



Class 01

Your Performance – Possibility GAP

Your Originating Question

CoachVille.com

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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.



009: Week 01 – Open Coaching – The GAP, The OQ

Open Coaching was recorded. Conversations focused on the Performance Possibility GAP and Your Originating Question.



Share

WHAT TO SHARE: After listening to the call live or via audio share your insights and highlights from the conversation.

Week 01 Open Coaching Outline

00:00	<p>Welcome and outline for the session.</p> <p>How to listen to the coaching session:</p> <ol style="list-style-type: none">1) Get into the “vibe” of a Performance – Possibility GAP conversation2) See yourself in the player. <p>Awareness is liberating!</p> <p>Our goal in open coaching is for each of us to be liberated and FREE to be our awesome YOUUnique selves.</p>
07:40	<p>Coaching Michelle</p> <p>A profound conversation where we explore her vision for being Simply Brilliant at Business.</p> <p>Then we explore her personal assessment of her current performance.</p> <p>Then we hone in on her confidence and desire to step into the GAP (about 28 minutes)</p>
35:30	<p>Debrief the session with Michelle</p> <p>David E. acknowledges the focus on desire</p>

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Page 2

	<p>Ilse likes how the structure and guidance built up the excitement Dave riffs on moving out of Problem and Pain Maralyn C. acknowledges the focus on Owning Her YOUNique Value Dave riffs on how this is the game we are ALL playing right now. Sheldon acknowledges on how we focused on her knowledge to boost owning her value Dave riffs on how as a coach we must help the player LOVE who they are and where they are and then move confidently into the GAP</p>
47:55	<p>The Performance Possibility GAP that you create with your players Bert: His players are into family health and wellness Dave riffs on developing a language to speak possibility</p>
61:20	<p>The Performance Possibility GAP that you create with your players Ilse: Woman in 20's in business: they want to start their own business To love what they do for freedom, contribution and JOY Dave riffs on creating new pattern language with them AND show them how to create a winning environment Dave: how to protect your coaching soul!</p>
73:10	<p>Embrace Living in the Performance Possibility GAP Dave riffs on the coaching truth... YOU LIVE in this GAP You guide human beings who have a vision AND do not have the capability to fulfill this vision. SO they must step into the GAP to expand their capability to perform. Your Originating Question should start a conversation that reveals the CAP and the desire to live into it.</p>
77:40	<p>A few illuminating debrief shares Gregory, Maralyn</p>
81:10	<p>Michelle: what if you have multiple tribes? Do each have their own language? Dave asks where do you want to live? Dave challenges her to OWN it.</p> <p>Dave wraps up the call. END 92:30</p>

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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.

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.

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Page 4

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?

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.

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Page 5

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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