



## 003: Class 01

# Your Originating Question

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# SIMPLY BRILLIANT™

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A **POWER UP** is an activity where you listen to an audio, read something or do an exercise and then share your insights.



## 003: Class 01 – Your Originating Question

Your Originating Question starts the conversation – both in physical and virtual spaces – and leads to your Performance Possibility GAP

In this class we explored the Performance Possibility GAP and why it is the central theme of your life as a Coach.



Share

**WHAT TO SHARE:** After participating in class or listening to the audio share your insights and highlights from the conversation.

## Class 01 Audio Outline

Audio from 11 AM Session + 11 AM Q&A

### 11 AM Session Outline

00:00	<p>Simply Brilliant! Develop your signature methods to OOZE confidence.</p> <p>We are ALL on the same team... The LIGHT Team.</p> <p>The IS a place for YOU to thrive as a professional coach; Find your YOUUnique Voice and bring it into the world.</p> <p>DEEP Purpose + Financial Impact</p> <p>Embrace where we are on the journey and learn from each other</p>
09:00	<p>What will be possible when you are brilliant at business?</p> <p>note: this is the “Originating Question” for this program</p> <p>Business is a Performance Art! You are “the show”</p> <p>Life is a Performance Art - Your Voice Matters</p> <p>Transformation:</p>

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	<p>From: Your business is a block to you coaching  To: <b>Your business is an accelerator to your coaching!</b>  Your Brilliance at Business will bring you bigger players and more extraordinary coaching opportunities!</p>
24:20	<p><b>A Winning Environment = High Standards + Love</b>  How to take in the observations and challenges of others.  AKA REAL Coaching.</p>
32:30	<p><b>The Performance – Possibility GAP + Your Originating Question</b>  This is the central theme of every coaching relationship  Your Originating Question reveals the underlying theme of how you help people PLAY better as a Coach and opens up the Performance – Possibility GAP for YOUR ideal players.  Dave gives a few examples  ACTION ITEM: craft your Originating Question (version 1). THEN ask it of people you interact with this week. See what happens.</p>
36:50	<b>Highlights</b>
	<b>Q&amp;A 11 AM Group</b>
42:00	<b>Grant:</b> What to do with a player who never shows up.
45:15	<b>Cheryl:</b> Where is the playbook? What is a Gamecard?
46:45	<b>Pam:</b> Is the Originating Question part of your brand? Does it identify WHO you want to coach? It is also a filter to catch your IDEAL players.
49:45	<p><b>Hillary:</b> remembers my branding from 15 years ago: Flaunt your quirks.  DB: YES! Superpower School is a rebranding from my Personal Branding from 20 years ago.</p>
51:15	<p><b>Bert:</b> Can we jump between the 11 AM and 7 PM Calls? DB: YES  Is there another way to phrase the Originating Question?  DB: Coaching is about guiding another person in a pursuit of doing something better.  What is the pursuit you are guiding people in?  Bert: You said that the best sales people challenge people.  How do we start to challenge someone?  DB: I ONLY want to coach people who DESIRE to express their Superpowers and Play for BIG IMPACT. So I need to challenge people to make sure we have a shared purpose!  Player and Coach must have a resonant vision of excellence!</p>
58:40	<p><b>Cynthia:</b> I love and hate this assignment!  When I tell people what I do, I get blank stares.</p>

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	<p>Having an originating question begins the conversation so that people engage and then understand what I do.</p> <p><b>DB:</b> step into your uncertainty here. So that you are confident in the world! Let me challenge your mind here in these conversations so that you can be BADASS in the world.</p> <p>An originating Question is BETTER than a “target market”</p>
62:50	<p><b>Ilse:</b> How do I keep from burning out? That fear keeps me from getting out there.</p> <p><b>DB:</b> This is an example of an Inner Conflict. Your heart has a big desire; meanwhile your head is trying to keep you safe. Both voices are essential. 1) Acknowledge both voices and the dance between them. 2) Performing artists MUST become brilliant at protecting their energy.</p> <p>Don't know how? GREAT! Face the question... discover the answer.</p>

## 1) Performance – Possibility GAP

The Performance – Possibility GAP is the central theme of your life as a Coach!

**Coaching is:**

A profound personal relationship

Wherein the Coach guides the Player

In Pursuit of Playing Better ( for results)

Through perceptive observations and

Life changing conversations

Playing better is what coaching is all about.

This is what we mean by the Performance-Possibility GAP.

The player is in tune with how well they currently play AND they have a vision of playing better and a **STRONG** desire to live into this vision and experience the pursuit.

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As a Coach you are someone who encourages people to see the possibility of playing better and then guides them in this pursuit.

Being “Brilliant at Business” as a Coach is the ability to inspire people to live into a Performance Possibility GAP and then get paid to guide them in the pursuit... and hopefully realization.

AND it is a strong business model when the realization of the pursuit of playing better opens up the next Performance Possibility GAP to pursue!

## 2) Your Originating Question

Your Originating Question is the core of your business model.

It is the question you want to ask everyone you meet.

When another person responds with favorable energy to your Originating Question they are a candidate for coaching with you.

Your Originating Question speaks to who you coach and what you coach people to accomplish. It opens up a Performance-Possibility GAP for a player to live into.

Here are a few examples from CoachVille:

**Simply Brilliant:** What will be possible in your life as a coach when you were brilliant at business?

**Play 2 Win:** What will be possible when everyday is a new opportunity to PLAY LIFE and be a change maker for good in the world?

**Center for Coaching Mastery:** What will be possible in your life when you are an great coach who is in demand by your ideal players?

**Superpower School:** What will be possible when you unleash your superpowers and use them to impact the world for good?

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### 3) OOZE Confidence

Here is the simple truth... any person with a strong desire to play better at any endeavor in life will **ONLY** hire a coach who is demonstrably confident that they can guide them in that pursuit.

**NOONE** will hire a coach who is projecting doubt about their abilities.

As a professional coach you must be confident in **BOTH** your ability to coach **AND** your ability to play business. Projecting doubt in either of these areas will make it very difficult for the player to hire you.

So... our pursuit in this program is to create an environment where you become solidly confident in **BOTH** your ability to coach your ideal players in whatever arena you coach **AND** your ability to do business with them.

When we accomplish this, **your business abilities will cease being the “thing” that blocks you from coaching and will instead become the accelerator and catalyst for more and better coaching opportunities!**

### 4) Co-creating a winning environment

The secret formula for a winning environment:

**High standards + Love**

In this program the high standards pertain to **SUPER** active participation with the activities of the program and each other **AND** the willingness to step into the unknown and do things that you have not done before.

Love comes through **SEEING** each other and what we create and caring for each other as we step into owning our value and finding our voice.

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