

**Do you need a  
Business  
Coach  
or  
Consultant?**



**You need a hybrid of BOTH  
and that's what I do!**

*Virtually Debbie*



# You're Struggling

**You've been in business for a little while now but find it hard to navigate the messy middle.**

**You need professional advice to help you to take it to the next level.**

**But who do you hire a coach or consultant?**

**What's the difference?**

*Virtually Debbie*



# The Business Coach

The Inside-Out Work

**Coaching** is about who you are.

It transforms you from "owner" into a leader. You become the CEO.

We partner together to get you to:

- Trust your gut
- Stop doubting every move.
- Own your decisions

**You stop asking for permission**

*Virtually Debbie*



# The Business Consultant

The Outside-In Work

**Consulting** is about how the business runs.

**I give you** the answers you're missing.

- Give you clear options
- Fix your pricing
- Build the roadmap

**You have winning blueprint**

*Virtually Debbie*



# The Gap

Why one is not enough

**Coaching alone:** You get a beautiful vision but zero profit.

**Consulting alone:** You get a great strategy but end up burnt out.

You can't run a business with just a "vibe," and you can't survive a business that's just a "machine."

*Virtually Debbie*



# How it works:

## Your Offers

**Coaching:** Helps you decide what to offer and why.

**Consulting:** Turns that idea into a workable offer.

You get an offer that works for you and makes sense to buyers.

*Virtually Debbie*



# How it works:

## Your Pricing

**Coaching:** Clears the mental block about charging more.

**Consulting:** Sets the rates based on the market and your experience.

You have prices you can say out loud with confidence

*Virtually Debbie*



# How it works:

## Your Messaging

**Coaching:** Helps you to simply say what you actually mean.

**Consulting:** Packages those thoughts so your audience actually gets it.

You sound like a human, not a generic AI bot.

*Virtually Debbie*





# How it works:

## Your Sales

**Coaching:** Helps you stay human and connected, not desperate or icky.

**Consulting:** Provides structure so the conversation has a purpose.

You help people decide without the "salesy" vibe.

*Virtually Debbie*



# How it works:

## Your Mindset

**Coaching:** Helps you spot self-doubt before it stops you

**Consulting:** Helps you fix what's creating the stress

You feel stable because the business is finally clear

*Virtually Debbie*



# The Hybrid - How I Work

**I adjust to what you need.**

**I coach** when reflection is needed.

**I consult** when decisions are needed.

**That's the difference.**

**You're never left guessing.**

*Virtually Debbie*



**Are you ready to get  
the help you need?**

**You need clearer decisions and  
real support while you make  
them.**

**Coaching and consulting  
together fill that gap.**

**DM me "HYBRID" and let's see if  
we're a good fit!**

*Virtually Debbie*

