

## Client Success Story

*Technology company overcomes mental barriers, resulting in consistent business growth.*

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**Jeff and Kristen White**  
Owners, TH2 Technologies

Jeff and Kristen White worked with GrowthSource Coaching 2009 and 2010. They own TH2 Technologies and service the technology needs for businesses in the Orange County area of California. Clients can focus more on their productivity and profitability instead of their computers. For more information on TH2 Technologies, you can visit <http://www.th2tech.com>.

### **Please give us a snapshot of where your company was prior to working with GrowthSource Coaching.**

We were trying to do too many things ourselves and not working efficiently. We were at a point where we were holding ourselves back. We were looking for a way to grow beyond ourselves and wanted to create a multi-million dollar company. We went as far as we could with our own knowledge and turned to Steve Smith to find additional resources that can help us grow beyond where we were.

We now have a vision that is completely obtainable and foresee it happening much quicker with the GrowthSource Coaching program.

### **What were the main problems/issues confronting you before joining OneCoach?**

A main issue was with us in terms of trying to do everything and facing barriers. We learned to farm out what we aren't experts at and get help in areas where we need help in. I designed our first website and now hired someone who is an expert at creating websites. We've also worked with Steve in creating new marketing messages. We were too busy working *in* the business to see outside the business.

### **What changes or improvements do you attribute to working with GrowthSource Coaching?**

We hired a new employee and revamped our website. We have discovered, from a mindset standpoint that we were holding ourselves back. We wanted to present ourselves as experts and had solid ideas in the past, but didn't have anything factual to back them up. We've started talking with Steve and made some of the ideas that we've had come to fruition.

Our goals are much more attainable now. We set labor goals and since we've been with GrowthSource Coaching, we had our single biggest labor-producing month and have been hitting those goals each month consistently.

**Can you give us a specific example of some type of an achievement or measurable outcome that you were able to accomplish as a result of working through this process?**

In May before we started with Steve, we did just barely \$12,000 in revenue.

In June after working on our mindset, we did over \$20,000.

In July we continued our progress at \$20,000.

In August, after continuing working on our mindset and vision boards, we did \$32,000.

**What part of GrowthSource Coaching and Steve's coaching process did you find most valuable to you?**

Working on our mindset has been a critical piece to our growth. Asking if we are thinking positive or negative thoughts has been huge on getting us to focus on the right things.

Doing Daily Neural Reconditioning has also been huge in our mental growth. We've created a vision board with affirmations and have been hitting our business and personal goals. We are now working towards other goals that we are trying to achieve.

We have just scratched the surface with our marketing efforts. Getting Steve's input and ideas have also played a massive role with helping our website redesign.

**Were there any 'Light Bulb' moments that came out of working with Steve and GrowthSource Coaching and created mental shifts about how you were running your business?**

The biggest thing for us is that we've been a barrier to our own success as a result of our poor mindset. We had a number in our heads that we wanted to make and we've been making a little over or under that amount over the last few years. We realized that we put that limitation on ourselves so now we're in the process of reprogramming a new revenue goal from \$100,000 to \$1,000,000.

We've finally written a business plan and have received accountability from Steve in writing that plan. We've looked at how much money is being spent in marketing and how much effort we're putting towards marketing. There are so many places in our business in which we can implement what we've learned.

**What would be your strongest recommendation to encourage anyone considering joining GrowthSource Coaching?**

We've looked at different coaching businesses and when you look at the overall value that GrowthSource Coaching provides, it's exactly what any business owner is looking for. We don't have to necessarily rely on ourselves; we just need to know where to go for the answer and that is with Steve Smith.

If you're not getting the success you want, there are reasons why. The coaching process will uncover why you're not getting the results you want. It's a combination of the 'how' and 'why' that makes such an impact. It's a necessity for your business such as having a good IT professional, accountant, and attorney. You need a good coach.

It's amazing to have someone walk in the journey with you and build success out of it. It works.

Want to get results like this? Visit the home page of [GrowthSource Coaching](#) and sign up for a complimentary Business Strategy Evaluation with a professional business coach who can help you determine the exact areas where you need to focus to get the results you want.

For more *Success Stories*, go to <http://www.growthsourcecoaching.com/GSC-Client-Success-Stories.html>