



**ART OF COACHING PODCAST™ EPISODE 94
CHARLIE WEINGROFF: WHAT IS "FAIR PAY" FOR COACHES?**

Do you have a set income (salary) or is your income variable month to month? How does that affect how you operate fiscally? Now, pretend you have the opposite. How would that change the way you think about your finances?

Who/what determines your monetary value? What is that value? Are you satisfied with that value, why or why not?

Do you know what you make compared to others in a similar position? Does that affect how you view your monetary value? If not, what steps can you take to change that?



Charlie suggests the "100/51/1" rule. He argues that everyone should have 100% of what they need (can't live without), 51% of what they want (cannot be replaced, but can live without) and 1% of what's nice to have (can be replaced and can live without). Under each category, list a few of these items in your life. What direction should these items shift overtime? Why?

Music artist Jay-Z sacrificed a large record deal to own the rights to all of his music. What are you willing to sacrifice for your paycheck? What are you not willing to sacrifice?

What does Brett mean by "periodizing your career"? Why is it important to start with the end in mind? List 5 questions you could ask yourself to start this process below.



Art of Coaching Podcast™

ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



Art of Coaching Podcast™
info@artofcoaching.com



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