



## Week 10 Session Plan

### 1) Your Signature Visibility Play

To thrive as a Professional Coach you must develop your signature WAY to be seen and known in the marketplace; specifically among your tribe and ideal potential players.

In the marketplace, there are MANY ways to be visible but they are all variations of these fundamental plays.

#### VISIBILITY PLAYS

- 1) Speaking – face-to-face, or via video or audio / podcast
- 2) Writing – email, blog, print media.
- 3) Networking – attend meetups, participate in paid networking groups
- 4) Social Media Sharing / Participation
- 5) Advertising – digital or print
- 6) Advocates messaging for you

The key to success is to CHOOSE one or two and get really good at it vs. trying to be everywhere.

**Simply Brilliant!**

**Week 10 – Session Plan**

Powered by [www.CoachVille.com](http://www.CoachVille.com) | © 2018 CoachVille LLC. Share with attribution.

**Page 1**

## 2) ASK!

One of the hardest things in the world to do is ask someone to do something for us; this is because ASKING puts your sense of belonging at risk. In order to ASK you need a powerful belief in the value of your dream fulfilled so that you can connect what you are asking for to your shared purpose with the influencer.

**What do you want to ASK for?**

## 3) Role Play: Contact an Influencer and ASK for something

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

Both people will have an opportunity to play the role as Guide/Potential Player and Coach.

In this role play you are going to practice contacting an influential person – preferably someone you already know – and ASK them to do something for you or with you.

The key element to practice is getting into the mindset that your DREAM is super valuable in the world. Your DREAM is not only about you... it holds a shared purpose for you, the influencer AND the people who will benefit from coaching with you.

In this scenario you are going to practice three things:

- 1) How to create an opportunity to share your BIG DREAM in a conversation with an influencer and connect it to a shared purpose.
- 2) How to share a 1-2 minute version of your BIG DREAM that engages the person you are talking with AND gets them wanting to know more about how they can support YOU.

**Simply Brilliant!**

**Week 10 – Session Plan**

Powered by [www.CoachVille.com](http://www.CoachVille.com) | © 2018 CoachVille LLC. Share with attribution.

3) How to step into BEING MAGNETIC when you share your BIG DREAM. Imagine the qualities of the magnetic coach you aim to become and STEP into that energy – like a performing artist – when you share the idea.

4) If possible: expand upon the DREAM with an example of a player success story or one of your BIG ideas.

**Setting:**

The coach and potential player (the Guide) are in a conversation; it can be a social setting or a “reach out” conversation.

Two roles:

**Guide/Potential Player:** Orchestrates the experience AND plays the Role of the Potential Player. And you are responsible for noticing and sharing how you feel during the experience.

Do your best to get into the mindset of a person who is playing big in the world and curious about coaching.

**Coach:** is in the game of business; every conversation is an opportunity share about what you do and build a tribe of potential players and advocates.

**NOTE: PLAN AHEAD! Prepare this prior to our meetup.**

Be prepared to direct the conversation toward an opportunity to “share / perform” your BIG DREAM and then player success story or BIG idea.

Be prepared to ASK for what you want.

TIME PERIOD = 8 minutes

START

**Simply Brilliant!**

**Week 10 – Session Plan**

Powered by [www.CoachVille.com](http://www.CoachVille.com) | © 2018 CoachVille LLC. Share with attribution.

**Page 3**

**Coach:** Share a **30 second** (or less) description of your **IDEAL PLAYER**.

**Coach and Guide:** Agree on the setting you are in. (eg. Meeting in a social setting or a planned reach out by the Coach)

**\*\* START \*\***

**Guide/Potential Player:** I am curious about what you wanted to talk about can you tell me more about it?

**Coach:** Sure. Can I share my **BIG DREAM** with you?

**Guide/Potential Player:** Sure.

**Coach:** {Share a 1 – 2 minute version of the **BIG DREAM**}

**Guide/Potential Player:** {share what comes to mind}

**Coach:** Can I share a player success story with you?

{Share the common situation a person would be in and how the idea can create transformation}

**Guide/Potential Player:** {share what comes to mind}

**Coach:** {Engage with the Influencer} **THEN... ASK** for what you want.

**Guide/Potential Player:** {play along with what the Coach does}  
**IMPORTANT:** if the Coach asks you a question, answer with whatever comes to you **AND** keep it **SHORT!!!!**}

**\*\*\***

@ 8 minutes **TIME OVER**

**FEEDBACK** = 4 minutes

**Guide:** offer feedback about how the coach came across and how you felt during the player success story.

**Simply Brilliant!**

**Week 10 – Session Plan**

Powered by [www.CoachVille.com](http://www.CoachVille.com) | © 2018 CoachVille LLC. Share with attribution.

**Page 4**

What energy, emotions did you experience?

@ 12 minutes SWITCH ROLES

Do the Role Play and the Feedback

@ 24 minutes TIME OVER

## 4) Body Beliefs

In this session we will explore the body beliefs associated with making an offer for someone to hire you as their professional coach.

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 seen and known.

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

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?

## 5) The Path of Transformation Continues... ASK.

Step into the value that you co-create in the world.

Take a deep breath and ask for what you want.

**Simply Brilliant!**

**Week 10 – Session Plan**

Powered by [www.CoachVille.com](http://www.CoachVille.com) | © 2018 CoachVille LLC. Share with attribution.

**Page 5**

## 6) Continue to REACH-OUT!

The market place is yearning for the Magnetic version of YOU!

Make getting out and reaching out a CONSTANT part of your week.

Meanwhile... remember you are a performing artist practicing for your new role as MAGNETIC YOU.

**Simply Brilliant!**

**Week 10 – Session Plan**

Powered by [www.CoachVille.com](http://www.CoachVille.com) | © 2018 CoachVille LLC. Share with attribution.

**Page 6**