



## MD turned Entrepreneur

*"I have the ability to live my life long dream of running my own business, whilst contributing to my personal and professional growth"*  
- Darryn Le Grange

Darryn always wanted to run his own business, it was just the question of what business it would be? At the time he was the MD of Blue Security, which came with high stress levels and long working hours, that was never going to end. He was growing tired of the stress and started looking for solutions.

Darryn first joined ActionCOACH as a client of Marlene Powell's, and realized business coaching was his passion.

Looking into ActionCOACH, Darryn saw that he was able to run his own business, work with people and make a difference in their lives which is what he has always enjoyed doing.

Going through his Journey of discovery of becoming an ActionCOACH, meeting Harry, what the business has to offer and seeing the other franchise partners happy - becoming a business coach was a complete no brainer for Darryn.

Coming from a tough background Darryn has always worked hard to get where he wants to be and this wasn't going to change having joined ActionCOACH.

Within his first 8 months Darryn won the South African Rookie Coach of the Year and following that the Global Rookie Coach

*" Joining ActionCOACH was about the satisfaction and pleasure that the opportunity offered, it was a way to have my own business, work with people and make a difference in their lives."*



of the Year, which were his two main goals he wanted to achieve. It's not the award that he was going for but the goal of having to make a massive impact and difference in the lives of his clients and community. That's what it was about for Darryn.

With ActionCOACH Darryn had the ability to live his life long dream of running his own business and it has contributed to his personal and professional growth and development in a major way.

Today, Darryn runs a successful firm with his two super star business coaches Deborah Coskey and Wendy Richards.

Deborah was initially Darryn's Business Developer and in 2015, attended training and became a Business Coach, and has since then won numerous awards similar to Darryn.

Wendy joined Darryn's team in 2017, and is already making a massive impact in the community. Watch this space.

### POSITION BEFORE COACHING

Where do I start explaining the awesome journey I've been on for the last 18 months....

There I was, stressed, under pressure and alone with no-one to turn to. My wife read an article about a business coach Darryn Le Grange and said to me "you need to go and see this guy". "I have enough on my plate to worry about, now you want me to waste time seeing some guy who is going to stand there and wax on lyrically about the theory of business" was my abrupt reply.

Thank God, I took her advice and booked to go to one of his free seminars. I clicked with my coach the moment I walked through the door. He was down to earth, logical and confident he could help. During the seminar they explained their simple framework they take you through and how they will one day guide you to owning a "profitable enterprise that runs without you". I do remember sniggering at the bit about running without me but I was just happy to sign up for a profitable enterprise.

### POSITION AFTER COACHING

Well now we sit 18 months later and my business has turned around so dramatically I could not have imagined the success. We have doubled the initial stretch goals I had set with my coach during our first consult and I know we are just warming up. As far as the business running without me well although there is a long way to go I can see that reality firmly in the distance, in fact I'm planning on it! In the meantime I've worked a few recreational hours into my busy week and still get through my tasks comfortably.

### HOW LIFE HAS CHANGED

Finally bigger than any of the business success are the changes that have occurred in my personal life. Firstly is the fact that through the coaching process I have quit smoking after having the habit for over 20 years. It's early days as I only quit 6 weeks ago but I can tell you that after initially thinking it was totally impossible (as I'm sure many smokers can relate to) I'm cured and have no desire to smoke ever again. I have become an avid reader after spending the first 40 years of my life a total non-reader.

The last change has been my wife's favorite and that is that I spend more quality time with my family.

Stress....a thing of the past. The secret....get a coach that holds you accountable to working on your business and get out of focusing on the day to day operations.

Thanks ActionCOACH!

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At the South African Business Excellence Forum and Awards in 2017, Dean Horn and his team won two awards, The Fastest Growing Company and The Best Wholesaler/Retailer award.

With Darryn's help Dean grew his business by a massive 29 000% and still continues to grow and improve his business.

Business: Super Tyres Group  
Business Owner: Dean Horn  
Coach: Darryn Le Grange

