



Week 01 Session Plan

1) Group Conversation: Co-create a winning environment

The secret formula for a winning environment:

High standards + Challenges + LOVE!

What are your thoughts on how we co-create an environment like this?

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.

We will create challenges for each other so that the challenges of the “real world” seem easy.

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2) Real Play: What do you do?

This is a real play experience so both people will play as themselves.

Setting: we are simulating two people meeting at an event. The time for the conversation will be short.

Two roles: Guide/Observer; Player Coach

The Guide/Observer: orchestrates the experience.

The Player/Coach: is a player in the game of business; becoming a thriving coach in the world.

Both people will have an opportunity to play both roles.

Quickly share names, say hello and decide who will play which role to start the experience.

TIME PERIOD = 8 minutes

START

Guide/Observer: So *Name*, tell me what you do?

Player/Coach: {respond however you typically respond to this question}

Guide/Observer: {play along with whatever the Player/Coach does whether they start sharing or asking you questions}

Guide/Observer: If the Player/Coach reveals that they are a coach, ASK: So, tell me about your coaching program.

Player/Coach: {respond however you typically respond to this request}

@ 8 minutes TIME OVER / SWITCH ROLES

@ 16 minutes TIME OVER

Partner Debrief

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Share with each other as the Guide/Observer: what did you experience in talking with the Player/Coach?

What energy, emotions did you experience?

Help each other understand how you “come across” in a situation like this.

END @ 20 Minutes

3) Body Beliefs

A body belief is a phrase that captures the essence of a feeling in the body during an experience.

After the partner practice experience, we will explore 2 common “Body Beliefs” that come up in situations like that:

It is “NOT SAFE / Safe / a Good Idea” for me to be FULLY myself.

It is “NOT SAFE / Safe / a Good Idea” for me to express (raise) my voice.

Did you feel the Play Safe version: NOT SAFE?

Did you feel the neutral version: Safe?

Did you feel the Play BIG version: Good Idea?

4) Performance – Possibility GAP

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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!

5) Your Originating Question

Your Originating Question is the core of your business model.

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

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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 Life: What will be possible when every day 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 a great coach and everybody knows it?

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

6) 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

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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!**

The OOZE confidence energy arises as you build confidence in business conversations AND uplevel your Body Beliefs to the “Play BIG” version.

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