



Week 02 Session Plan

1) Group Conversation: Share Your “What do you do” experience structure.

We are going to play with creating a “What do you do” experience that includes:

- The intention you have for the experience
- Your Performance – Possibility GAP
- Your Originating Question
- Your initial invitation to a meetup experience

The intention you have for the experience

Describe your intention in 1 or 2 words. Examples: provocative, friendly, energizing, empowering.

Your Performance – Possibility GAP

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Weave your Performance Possibility GAP into the experience by sharing it or briefly describing it.

Your Originating Question

Weave your Originating Question into the experience by ASKING it.

Your initial invitation to a Meetup Experience

Extend an invitation to a “Meetup Experience”. This is the next step after meeting a stranger and BEFORE you invite them to your exploratory/enrollment experience.

Share a short and compelling description of the experience.

Examples: “Share our Dreams” conversation; “Shared Purpose” Conversation; “Get to know each other” conversation.

Quick Coaching Business Flow Concept

1) Meet a person (probably a stranger or new acquaintance) & co-create your intended “What do you do” experience.

Invite them to a “Meet Up” experience.

2) Co-create your Meet-Up experience

Invite them to your “Exploratory/Enrollment” experience

3) Co-create your Exploratory/Enrollment experience

Invite them to hire you.

2) Real Play: What do you do? + Invitation

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

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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 by co-creating your desired experience with the person asking you this question; weave in your GAP, Originating Question and Meetup Invitation}

Guide/Observer: {play along with whatever the Player/Coach does; IMPORTANT: if the player/coach asks you a question, answer authentically BUT keep it SHORT!!!!}

Guide/Observer: If the Player/Coach invites you to have another conversation... Say "YES".

Player/Coach: Understand that the situation you in allows for just a few minutes to talk. So you can authentically move the conversation along quickly without feeling weird about it.

@ 8 minutes TIME OVER / SWITCH ROLES

@ 16 minutes TIME OVER

Partner Debrief

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

What energy, emotions did you experience?

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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 approach a stranger AND invite them into a meaningful conversation.

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

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) Your Coaching Method

This week we will design or uplevel YOUR Signature Coaching Method.

This is an outline of conversation guides that you can use to create a 12-week coaching experience with you.

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I will share with you the detailed Conversation Guides from my Play 2 Win 12 Week Coaching experience for you to use as an example.

NOTE: if you are a student of the Center for Coaching Mastery you are welcome to use the coaching methods that you learned in class as your coaching method; and/or make any tweaks to it to make it your own.

“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”

5) Your Meetup Experience

Design a conversation/experience that you will have with anyone after you meet them for the first time.

This experience is designed for you to get to know each other AND for YOU to decide if you would like to offer them your Exploratory / Enrollment experience.

This experience is for mutual sharing. You can guide it BUT you will also be sharing almost as much as listening so that it doesn't FEEL like a “coaching” conversation.

6) Release Judgment!

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While it is SUPER valuable to learn what you can from your experiences in life and business...

It is also SUPER important to release any judgments that you have made about yourself as a business person.

Such as: I am no good at sales / marketing.

Also it is easy to experience doubt when things don't go so well with a particular player. It is OK to wonder what you could have done better! BUT it is not wise to conclude: am not a very good coach because...

You are going to RE-INVENT yourself as the next best version of yourself as a business person and as a Coach... Grant yourself the gift of holding onto your awareness while letting go of the SELF judgments!

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