



Jan Mohamed

Contribution and service are at the heart of everything Jan does.

Abundance, gratitude, and contribution are three words that characterize Jan Mohamed's approach to the world.

After growing an extraordinarily successful business through his own participation in the Strategic Coach® Program, Jan loves coaching for the opportunity it gives him to make a difference to others. "The Program makes people more open, available, and flexible in the way they run their lives," says Jan. "It makes this a better world and makes me a better person when I'm coaching these concepts. The people I have the pleasure of associating with — I feel just blessed and overwhelmed that I'm even able to be in that group."

Jan sees tremendous value in the exchange with the other motivated, future-oriented entrepreneurs who share his positive attitude. "I've only missed one workshop in all the years since I started, and when I went back six months later, I realized I'd lost a lot of the direction I'd had. And my staff couldn't wait for me to go. When I got back to the office, they said, 'It's great to have Jan back!'"

As a young man, Jan got into life insurance and quickly acquired training and credentials beyond his years. He developed a friendship with his manager, and when the company complained about the manager's numbers and threatened to move him, Jan asked, "Why don't we leave?" This was the beginning of his entrepreneurial career.



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“You almost have a sixth sense about what you’re supposed to do and not supposed to do. Everything I do in life is kind of a game, and if it didn’t work out, I wouldn’t be devastated. I’d still get up in the morning and work my way through it to find the positive in the end.”

Jan is quick to credit the people who inspired him to approach the world with this outlook. “While still working for the post office, my dad founded a credit union the year I was born and was its treasurer for 49 years. That was pretty entrepreneurial, but I didn’t realize it until a long time later. And my mother did a lot of work in the church. She was the number one volunteer and was very successful — very enthusiastic and outgoing, very ‘not me’ oriented.”

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Like many entrepreneurs, Jan has a healthy competitive streak, which is what led him to Strategic Coach®. “I was running in St. Louis with a friend of mine,” Jan says. “He asked me where I wanted my business to be in three years, and I told him. Then he told me his goal — and it was far bigger. I stopped running and said, ‘Wait a second, I’m doing more business than you and I have a bigger staff. What’s the difference, that you’re going to do twice as much business as I am?’ He told me, ‘I’m in a program called Strategic Coach, I’m on track to meet my three-year goal, and that’s all I can say.’ So I went home, I called up, and I was in the Program about a month later.”

Soon Jan found he was getting more done and felt more able to make good decisions about bigger opportunities. “Strategic Coach gave me a new way of looking at the world so I could handle almost any particular situation,” Jan says. When a friend offered him the chance to buy an office building together, he took it — but two weeks before they were to close the deal, his friend had to back out. “Only because of Strategic Coach, because of the ability it gave me to think about things, was I able to find somebody else to come into the deal with me. Today I own the building, and our name is right up there on a lighted sign — I never would have envisioned that kind of scenario before.”

This decisiveness extended to his home life as well. “I gave myself permission to stop working all the time, always having the computer on at home or taking work on vacation,” Jan says. “Without the Coach, I wouldn’t own the house I do now — a historic house that’s about one hundred years old — I wouldn’t have hired my second person and several people after that, and it’s enhanced my wife’s and my ability to communicate. We went to high school together — we had great communication. But it gave us a tool to talk about things that weren’t as easy to talk about.”

Jan’s business doubled after he started in the Program, and he figures it’s more than doubled again since, earning him the “Top of the Table” distinction as a financial professional. Through his company, ConfidentVision, he helps small business owners and professionals build strategies to reach their dreams. And, following his mother’s example, he’s also active in his church — volunteering, sitting on boards, and running services like a debt elimination program. He thrives on being active: “Whenever there’s something going on,” he says, “call me!”

“I’ve brought in the team for the future, so my goal for the next seven years is to build the business to the point where it can go on without me, and these people could continue servicing my clients well after I’m gone. I don’t plan to leave, but I’d like to be recruiting the next generation of players who want to take this business to the next level.”

“I’m grateful for all the gifts I’ve been given,” says Jan. His goals for the future are all about giving back — mentoring people and helping them develop. “Money doesn’t buy you satisfaction, and it doesn’t make you fun. The times when you have the warmest feelings are when you’re making a contribution to someone. I guess I’ve got a servant’s heart.”

For information about Jan Mohamed’s upcoming workshops, see: <http://www.strategiccoach.com/workshops/upcoming>