

Melissa Stefano

Coach. Agent of transformation.



At your service.

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About

I began as a dance teacher.

I built a dance school which, under my charge, turned over more than a million dollars a year.

Since day one, I've had a passion for helping people to be their best, to perform above all expectations and to love life. And I've built a powerful tool kit to help people grow their businesses and flourish doing so.

Now, as a business, transformation and life coach, I cultivate leadership and inspire change. I help my clients connect with a deeper state of power, motivation and excitement about the future.

We're navigating challenging times on a local and global level. For many, Covid has brought about change in our personal and professional circumstances. Many have experienced exhaustion and burn-out. Through heart-centred coaching, I help professionals, innovators and leaders find meaning and insights in their experiences and enable them reconnect with their forward path.

Quality coaching provides a foundation of success for so many different kinds of professionals, as well as creative and entrepreneurial practitioners. I've now educated and coached over 20,000 students and clients. I'm nationally and internationally accredited, and will qualify to be in the top 5% of Master Coaches in 2023.

I offer my services remotely. I'm available across a range of time zones and have the capacity to travel interstate or deliver in-person programmes on request, allowing you to benefit from a combination of online and face-to-face delivery of training.

I love what I do. And I look forward to helping you, your business or organisation and make your people realise their potential - and beyond.



Transformation is a strategy for sustainable change and outstanding performance in a corporate or business environment.

- Melissa Stefano



Coaching Services

I work as an agent of positive change and help people engage in deeply meaningful and purposeful work.

I tailor my coaching and mentoring in the form of insights, support, accountability, and guidance regarding my clients' professional, entrepreneurial or creative journeys. This creates a range of opportunities for my clients to improve their overall leadership, performance and wellbeing.

I help clients restructure their daily routines, develop their weaknesses, leverage their strengths, and provide strategic advice for high performance and effective leadership. Through one-to-one coaching sessions, I hold them accountable for the implementation of their learnings.

I inspire, motivate and encourage my clients to be the best version of themselves possible. I work with them to become a more resourceful, resilient and confident individual.

Since my own cancer experience, I've also established a social enterprise that encourages people to experience cancer in a confident manner, rather than being deluged by the negativity that currently exists around cancer. I take a positive approach to life and help others do the same, using every experience to learn, reflect, examine areas where we get in our own way and grow beyond our own perceived limitations.

'Mel's coaching has been more holistic and effective than any programs or coaching I have received before. She approaches you with absolute respect, and holds space as she guides you through the processes. She is intentional and dedicated to your unique circumstance, values, abilities and outcome goals. She will help you expand your vision with clear applications and necessary self-growth and leadership. I cannot recommend Mel enough as a professional coach.'



Innovative training, workshops and seminars

With my creative flair, advanced communication presentation skills and performance background, I'm able to deliver training, seminars and workshops in a unique way. I bring my passion for creative expression and engagement into the training environment and help my clients to build clarity, confidence and a sense of purpose to their sales, marketing and strategic presentations.

Through practices that include stagecraft, voicework and compelling storytelling, I help my clients to showcase their talents, develop creative flair when engaging with audiences and stakeholders to inspire action, investment and support.

This enables them to present their best selves to business, creative and investment markets and audiences. It enables them to build new pathways and step forward with confidence on their chosen path.

'After our first meeting I gained clarity around my brand, and set plans in motion for the upcoming year. Mel helped me get clear about the next steps so that I can become the force in this world I am destined to be. With her guidance, I have a renewed passion and purpose for where I see myself heading in life.'



Building business momentum and championing change

My ability to help businesses grow in scope, scale and profit is part of my unique coaching skill set. I've got a strong entrepreneurial mind set, and my ability to help organisations build their business offerings has been evident since I led Abbotsleigh's in-house dance program, where revenue and participation doubled each year.

Through the development of my social enterprise, Cancer Confidence, I've already brought in over a million dollars of in-kind donations by people inspired by my vision for a better experience for those diagnosed with cancer. I have the right mind set to help others maximise their opportunities, build strong personal and professional relationships, and help people to grow their own audiences, supporters and fans of their work.

I work as an agent of positive change and help people engage in deeply meaningful and purposeful work.



Testimonials

Bianca Board — Founder of Womankiind. Artist. Graphic Designer

When I met Mel, I was at the lowest point of my life. It saddens me to look at photos of myself back then, I was a shell of my true self and barely holding it together with sticky tape. I had been in a toxic relationship for 8 years and was running two stressful companies leading a team of 22. Mel provided relationship, executive and life coaching all at once and has given me life-changing tools that I still use on a daily basis today. With her unique guidance, love and support — and bold truths that challenge my way of thinking — I've emerged a new woman much closer to the real me. I've simplified my life, eliminated relationships that don't serve me, strengthened others that matter most, dropped 20kgs and am on my way to designing and living my dream, on purpose, life.

Katrina Fox — Founder of Vegan Business Media and Vegan Women's Leadership Network.

Melissa has an extraordinary knack of cutting through the drama and story we often create in our lives to quickly get me unstuck and ready to move forward. Whenever I'm in a funk or feeling overwhelmed or not sure which direction to go in, a call with Melissa helps me get clarity and a fresh perspective. She has the rare quality of being highly intuitive and I feel like she really 'gets' me. Because of this, I experience bigger breakthroughs. If you want to truly make a positive impact in what you do, you want Melissa as part of your team.

Frank Farrugia — Same Love Photography and Frank Farrugia Photography.

Small business can be testing at times and working alone can make it even worse. Melissa's enthusiasm and extraordinary ability to listen, dissect and reassemble problematic times into a logical, future affirming ease is the very reason why my processes in work and life simply work better. Melissa is my 'go to' whenever I'm feeling inundated, unmotivated or in a general rut and it doesn't take long for me to escape the shackles of my brain to see and realise there are other ways of seeing.

Laura Jane Hall — Founder of the Children’s Advocate | Plexus Leader. Global

Mel has been a teacher, coach, mentor and friend for over 20 years. From day one, Mel entered our relationship, in all capacities, with a mutual respect for the value and strengths we each had to offer. My first experience with her as a teacher and mentor taught me about dedication, commitment and leadership. I learnt that confidence and humility can coexist and are, in fact, a power couple! From this, we have moved through multiple seasons of our friendship and through all of them she has been a steady source of love and life. She has consistently drawn out my strengths and helped me recognize and acknowledge my areas of fallibility and how to grow through them. Most recently, Mel has been a business coach for me. Her coaching has been more holistic and effective than any programs or coaching I have received before. She approaches you with absolute respect, and holds space as she guides you through the processes. Her work has helped me stretch the boundaries of possibilities and realise how limiting a negative thought life can be. She is intentional and dedicated to your unique circumstance, values, abilities and outcome goals. She will help you expand your vision with clear applications and necessary self growth and leadership. I cannot recommend Mel enough as a professional coach.

Amanda Hayes — Vibrant Living. Australia

I needed some help with the direction of my business, to escape from the maze. Not only did Mel help clarify my vision but she also helped me articulate my values, which underpin all I am trying to achieve. Mel’s deeply intuitive approach, her ability to ask the right questions and challenge my thinking were invaluable in finding my path.

Uschi Howard — Director at The Travel Compass & The Travel Authority

It’s been a privilege and an honour to work with Melissa since 2010. It never ceases to amaze me, how Melissa manages to dissect and refocus even in the darkest hours. Her ability to change perspective is uncanny and has produced amazing results every time. Melissa will help you re-evaluate, re-focus or simply reboot your life by guiding you to approach whatever issue you might have from a different angle. Ultimately it will be you, who will find the right path, but with Melissa’s help this process will become so much easier.

Ali Williams-Hodgson — Founder of Raw and Completely Beautiful and The Self Love Project

Before my session with Mel I was approaching my business a bit like a two year old who threw their dinner all over the floor after a tanti! Lots of enthusiasm but also overwhelm with no strategy in place. After our first meeting I gained clarity around my brand, and set plans in motion for the upcoming year. Mel helped me get clear about the next steps so that I can become the force in this world I am destined to be. With her guidance, I have a renewed passion and purpose for where I see myself heading in life.



Credentials

International Coaching Federation, Professional Certified Coach, 2011-2021

Certified Practitioner of Neuro-Linguistic Programming (NLP), The Coaching Institute, 2012

Certified Practitioner of Deep State Repatterning, The Coaching Institute, 2012

Diploma of Coaching, The Coaching Institute, 2013

Advanced Practitioner in Life Coaching, The Coaching Institute, 2013

Certificate IV in Business, The Coaching Institute, 2013

Extended disc Behavioural Profiling, Joe Pane Coaching and Training, 2013

Certificate IV in Life Coaching, The Coaching Institute, 2011

Graduate Certificate in Event Management, University of Technology, Sydney, Australia 2009

Double Major Drama & Dance, Australian College of Entertainment, 1998

Mental Health First Aid, Mental Health First Aid Australia, 2020-23



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