their recovery.

But wait, my friends, the impact of recovery coaches doesn't stop there.

They are also making a significant splash in the corporate world. Many companies recognize the importance of employee well-being and its role in productivity and success. Enter the recovery coach,

bursting with energy and positivity, ready to guide employees toward a healthier and more fulfilling life. These coaches are helping individuals overcome challenges, improve their mental health, and find a sense of purpose.

Imagine working for a company that genuinely cares about your well-being and provides you with a personal cheerleader in the form of a recovery coach. How incredible is that?

And let's not forget the ever-evolving world of addiction treatment centers and recovery communities. Recovery coaches are taking center stage in these environments, becoming an integral part of the recovery process. They share their personal stories, offer guidance, and

serve as a beacon of hope for individuals who may have lost their way.

Whether it's in residential treatment programs or sober living facilities, recovery coaches are using their own experiences to inspire and motivate others to embrace a life of sobriety. But my friends, the reach of recovery coaches extends beyond these traditional realms.

They are breaking barriers and finding employment opportunities even in unexpected places. From educational institutions to community centers, recovery coaches are stepping into the spotlight and helping individuals in their quest for personal growth and transformation. They are creating safe

spaces for people to open up, heal, and discover their potential.

So, if you're considering becoming a recovery coach or are already on this incredible journey, don't limit your possibilities.

The world is your oyster, and endless opportunities await you to make a difference. Embrace the power of your story, infuse it with passion and purpose, and let it guide you to places you never dreamed possible.

Together, let's change lives and inspire others to find their path to recovery.

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# CAN I REALLY START MY OWN BUSINESS?

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WOULDN'T THAT BE NICE?!

**T**he answer is yes; you can start your own Recovery Coaching business!

Building a client base can be challenging for entrepreneurs, but don't worry!! I have ten fail-proof strategies to help you attract paying clients and make your business thrive. So, let's dive right in!

1. Be an open book: share your recovery journey openly and honestly. Being vulnerable can inspire

others to trust your expertise and relatability. Authenticity creates a strong bond and can motivate potential clients to seek your guidance.

2. Leverage the power of social media: harness the incredible reach of social media platforms such as Facebook, Instagram, TikTok, and LinkedIn. You can create engaging content that shows your expertise, from insightful blog posts and motivational quotes to live video sessions. Consistent and authentic posts will attract clients who resonate with your message.

3. Network: attend your area's recovery-focused events, conferences, and support groups. Engage with other professionals, tell them about your services, and exchange contact

information. Connect with counselors, therapists, and others who can refer clients to you.

4. Offer freebies: everyone loves a freebie! In exchange for potential clients' email addresses, provide valuable resources, such as e-books, guides, or video series. This nurtures their interest and allows you to build a targeted email list to market later.

5. Collaborate with others: find professional fields with complementary professionals, like Therapists, Psychologists, Psychiatrists, wellness coaches, and different types of doctors, and let them know what you do and how awesome you are! Let them know you are available to help and provide your Professional Recovery Coaching services

to individuals and families they may come across. You can collaborate on joint programs and or events with them as well. Teamwork allows you to tap into each other's networks, broadening your reach and attracting new clients who might not have found you otherwise. It will be a win-win situation!!

6. Utilize testimonials: happy clients are your best marketing tool! Do not be afraid to ask for testimonials from those you've helped and showcase them on your website and social media platforms. These success stories inspire trust and motivate others to seek your professional assistance.

7. Take advantage of directories: list your services on recovery coach or professional directories in your county,

state, or region. These directories are often the go-to resources for individuals searching for recovery support, making it easier for potential clients to find you.

8. Host workshops and webinars: organize workshops or webinars that provide valuable insights into your expertise. By offering free or affordable resources, you position yourself as an expert and increase your chances of converting participants into paying clients.

9. Stay on top of industry trends: demonstrate a deep understanding of the recovery landscape by staying up-to-date with the latest research, trends, and best practices. Share this knowledge with your audience, positioning yourself as an expert

continuously evolving and staying ahead of the game.

10. Nurture client relationships: a genuine connection with your clients is key. Go the extra mile by checking in, offering support, or sending personalized resources. You'll foster loyalty and encourage word-of-mouth referrals by showing that you genuinely care about their recovery journey. Your clients will appreciate you and share with others how amazing you are!

Congratulations on your journey thus far. I am sure many individuals and families will be impacted by your passion and desire to help them reach their recovery goals!

Now, armed with these ten simple and easy strategies, you are on your way to building a thriving coaching practice that impacts countless lives.

Remember, the road may have its bumps, but with persistence, passion, and the right approach, you'll inspire and guide those who seek your help. Good luck, and continue being a beacon of hope for those in need!

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Here are a few tips:

When starting a coaching business, you must know common mistakes that can hinder your success. Recognizing and avoiding these pitfalls can set you up for a more prosperous journey.

Here are the top mistakes coaches make when starting a coaching business:

1. Neglecting to define a target market: Many coaches fail to identify their target audience and niche. Trying to appeal to everyone often leads to a diluted message and difficulty reaching potential clients. Instead, define your ideal client and cater your services, marketing, and messaging to their needs.

2. Focusing solely on coaching skills: While your coaching skills are vital, neglecting the business and marketing aspects can hinder your growth. Building and managing a successful coaching business requires strategic planning, strong marketing, and business development skills. You can invest time

in learning about sales, marketing, and business management to complement your coaching expertise.

3. Underestimating the power of marketing: Coaching is a competitive field, and without effective marketing strategies, your business may struggle to gain visibility and attract clients. Develop a comprehensive marketing plan that includes online and offline strategy, content creation, social media engagement, and networking. Establish your brand identity and consistently communicate your unique value proposition.

4. Overlooking the importance of building relationships: Coaching is a relationship-based profession. Cultivating solid connections with clients,

colleagues, and referral sources is vital for growth. Invest time in building meaningful relationships, both online and offline. Network, collaborate, and seek partnerships that mutually benefit all parties involved.

5. Chasing perfection instead of taking action: Waiting for everything to be perfect before launching your coaching business can prevent you from getting started. Strive for progress over perfection, and act despite uncertainty or fear. Learn from experience, adjust your strategies, and keep moving forward.

6. Undervaluing your services: A common mistake coaches make is undervaluing their services and charging lower fees than they deserve. Price your services based on the value you provide,

your expertise, and the outcomes you deliver. Remember that clients willing to invest in their growth are more likely to be committed and achieve better results.

7. Failing to prioritize self-care: As a coach, taking care of yourself is crucial. Neglecting self-care can lead to burnout and affect your ability to serve your clients effectively. Prioritize your physical, mental, and emotional well-being. Set boundaries, practice self-care activities, and continue your personal development journey.

8. Ignoring feedback and refusing to evolve: Clients and the coaching industry constantly evolve. Ignoring feedback or being resistant to change can hinder your growth and limit your impact. Foster a growth mindset, be open to feedback,

and continuously enhance your coaching skills and business strategies.

9. Neglecting ongoing professional development: Coaches who stop learning and developing their skills can stagnate. Continuously enroll in training programs, attend workshops, read books, and seek mentorship to enhance your coaching abilities and stay ahead of industry trends.

10. Failing to maintain a client-centered approach: Coaching is about helping clients achieve their goals. Avoid getting caught up in your agenda or imposing your perspectives on clients. Keep the focus on your client's needs, actively listen, ask powerful questions, and tailor your coaching approach to each individual.

While starting a coaching business can be challenging, being mindful of these common mistakes and proactively avoiding them can increase your chances of success.

Stay committed to ongoing learning, building relationships, and providing exceptional value to your clients. With perseverance and a client-centered approach, you can create a thriving coaching business that positively impacts the lives of many.

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# HOW MUCH CAN I MAKE AS A RECOVERY COACH?

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THIS WILL MAKE YOU HAPPY!

**A**h, my friends, let me tell you about the highest-paying jobs for our remarkable recovery coaches. With their unwavering spirit and dedication to helping others, these individuals deserve to be rewarded for their incredible work. So, let's dive in and explore the exciting opportunities that can provide both professional satisfaction and financial success.

In the healthcare industry, my friends, there are prestigious positions where recovery coaches can shine and earn a handsome paycheck.

Picture this: You're working in a renowned rehabilitation center, collaborating closely with doctors and therapists, and playing a pivotal role in a patient's recovery journey. As a Recovery Coach in such settings, you can earn a substantial salary, often \$50,000 to \$80,000 per year. This acknowledges the vital support you provide and recognizes the specialized knowledge and skills you bring.

Now, my friends, let's turn our attention to the corporate world, where recovery coaches are invaluable to forward-thinking companies. These

enlightened organizations understand that the well-being of their employees is paramount, and they are willing to invest in recovery coaches to nurture a healthy and thriving workforce. In these exciting roles, you may find yourself facilitating workshops, providing one-on-one coaching, and cultivating a culture of well-being.

And the compensation, my friends, matches the significance of your impact. Salaries can range from \$60,000 to \$100,000 and beyond, making it a personally and financially rewarding journey. But my friends, the highest-paying jobs for recovery coaches don't stop there. Oh no, not by a long shot! For those who take their passion and skills to the world of private practice, the sky's the limit. Establishing a coaching

business allows you to set your rates and determine your destiny.

With the demand for recovery coaches on the rise and your reputation for transforming lives spreading far and wide, you can earn well into the six-figure range or even beyond. The satisfaction of running your business and knowing that you're making a difference while thriving financially is unparalleled.

So, my friends, as you embark on your journey as a recovery coach, remember that the opportunities for financial fulfillment are abundant. Embrace the limitless possibilities, envision the impact you can make, and create a life that brings you joy and rewards you handsomely. The world needs your passion, dedication, and unique ability

to inspire change. It's time to step into your power and embrace the prosperous future that awaits you.

Unfortunately, there is not one set answer for everyone. Some variables will determine the difference between Recovery Coaches. One of those variables will be, "Who do you work for?"

Whether you work for an organization or several organizations simultaneously depends on where you're located and what target group those organizations serve. Another variable affecting your pay is whether the organization is not-for-profit or for-profit.

If you are working for yourself and have decided to start your own Recovery Coach practice, the question will be, "How

much is an hour or 2 hours of your time worth?"

Another question will be, "Who is your ideal client?" Can they afford what you're worth? Are they willing to pay what you're worth? Many people out there want everything with "no money down"! There are many people out there who want everything free. Many people out there need and are looking for a deal.

On and on, we can go with this. So you see that very significant variables affecting how much money you will make as a Recovery Coach must be considered.

We have Recovery Coaches that charge \$100 a session. Another Recovery Coach charges \$200 a session. Another one charges \$300 a session and on and

on. We also have Recovery Coaches who don't charge anything; they volunteer at their local church or social charity organization in their community.

So, as you can see, it depends on who you work for. Where you are located plays into this, too. What target group are you working with? How much is your time worth, and more?

I highly recommend to the Recovery Coaches I train that they start their own coaching business. That is what I suggest and encourage others to do.

Let me give you a simple illustration and put some numbers out there.

Let's use ten Clients as an example. Ten is an easy number to do the math with

and a realistic and achievable goal. Ten clients.

How long do you think it will take you to get ten clients? The answer may differ from Recovery Coach to Recovery Coach, but answer the question yourself.

So you get your ten clients and charge \$214.00 a session; \$214 is the average rate Recovery Coaches make nationwide.

Ok, you charge \$214 a session, which is a manageable price.

\$214 multiplied by ten is \$2,140.00 a week.

So you are making \$2,140.00 a week, seeing ten clients once a week. Let's multiply that \$2,140 weekly by 52 weeks,

one year. You will earn \$111,280 a year working as a Recovery Coach with just ten weekly clients.

You charge \$300 a session with the same ten clients. That would mean you will make \$3,000.00 a week and \$156,000.00 a year. If you charge \$400 a session with the same ten clients, you will make \$4,000.00 a week and \$208,000.00 a year.

Becoming a Recovery Coach can be very rewarding in many ways. I have trained hundreds of Recovery Coaches and helped them experience the benefits of becoming a Recovery Coach worldwide. If I can do it, so can you!!

Just to let you know, the above illustration is not a promise or guarantee

that anyone will make a particular amount of money.

I am showing you what is possible and available for those willing to do what it takes to reach those goals. Rewards and results are reserved for the action-takers. Those who take action, get coaching, and implement what they learn will be successful Recovery Coaches.

I provide coaching for Recovery Coaches who want to start their own Recovery Coaching business and are willing to do whatever it takes to be successful! You can become a Recovery Coach and get the necessary coaching to succeed! You can start your own business and get to that place where you can fire your boss and reap the rewards and benefits you read about above!

Together, let's soar to new heights and make a lasting difference in the lives of countless individuals as we experience financial success!!

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# WHAT DO I DO AFTER I GET MY RECOVERY COACH CERTIFICATE?

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IMAGINE BEING ABLE TO HIT THE GROUND RUNNING!

**S**tarting your own Recovery Coaching business is one thing you can do immediately after getting your Recovery Coach Certificate!

Building a successful coaching business requires a combination of effective marketing strategies, strong relationships, and delivering exceptional results.

Here are ten impactful ways to attract customers to your coaching business:

1. Define your niche: Identify your target market and specialize in a specific area of coaching. Define your unique value proposition and the specific problem or challenge you can help your clients overcome. This will make your marketing efforts more focused and effective.

2. Develop a compelling brand: Create a powerful brand that reflects your expertise, values, and the benefits clients can expect from working with you. Invest in professional branding elements like a logo, website, and marketing materials that convey your unique approach and the results you deliver.

3. Build an online presence: Establish a strong digital presence to attract clients. Create a professional website that showcases your services, testimonials, and success stories. Actively engage on social media platforms where your target audience is present. Share valuable content and inspirational messages, and engage with your followers.

4. Leverage content marketing: Create valuable and relevant content that positions you as an authority in your coaching niche. Write blog posts, record videos, or produce a podcast to share insights, tips, and strategies that resonate with your target audience. Offer free resources like e-books or webinars to capture leads and build your email list.

5. Engage in networking: Attend industry events, workshops, conferences, and networking groups related to your coaching niche. Connect with other professionals, potential clients, and industry influencers. Form strategic alliances and collaborate with complementary businesses to tap into their networks and gain exposure.

6. Offer free introductory sessions: Offer potential clients free initial coaching sessions. This allows them to experience your value and helps build trust and rapport. During these sessions, be generous with your knowledge and support to showcase your coaching skills and establish strong client relationships.

7. Seek client referrals: Encourage satisfied clients to refer you

to their friends, family, and colleagues. Offer incentives for referrals, such as discounted sessions or additional resources. Word-of-mouth recommendations are powerful, so ensure your clients have a positive experience and are motivated to refer you.

8. Capture testimonials and reviews: Request testimonials from satisfied clients and display them prominently on your website and marketing materials. Positive reviews and success stories demonstrate your credibility and the transformational impact of your coaching.

9. Offer value-packed packages: Develop compelling coaching packages with clear outcomes and added

value. Structure your services to meet your target audience's needs and address their pain points. Bundle sessions with additional resources or access to a client-exclusive community to increase the perceived value of your offerings.

10. Continuous professional development: Invest in your growth as a coach. Stay current with industry trends, attend workshops and conferences, and pursue advanced certifications or training.

Demonstrating your commitment to personal growth and improvement enhances your credibility and positions you as a trusted expert. Building a coaching business requires patience, persistence, and a focus on providing exceptional value to your clients.

Be authentic, build strong relationships, and consistently deliver positive outcomes. By implementing these strategies, you can attract more clients and build a thriving coaching business that makes a meaningful impact on the lives of others.

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Scaling a recovery coach business requires careful planning, strategic decision-making, and a focus on delivering high-quality services that meet clients' needs.

Here are some top ways to scale your recovery coach business on your path to success:

1. Build a strong brand: Developing a solid and recognizable brand is crucial for scaling your recovery coach business. Invest in professional branding, including a well-designed logo, a professional website, and consistent messaging across all marketing materials. Create a compelling brand story that reflects your values, expertise, and the unique approach you bring to recovery coaching.

2. Expand your service offerings: To scale your business, consider expanding your service offerings beyond one-on-one coaching. You can create group coaching programs, online courses, workshops, write a book, or develop digital resources. By diversifying your offerings, you can reach a

larger audience and generate additional revenue streams.

3. Develop strategic partnerships: Collaborating with other professionals and organizations in the addiction and mental health field can help you scale your recovery coach business. Form partnerships with treatment centers, therapists, counselors, and other professionals who can refer clients to your services. Consider joining professional associations and attending networking events to connect with potential partners and build relationships.

4. Leverage technology: Embrace technology to scale your recovery coach business. Utilize online platforms, social media, and digital marketing strategies

to reach a wider audience. Offer virtual coaching sessions to expand your client base beyond your local area. Use customer relationship management (CRM) software to manage client relationships, track progress, and streamline administrative tasks.

5. Create systems and processes: As your business grows, it's crucial to establish efficient and consistent systems and processes. Develop standard operating procedures for client intake, coaching sessions, progress tracking, and communication. This will help you maintain quality, ensure consistency, and free up your time to focus on scaling your business.

6. Train and mentor other recovery coaches: To scale your business,

consider training and mentoring other recovery coaches. Develop mentorship relationships and offer mentorship opportunities to individuals interested in becoming recovery coaches. Have them take the Recovery Coach Certification and work as one of your Recovery Coaches. This will allow you to impact more lives, expand your reach, and establish yourself as an industry leader.

7. Collect testimonials and reviews: Positive testimonials and reviews from satisfied clients are powerful marketing tools. Ask your clients to provide feedback and testimonials about their experience working with you. You can display these testimonials on your website and use them in your marketing efforts to build credibility and attract new clients. Remember, scaling a recovery

coach business is a gradual process that requires dedication, passion, and patience.

Stay committed to delivering exceptional services, continually improving your skills, and adapting to the evolving needs of your clients. By following these strategies and staying focused on your mission, you can successfully scale your recovery coach business and positively impact people's lives worldwide!



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# CONCLUSION

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## BACK TO THE BASICS

**C**ongratulations on getting this far in the book!!

You now know what a Recovery Coach is and that you don't need a degree or prior experience to become one; all you need is your Recovery Coach Certificate (no exams, 5000-word essays, etc. required).

You're in the right place!

You can enter the next Recovery Coach Certificate Course by going to

[rcc.rayramoscoaching.com](http://rcc.rayramoscoaching.com) (type the URL into your web browser.)

Once you've completed the Course, you can begin building your Recovery Coach business as soon as the next day if you'd like. You can do that on your own or let me help you.

Contact me at [rcb.rayramoscoaching.com](http://rcb.rayramoscoaching.com) (type the URL into your web browser) for a free business consulting call.

I hope this book blesses you, and I'm excited to see you in the next Recovery Coach Certificate Course and the Recovery Coach Business Consulting call!!



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## WHAT SOME ARE SAYING

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"S ince taking Raymond Ramos' recovery coach course, my life has transformed. He simplifies complex concepts, making learning enjoyable. His coaching fosters a supportive environment for personal and professional growth. Applying his teachings, I've positively impacted those seeking recovery. Raymond's mentorship has been pivotal in my success as a recovery coach. I highly recommend his training to anyone wanting to make a difference. Don't miss out on this life-changing opportunity!"-J.B.

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"Your dynamic and informative approach transformed my life and career. Since completing your training program, I haven't been unemployed for even a day. The knowledge and skills I gained have been vital as a recovery coach. Your passion and expertise as a facilitator were exceptional, making the content engaging and impactful. Your dedication to creating a motivating learning environment empowered me profoundly.

The practical examples you shared helped me understand the challenges faced by those in recovery. Your ability to explain complex concepts in a simple manner was remarkable. Your expertise

and the comprehensive program were instrumental in my transition to a fulfilling career. I'm incredibly grateful for the positive impact you've had on my professional journey.

Thank you for your dynamic and informative facilitation. Your dedication and passion have truly made a difference. I'm excited to continue growing as a recovery coach, thanks to the solid foundation you helped me build." -R.N.

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"I was honoured to go through Raymond Ramos' recovery coaching course back in 2014. Raymond's teaching of the course was both professional and personal. He gave great attention to detail, and he was able to teach in a way that was

non-judgemental and client-centered. He spoke encouragement into me and guided me to go on and build a wonderful career in helping others.

He has continued to mentor me from afar and given me great counsel to thrive in both my professional and personal life. I have been honoured to go on impacting the lives of many as a result of Raymond's teaching and guidance, and I now manage one of the number one addiction treatment centres in the UK. If you have a chance to go through Raymond's coaching course, I would strongly encourage you to do so; you will be blessed if you put what he teaches into action!" -D.S.

