

MICHAEL VIANE

CERTIFIED FOCALPOINT BUSINESS COACH



I provide a complimentary 20-minute assessment for business owners so we can identify each business owners ultimate goal and the constraints that might be holding them back. This includes a strategic business review to determine if I can provide the resources and tools to achieve their goals and make certain we are a good fit.

(818) 318-3563 or
mviane@focalpointcoaching.com

I believe that every small to mid-size business can thrive but not every business owner has the tools to do it themselves. I became a FocalPoint Business Coach because I am passionate about working with business owners and leaders to provide them with the proper tools to propel their businesses to new heights. Whether you are looking for growth, strategic planning or moving from “survive” to “thrive,” my broad experience and perspective combined with your desire to engage will create the clarity you need to optimize the opportunities around you. Together, we will focus on topics such as time, team, money, and strategic planning to reduce frustration and bring balance to your life.

“Empowering small to mid-size business owners to optimize opportunities and achieve new heights.”

WHY FOCALPOINT?

I chose FocalPoint for its preeminent culture and forward-thinking values. It is comprised of a global community of certified coaches who support and uplift one another to create a working environment conducive to personal and professional growth.

Supported by FocalPoint’s solid structure of tools, resources and its proven curriculum, I tailor each program to meet the specific needs and goals of my clients. I enable business leaders to clarify their goals, improve effectiveness, sustain and perpetuate company growth, enhance leadership skills and make better, more impactful business decisions.

I have worked for large, medium, and small size companies over the past 30 years. Having worked through a myriad of challenges and turbulent times I am able to:

- *Pinpoint the most effective solutions and reimagine strategies.*
- *Eliminate uncertainty and reduce stress & frustrations.*
- *Create a work/life balance that aligns with my clients’ true values.*
- *Create a coaching relationship built on mutual trust and understanding.*

WHY USE A BUSINESS COACH?

People use business coaches for a variety of reasons, but at the end of the day, it comes down to creating clarity and eliminated uncertainty to move your business forward. Some reasons to hire a business coach include the following:

- *Are unable to realize business revenue growth*
- *Identifying your ideal customer*
- *Need to create buy-in that aligns employees with company goals*
- *Would like to increase productivity with staff and processes*
- *Want to build brand loyalty and increase sales*
- *Need to improve leadership within your organization*
- *Are working too many hours and there’s not enough pay-off.*
- *Looking for an exit strategy*

“I would highly recommend Mike for business coaching because there’s no hidden agenda. He gives you everything he has and wants to see you succeed as his payoff. His coaching guidance was priceless in the life changing investment decisions I have had to make to become successful.”

David Johnson,
Fitness Industry Executive

WHAT TO EXPECT FROM COACHING SERVICES

1. I provide all clients with an in-depth behavioral assessment.
2. I create a coaching program tailored to your specific needs using FocalPoint's proven curriculum.
3. We set weekly, biweekly or monthly meetings to begin this process.
4. We identify the constraints and frustrations within your company so we can set goals, leverage strengths, and increase the effectiveness of your daily activities.
5. End Result: With consistency, over time, you can look forward to growing your overall business, removing the constraints that were holding you back, and creating a healthy work/life balance.

IDEAL CLIENTS

- *Small to mid-size business in California*
- *Small to mid-size movie theatre owners across the U.S.*
- *Small to mid-size distributors*
- *Entertainment Industry services and vendors*
- *Executives seeking to improve leadership skills and create a better work/life balance.*

"Mike is a great communicator. He's very thorough, has great follow up skills, he understands what you need and gets right to the heart of the matter to get it done."

Shari Hardison,
Film Distribution Executive

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"Every coaching experience I bring to my clients is influenced by their needs and goals. My role is to curate the coaching program and then surround them with the support they need to achieve those goals."

CERTIFICATIONS AND PROFESSIONAL ORGANIZATIONS

- FocalPoint certified Business Coach
- Northwestern University: Kellogg School of Management: "Mastering Sales," 2022
- Harvard Business School' Online: "Leading with Finance," 2021
- Bachelor of Arts, Corporate Communications, Skidmore College, NY.

Provisors, Universal City; Member

Greater Conejo Valley Chamber of Commerce, Member

Will Rogers Motion Picture Pioneer Foundation, Board Member

Variety, the Children's Charity of Southern California, Past Grants Chairman

BUSINESS BIO

FocalPoint Business Coach Michael Viane is a Business and Executive Coach who works with small to mid-size entertainment companies to successfully guide them through the challenges that arise in their companies and industries. Michael has spent the bulk of his career building cohesive teams with strong leadership with the objective of aligning business excellence and financial success with an equally healthy work/life balance for its owners and staff. With 30-years of experience leveraging opportunities for large to small entertainment companies, he is a business strategist who brings a positive, no-nonsense, forward-thinking approach to move his clients past any roadblocks that are holding them back. Working alongside them, he offers guidance and direction to move forward, reimagining their capabilities so they can take advantage of whatever opportunities exist in their marketplace. By offering proactive guidance, direction, and optimized skill-sets to each client, he is able to build great business leaders while strategically advancing their companies to new record-setting heights. Michael is married with three children and enjoys golf, hiking, and live music.

"Mike is a consummate professional who acts with integrity and class in everything he does. He is a rational and sound thinker, he's intelligent and analytical and uses his gut instinct and years of experience to resolve situations in an exemplary manner. He has a great reputation in our business."

Shaun Barber,
Entertainment Industry,
Executive Vice President

"Mike Viane is incredibly approachable, very intelligent and relevant on every level in today's marketplace. He is also somebody who is trustworthy and dependable and committed. I've worked with him for a few decades and he's the friend that we all want to have."

Michael Alvarez,
CEO, P3 Global Services

FocalPoint
Coaching & Training Excellence