



Coaching as an Industry

The coaching industry is firmly established and growing fast. At the end of 2006, the International Coach Federation (ICF) conducted a global survey with respondents from 73 countries that estimated the following:

- There are at least **30,000 coaches operating worldwide**
- Two-thirds of the respondents to the ICF survey were female
- The vast majority (86%) of coaches have been coaching 10 years or less
- Coaches spend **63 million GBP per year on professional development**
 - 95% of coaches have received coach-specific training
 - 39% of respondents coach full time
- The largest cluster of coaches (nearly 39%) were between 46 and 55 years of age
 - The majority (56%) of coaching clients are female
- The majority of coaching clients are between 38 and 45 years old
 - The **average revenue** generated by a full time coach is:

Globally:	41,548 (GBP)
Europe:	46,960 (GBP)
United Kingdom:	56,277 (GBP)

The survey, by Pricewaterhouse Coopers, also estimated that the **revenue generated by coaching globally is 754 million (GBP)**. For further details of the survey and its results, check ICF's website:

www.coachfederation.org/ICF

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