



Purpose and Profit - Coaching for Social Enterprises

Skill – Experience - Understanding

Running any type of business, including a social business such as a Community Interest Company can be challenging and sometimes isolating. I know that with the right help and guidance from someone who has been there can be a game changer.

From 2021 to 2025 I was a Founding Director of a social enterprise called Love Community CIC. It was an opportunity for me to experience the process of setting up the company with fellow Directors. During my time there, I helped with creating a business plan, raising funding for pilot projects and dealing with challenges and opportunities at our regular Director meetings.

I have coached and mentored over 40 social enterprises around a variety of topics.

What type of people I work with...

If you are involved in running a social purpose business I can help.

You may be a Director, or an employee, you may work with others, or you may work alone. I have worked with people who have been in the early stages of planning to set up a social business and have worked with those who already run one. I have helped people at all stages of their social business journey.

I have delivered coaching and mentoring to numerous social entrepreneurs over the years, these include:

Ruth Hobbs – Director - Somerset Parent Carer Forum CIC

Marsha has supported us to reflect on our vision and where we want to go as an organisation. Helping us to understand what we need in place to grow and how to cut out areas which are not the best use of time. She was supportive of us making changes during the pandemic which brought additional challenges to all of us. We are very grateful for the help she gave us.

Ximena Alarcón-Díaz, PhD -Sonic Migrations Artist – Researcher

<https://www.ximenaalarcon.net/>

In each of the mentoring sessions with Marsha I felt incredibly supported. I was invited to have defined goals per session, according to my needs. I regained trust and enthusiasm for my work, raising awareness about my skills. I gained clarity about how to communicate these to

potential clients to have a sustainable income besides grants. Marsha was a very good listener, offering clarity and nonjudgemental support that I needed. I am very grateful for this mentoring opportunity!

PK Kulasegram – Director - Simply Equality CIC

We approached Marsha feeling stuck—full of big ideas for Simply Equality but unsure how to take the next step. We specifically wanted support from someone who truly understood the social enterprise space and the barriers we face as disabled business owners.

Working with Marsha was everything we hoped for and more. She brought deep knowledge, warmth, and a genuine commitment to our success. Her mentoring was accessible, empowering, and often delivered with humour, making the process feel both human and inspiring. Marsha equipped us with practical tools, clear strategies, and fresh perspectives that helped us rethink our marketing, develop a financial model that fits our needs, and grow with confidence. Thanks to her support, we've not only moved forward—we've secured grant funding and built a stronger, more sustainable business. We're incredibly grateful for her guidance and the belief she showed in us throughout the journey.

Rebecca Founding Director – www.pulseonprosperity.com

“I cannot recommend Marsha enough she really helped me see what was possible when I understood how the Social Enterprise sectors works. The information was so amazing. Thank you”.

Top 3 Problems and Key Benefits.

1. Deciding if and how to set up a social enterprise, ensures correct choice for each person
2. Finding it hard to scale up, learning about how to create a funding approach reduces pressure and increases income
3. Feeling you are alone, having a space to explore challenges and have accountability for actions can help

One to one coaching (6 session) packages

All my services are offered in person, at my coaching room in Newton Abbot, Devon, or online. Each session is 60 minutes long and usually delivered fortnightly. I run these on Mondays and Friday mornings.

All prices include access to a library of tools and resources that I will share with you throughout your journey with me.

Prices are not subject to VAT.

One to one Coaching.

The Six Session Sprint – a focused journey of 6 sessions – £720.00

Packages below are for those wanting support for a longer period: The prices shown include a saving based on my standard one session price of £130.00.

The 6 month partnership (12 sessions) for longer term reflective coaching includes email support in between sessions £1,320 (£240 saving)

The 12 month partnership (24 sessions) for deeper coaching, often working on both personal and professional development needs. Includes email support in between sessions - £2,400 (£720 saving)

I will ask you for information about your individual needs for coaching at your free chemistry conversation, you can read more about this here.

Coaching Packages

I have created two packages of support, one is for people who are brand new to setting up a social business, and one is for people who are seeking help with growing their social business through funding and investment. Both include emails between sessions and access to resources.

£750.00 fixed fee

1. **Start up program**...understanding and choosing the right governance structure, creating core policies and knowing the regulations, high level business planning, vision, mission and values, funding avenues and service project design.
2. **Funding and investment program**...in depth funding mentoring, including conducting a high-level audit of the funding you have already secured, or are planning to secure, creation of a clear action plan and next steps to help you raise finance through grants, online or social investment /trading.

Bespoke program tailored to your needs....through discussions together about your key aims and challenges, I can create a bespoke program of coaching for you. Cost - £850.00 fixed fee.

Summary

I help social entrepreneurs who feel overwhelmed, isolated, or unsure how to grow their impact-driven business.

If you're struggling to make sense of governance, funding, or marketing—and want to build a sustainable enterprise with confidence—I'm here to support you.

What makes me different is that I've been in your shoes. As a former Director of a social enterprise, I understand the practical and emotional challenges you face. I combine lived

experience with years of coaching and mentoring to help you navigate your journey with clarity and purpose.

Because of this, my clients leave our sessions empowered, better resourced, and with a clear plan to grow their business—on their terms.

Let's unlock the potential in your purpose-led enterprise.

Contact information:

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