



**coaching**  
with  
**substance**  
your solution  to addiction

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# Vision, Mission and Goal



## VISION :

Eradicate the negative and harmful effects of addiction issues and addictive behaviours, one client at a time.

## MISSION :

CWS provides a structured and inspirational coaching environment where individuals can embrace sobriety, realise their full potential and re-create their life.



## OBJECTIVE :

Our goal is to work with clients so they can halt the process of addiction, improve their life skills, reclaim a sense of self-worth and achieve long term success and happiness in recovery using spiritual values of love, faith, hope, forgiveness and compassion.

Former ice addict  
here to help out



Now, Maria Pau from Paradise Point is doing a PhD and dedicates her

Word from the Founder,



Maria Pau, MPH.

Addiction is a condition which can lead a person to the life of misery and distress away from the amazing wonders of the society. At Coaching with Substance, we work together for the purpose of bringing them back to the community as productive citizens. We do this by caring for clients, showing them compassion and by expressing faith in their abilities. CWS has been leading the delivery of recovery coaching for people who have been neglected by the society because of addiction. We have been successfully doing this since our inception.

## Burden of Addiction Issues in Australia

Forty-seven percent of 602,300 disability payment recipients are affected by psychological issues that are comorbid with substance use disorders. This group shows the lowest employment participation levels (27%) among the six categories of recipients of disability support payments (intellectual, physical, congenital, cancers, brain damage and psychological) . They are the most stigmatized, which often results in poorer service provision.

Alcohol is widely used in Australia with Queensland males' drinking 16% more risky amounts than the national Australian average. Of this, 1 in 6 drink at the riskiest levels and 1 in 4 reported becoming victims of abuse from alcohol-intoxicated person/s. Alcohol was estimated to cause 3000 deaths in one year or 2% of all deaths with 600 to have occurred in Queensland. There was an average of about 34,000 alcohol-related hospitalisations in 2011-12, comprising 2.4% of all emergency presentations, peaking on the weekend as 63% of all hospital presentations and half were by youths aged 15-29 years old. Illicit drug use also relatively common where in 2010, 540,000 (15% and equal to the national prevalence) Queenslanders reported use of illicit drug within the past year (defined as recent use).

Marijuana is the most commonly used illicit (11% recent use prevalence), followed by ecstasy (2.7%), cocaine (2.3%) meth orice (1.9%), hallucinogens (1.4%) and heroin (0.2%).

Health care professionals are at particular risk of prescription pill addiction (10-15% prevalence) because of their constant exposure to these mind-altering medication which fosters a false sense of control, serving their tendency to self-treat and alleviate their exhaustion. On the whole prescription pill addiction is on the rise with 20% prevalence across ages.



## Word from the Founder, Maria Pau, MPH.

Drug use bring with it whole host of issues including sexual abuse, rape, child sexual abuse, domestic violence, theft, criminality, elder abuse, insurance fraud, absenteeism at work and incarceration, among a whole host of other avoidable casualties and instances.



The founder, as pictured above in an article by Gold Coast Bulletin, is focused on the exercise of showing persistence in pursuing three specific life-affirming social, vocational, business, psychological, financial, family, community or spiritual goals with her clients. Enhancing the client's focus on the positive aspects, they are invited to write the inspirational goals in their workbook and put these up in five places they look at most and instructed to visualise these goals daily and make a vision board with pictures of their goals.

A major component of the coaches role is to push the client in arming themselves with a supportive network including a spiritual elder, use of social, mental health, medical and family services, going back to vocational training, tertiary study or volunteering, learning parenting skills, and actual daily practice of meditation, tai chi, qi gong, yoga and other forms of exercises.

For this innovative applied approach to recovery, we were nominated Best Community Service 2015 and was onstage receiving a plaque from Mayor Tom Tate at the Australia Fair Awards held at the Arts Centre in Bundall on Jan 12, 2015. As always, we are very proud of this achievement and would like to continue being the pioneers in this new way of delivering addiction rehabilitation services that concentrates on building the client's dreams instead of prescribing them more substances that further perpetuates the pain they are already feeling.

*Maria Pau*

Founder, Executive Director, Head Coach and Secretary of the Board.

## Who we are and What we do



### Coach Students at Homeless Connect

Our wellness approach is centred upon coaching sessions that teach clients life affirming activities such as qi gong, **tai chi**, yoga, kung fu, strength conditioning exercises, healthy eating, quality sleep and meditation.

Coaching with substance is a registered charity, an incorporated not for profit association and public benevolent institution with tax deductible recipient status. We are registered with the Australian Not for Profit Commission and offer holistic, non-denominational approach to life transformation & recovery.

The work we do with our clients is to coach them as they quit or recover from substance dependence so that they can become a person of substance.

Through various levels of proposed funding avenues such as donations and sponsorships along with **thousands of pro-bono hours and sweat capital loaned by the founder and other board members, which has amounted to \$361,524** to date, we aim to assist and empower individuals suffering from the plight of addiction to achieve their full potential.



Ms Theresa Bandril Volunteering at a Book Stalls

## We offer the following services:

- Recovery Coaching One on One
- Recovery Coach Training
- Online 8-week cognitive behavioural therapy (CBT) program
- Spiritual Insights Training (SIT) with Monk Xu





“Crossing paths with my coach Maria Pau was one of those encounters that changed my life. In the beginning, I had never heard of a life coach and I was in the middle of some very confusing times in my career. I was looking for a way to build a small foundation housing homeless workers in the Manila area and I was losing confidence that I could continue my project on the small donations I was able to gather.

When Maria approached me for coaching, my understanding was that it would be a way to just get feedback and get to talk to someone about my challenges. How wrong I was! Having to be accountable for my weekly accomplishments and a confidant to help me balance out my decisions was exactly what I needed to cause a revolution in my life.

I transformed a forty bed dormitory from a charity to a social enterprise with a lower cost of \$1.00 a night and a pioneering a work-for-stay method for those who could not pay. In the last three years it has grown into 1500 beds and has helped almost 95,000 people.

My desire for higher education that I had put in the backseat for several years was revived and I started to scout for scholarships for students from developing countries. My work in the homeless shelters impressed the Architecture department in the Massachusetts Institute of Technology to give me fully paid one year tuition and living expenses. I am now entering Harvard University with a similar support package and am the CEO of Liter of Light, a worldwide social entrepreneur project.

We are in community:

## SERVICE DELIVERY PROVISION :

|  |     |
|--|-----|
| Total number of one on one clients             | 131 |
| Total number of client contact hours           | 490 |
| Total number of students who attended training | 4   |

## COMMUNITY ENGAGEMENT :

|   |        |
|---|--------|
| Number of volunteers engaged            | 29     |
| Communtiy awareness events              | 12     |
| Total attendance and exposure at events | 13,450 |

## SOCIAL MEDIA AWARENESS AND INTERACTION :

|                           |        |
|---------------------------|--------|
| Facebook Friends and Fans | 4801   |
| Twitter Followers         | 4710   |
| YouTube Subsribers        | 935    |
| YouTube Views             | 89,232 |
| Started Instagram account |        |

## BOOK READERSHIP & DOWNLOADS :

|   |      |
|---|------|
| Kill Your Addiction Before It Kills You         | 2159 |
| Kill Their Addiction Before It Kills All of You | 935  |
| SIT with Monk Xu                                | 7923 |





## Achievements of the year



Nominated Best Community Service 2015, onstage awarded plaque by Mayor Tom Tate at the Australia Day Awards

Another No. 1 Best Seller Spot on Amazon for SIT with Monk Xu



**SIT with Monk Xu**  
**Spiritual Insights Training with a Modern Day Taoist Monk**  
by Maria Pau

Kindle Edition

**\$5.66**

**#1 Best Seller**



Voted No. 1 at Grillo Harbourtown Local Matters, receiving a \$300 donation

**Achievements of the year**

## Achievements of the year



### Interviewed By:

Was interviewed LIVE on air at Juice 107.3 and pictured here on Online Business TV - Interviewed by Steve Brossman

Autograph signing of books at various concerts around Brisbane



Onstage in front of a thousand people, Maria spoke about the work Coaching With Substance does in the community (at the Martin Nieverra Concert)



## Donate Today



### Avid reader pictured at the Martin Nieverra Concert

We have always believed in genuinely helping those that have fallen prey to addictive behaviours (gambling and co-dependence), alcoholism, drug abuse (prescription and illegal) and food addiction. We make sure they are freed from the shackles of addiction and give them all the tools and resources they need to get their life back on track. We are only able to do this with your generous support.

## Volunteer Today

For us, it's always been "the more the merrier" in terms of personnel. We encouraged you to volunteer and team up with us to slay the addiction epidemic once and for all. You are always welcome to help us with open arms.

## Sponsor Someone's Recovery

Do you run a business and interested in having the chance to do something really worthwhile? Sponsoring someone's coaching sessions is the best way to save someone's life. Contact us immediately and you can sponsor the recovery of an addict and help them get rid of their addiction/s once and for all.

## Corporate Sponsorship

Not only do we accept sponsorship for sessions but corporate brands can give products (laptops, computers, clothes, shoes, canned goods, fresh products plus more) or services (financial, accounting, PR, social media, haircuts and anything else that you do that would help our clients and volunteers) to our epic cause. It is not just all about money, your products and services will help our award-winning organisation help those that need it. You just never know what a mother might need to start over or a son that has been abused by an alcoholic father. Needs just at that specific moment. We can always raffle it or give it as a reward to a client once they have completed their goals as an incentive that reinforces positive behaviours.

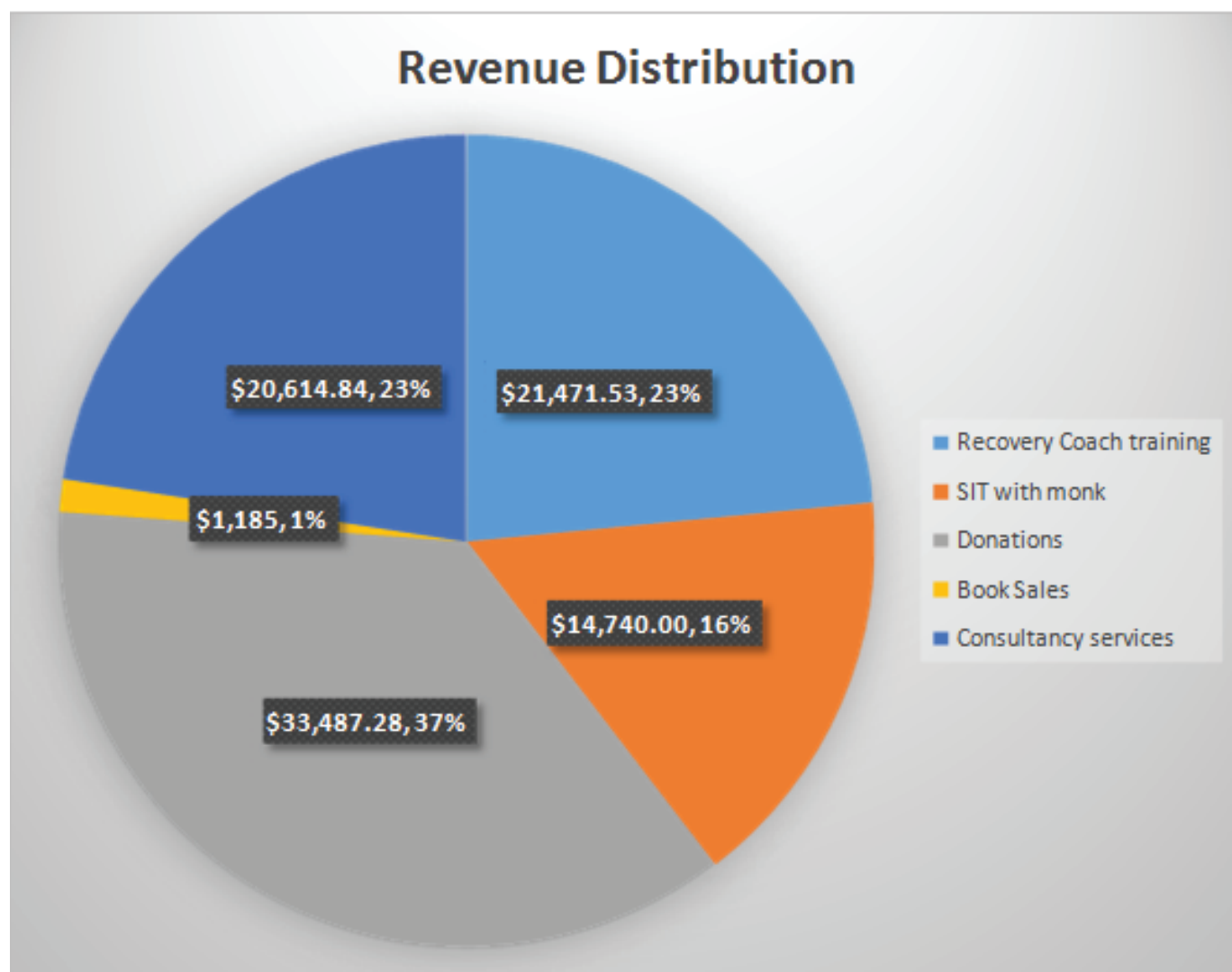
## Internship, Student Placement & Supervision

Are you a registered training organisation? A university? Aspiring individuals who are looking to gain some experience through placement in this field can join our internship program where you will be learning tasks that contribute to the healing addiction stricken individuals.



## Our 2014 Financial Summary

There was total of \$42000 cash support of from the founder, Maria Pau, for this financial year (2014/15). Last financial year (2013/14), she gave \$11,305. There was a 270% increase in the financial support from the founder as compared to previous year. It shows that Maria has invested a lot more for the financial stability and the growth of Coaching with Substance as the revenue has almost reached a \$100,000 mark which is a prodigious achievement for a company that started from scratch less than 5 years ago.

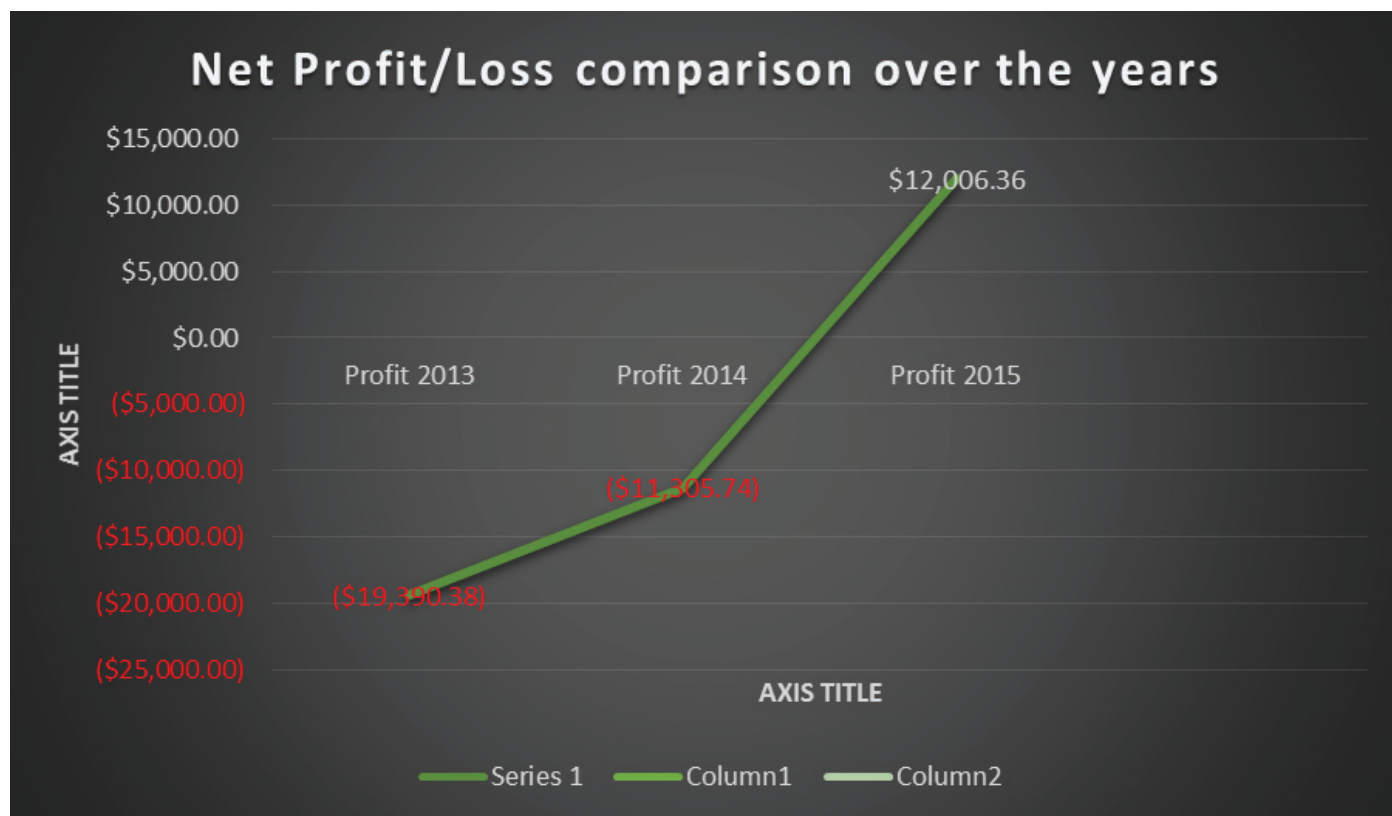


Maria has been approved for her Associate Certified Coaching designation in March 2015. She has been volunteering her adeptness at recovery coaching to the Charity, where she has contributed 672 hours for this financial year which is almost half of what she contributed last year because of her commitments to her PHD program. This year she has worked with 24 clients to provide them with training to become a recovery coach, providing community services, expert consultation and coaching services. Apart from her cash contributions of \$42,000 for the year, she has also given \$20,832 worth of expert pro-bono hours for this year as well. That makes her overall cash contributions to CWS amount to \$62,832.

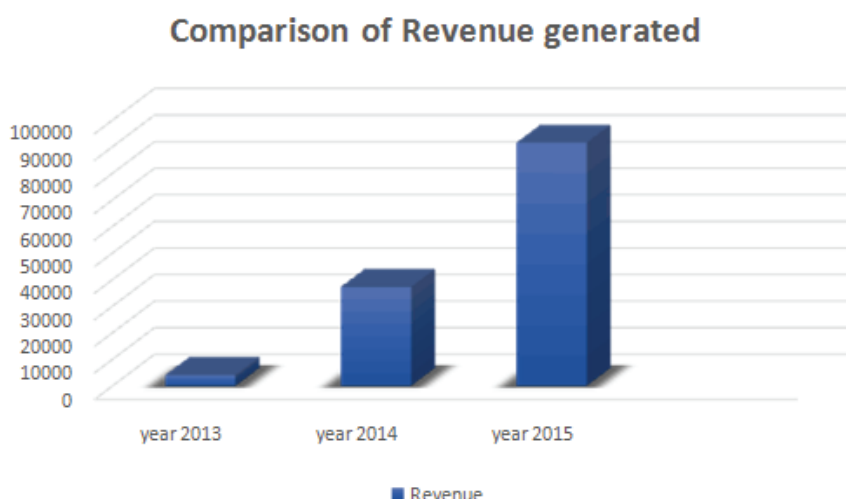
The President of CWS and spiritual trainer, Monk Xu, has also contributed a lot to this charity. This financial year, he has contributed his time and energy to the charity by training 20 clients by training them and giving them spiritual insights and guidance. Spiritual services are provided at Coaching with Substance to ensure its aims of eradicating the harms caused by addiction and addictive behaviours, one client at a time is met. Monk Xu has contributed 672 hours for this financial year.

## Our 2014 Financial Summary

All the revenue raised by Monk Xu was contributed to the charity estimated to be approximately \$15,000. He has also dedicated \$16,128 expert pro-bono hours to this cause. With this great and continuing support from our two community benefactors, it is expected that the plan and strategies we have implemented over the last several years will further improve our financial performance and service provision capacity.



The financial position of the Charity has leaped this year as compared to previous years. We have generated \$91,498.65 through recovery coach training, spiritual insights training, Book sales, donations from public and Consultancy services. Coaching with substance along with the volunteers has raised around \$30K in donations for the year. The charity has also been able to secure a profound volunteer, Mr. Brian H Davis, who has kindly donated \$19,685 for the financial year. 4.5% of our revenue was spent on marketing and advertising for coaching with substance to increase the awareness and consciousness of harms caused by drugs in the society. July issue of Take 5 magazine has Maria's story of her struggle with the addiction. Skype premium calls, Facebook ads, Google non-profit scholarships and websites advertising has increased the response from the community for the charity.



## COACHING WITH SUBSTANCE INC PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2015

|                              | 2015 \$             | 2014 \$             |
|------------------------------|---------------------|---------------------|
| <b>Income:</b>               |                     |                     |
| <b>Total Income</b>          | <b>\$91498.65</b>   | <b>\$37234.03</b>   |
| Less fees paid (PayPal etc.) | \$91498.65          |                     |
| <b>Gross Profit</b>          | <b>\$735.90</b>     | <b>\$37234.03</b>   |
| <b>Less Total Expenses</b>   | <b>\$90762.75</b>   | <b>(\$48539.77)</b> |
| <b>Operating Profit</b>      | <b>(\$78756.39)</b> | <b>(\$11305.74)</b> |
| <b>Net Profit</b>            | <b>\$12006.36</b>   | <b>(\$11305.74)</b> |

## COACHING WITH SUBSTANCE INC STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2015

|   | 2015 \$           | 2014 \$             |
|---|-------------------|---------------------|
| <b>Cash Flow from Operating activities:</b>         |                   |                     |
| Receipts from donations, services and sales         | \$91498.65        | \$37234.03          |
| Payments to suppliers of goods and/or services      | (\$79492.29)      | (\$48539.77)        |
| <b>Net Cash generated from operating activities</b> | <b>\$12006.36</b> | <b>(\$11305.74)</b> |
| <b>Cash Flow from Financing activities:</b>         |                   |                     |
| Cash at the beginning of the financial year         | \$549.87          | \$259.66            |
| Net increase/decrease in the cash held              | (\$487.19)        | \$290.21            |
| <b>Cash at the end of financial year</b>            | <b>\$62.68</b>    | <b>\$549.87</b>     |

## COACHING WITH SUBSTANCE INC STATEMENT OF CHANGES IN MEMBERS' FUNDS FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2015

|  | 2015 \$             | 2014 \$             |
|--|---------------------|---------------------|
| <b>MEMBERS FUNDS</b>                               |                     |                     |
| <b>RETAINED SURPLUS</b>                            |                     |                     |
| Balance at the beginning of the financial year     | (\$54193.00)        | (\$42887.26)        |
| Surplus/(deficit) attributable to the organisation | 12006.36            | (\$11305.74)        |
| <b>TOTAL MEMBERS FUNDS</b>                         | <b>(\$42186.64)</b> | <b>(\$54193.00)</b> |





COACHING WITH SUBSTANCE INC  
STATEMENT OF FINANCIAL POSITION  
AS AT 30<sup>TH</sup> JUNE 2015

|                                  | 2015 \$           | 2014 \$           |
|----------------------------------|-------------------|-------------------|
| <b>ASSETS</b>                    |                   |                   |
| <b>CURRENT ASSETS</b>            |                   |                   |
| Cash and Cash Equivalents        | 66.05             | 549.87            |
| <b>Total Current Assets</b>      | <b>66.05</b>      | <b>549.87</b>     |
| <b>TOTAL ASSETS</b>              | <b>66.05</b>      | <b>549.87</b>     |
| <b>LIABILITIES</b>               |                   |                   |
| <b>CURRENT LIABILITIES</b>       |                   |                   |
| Trade and other payables         | 2112.26           | 0.00              |
| Financial Liabilities            | 40140.43          | 54742.87          |
| <b>Total Current Liabilities</b> | <b>42252.69</b>   | <b>54742.87</b>   |
| <b>TOTAL LIABILITIES</b>         | <b>42252.69</b>   | <b>54742.87</b>   |
| <b>NETASSETS</b>                 | <b>(42186.64)</b> | <b>(54193.00)</b> |
| <b>MEMBERS FUNDS</b>             |                   |                   |
| Retained Earnings                | (42186.64)        | (54193.00)        |
| <b>TOTAL LIABILITIES</b>         | <b>(42186.64)</b> | <b>(54193.00)</b> |

COACHING WITH SUBSTANCE INC  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2015

|   | 2015 \$      | 2014 \$       |
|---|--------------|---------------|
| <b>NOTE2:REVENUE</b>                    |              |               |
| Recovery Coach training                 | \$21471.53   | \$13933.11    |
| SIT with monk                           | \$14740.00   | \$21008.87    |
| Donations                               | \$33487.28   | \$2280.20     |
| Book Sales                              | \$1185.00    | \$11.85       |
| Consultancy Services                    | \$20614.84   |               |
| <b>NOTE4: CASH AND CASH EQUIVALENTS</b> |              |               |
| Cashatbank                              | 66.05        | 549.87        |
| <b>Total Cash and Cash Equivalents</b>  | <b>66.05</b> | <b>549.87</b> |



## Declaration by a member of the committee:

COACHING WITH SUBSTANCE INC  
IA 38634 CH 2031 ABN 18 279 236 638  
DECLARATION BY MEMBERS OF THE COMMITTEE

The Members of the Committee declare that the financial report, comprising of Statement of Profit or Loss and Other Comprehensive Income, Statement of Changes in Members' Funds, Statement of Financial Position, Statement of Cash Flows and Notes to the Financial Statements:

1. Presents a true and fair view of the financial position of Coaching With Substance Inc as at 30 June 2015 and its performance for the years ended on that date in accordance with Australian Accounting Standards, other authoritative pronouncements of the Australian Accounting Standards Board and the accounting policies as described in Note 1 to the financial statements.
2. At the date of this statement, there are reasonable grounds to believe that Coaching With Substance Inc will be able to pay all of its debts as and when they become due and payable.
3. The financial statements and notes satisfy the requirement of the Australian Charities and Not-for-profits Commission Act.

This declaration is made in accordance with a resolution of the Committee and is signed for and on behalf of the Committee by:



Chairperson  
**Monk Xu Attiq**

***Dated this 6<sup>th</sup> day of October 2015***



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## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF COACHING WITH SUBSTANCE INC

IA38634 | CH 2031 | ABN 18279236638

### ***Report on the Financial Report***

We have audited the accompanying financial report of Coaching with Substance Inc (the Association) which comprises the Statement of Financial Position as at 30 June 2015 and the Statement of Profit or Loss and Other Comprehensive Income, Statement of Changes in Members' Funds and Statement of Cash Flows for the year ended on that date, a summary of significant accounting policies and other explanatory notes and the Declaration by Members of the Committee.

### ***Committee's Responsibility for the Financial Report***

The committee of the Association is responsible for the preparation and fair presentation of the financial report and have determined that the accounting policies described in Note 1 to the financial statements, which form part of the financial report, are appropriate to meet the requirements of the Associations Incorporation Act, the Australian Charities and Not-for-profits Commission Act and are appropriate to meet the needs of the members. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on the financial report based on our audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Association's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the committee, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF  
COACHING WITH SUBSTANCE INC  
IA38634 | CH 2031 | ABN 18279236638

The financial report has been prepared for distribution to members for the purpose of fulfilling the committees' financial reporting under the Associations Incorporation Act and the Australian Charities and Not-for-profits Commission Act. We disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

## ***Independence***

In conducting our audit, we have complied with the independence requirements of Australian professional ethical pronouncements and the Australian Charities and Not-for-profits Commission Act.

## ***Auditor's Opinion***

In our opinion, the financial report of Coaching with Substance Inc is in accordance with the Associations Incorporation Act and with Division 60 of the Australian Charities and Not-for-profits Commission Act including:

- i. giving a true and fair view of the Association's financial position as at 30 June 2015 and of their performance for the year ended on that date in accordance with the accounting policies described in Note1; and
- ii. complying with Australian Accounting Standards to the extent described in Note1, the Associations Incorporation Act and Division 60 of the Australian Charities and Not-for-profits Commission Act.

## ***Basic of Accounting***

Without modifying our opinion, we draw attention to Note 1 to the financial report, which describes the basic of accounting. The financial report has been prepared for the purpose of fulfilling the responsible entities' financial reporting responsibilities under the Australian Charities and Not-for-profits Commission Act. As a result, the financial report may not be suitable for another purpose.

## ***Emphas is of Matter***

We draw your attention to Note12 to the financial statements, which details the committee's decision to prepare the report in accordance with the going concern assumption.



**IAN WBARFOOT**  
**Registered Company Auditor No.219262**

**Dated this 06<sup>th</sup> day of October 2015**  
**Ashmore,Queensland**