



00 Reach Out Session Outline

Welcome... the purpose of this gathering...

- 1) To play together ~ co-create profound belonging
- 2) To share about and explore “Reach Out”: a powerful business action possibly the CORE action of your coaching business
- 3) To introduce you to the BIG Freedom Membership

Outline for the Gathering

Welcome - Group visualization of Abera Ca Dabera

- 1) The Performance – Possibility GAP = Your Purpose as a Coach
- 2) Your Originating Question
- 3) Your Reach Out Conversation Guide (With sample questions)
- 4) Your Reach Out Logistics

1) The performance – possibility GAP = Your purpose as a coach

What dreams do you help people pursue?

What do you guide people to play better?

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

BIG Freedom!

Coaching is:
A profound personal relationship
Wherein the Coach guides the Player
In pursuit of their dreams to play better
Through perceptive observations and
Life changing co-creations.

Playing together to play better is what coaching is all about.

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

When we talk about performance we are leaning into creative performance which is about self-expression not industrial performance which is about getting more done.

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 new possibilities in the pursuit of their dream.

As a Professional Coach you are someone who encourages people to see the possibility of playing better and then gets paid to guide them in this pursuit... and hopefully realization.

AND it is a strong business model when the realization of the dream 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:

BIG Freedom: What will be possible in your life as a coach when you can play BIG in business and enjoy personal Freedom?

BIG Freedom!

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 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) Your Reach Out Conversation Guide

Make an outline of 3 – 7 key questions / topics you want to explore with each person.

Here are some example questions:

What is your BIG Dream right now (or after the pandemic has ended)

Who is your dream asking you to become?

Who is this situation asking you to become?

What is your plan to stay connected to your family, friends, colleagues and customers?

Are there any plans that the pandemic has put on hold?

What might you create with this “time-out” from the world?

What are a few things you want to do better (or play better)?

How can you bring the spirit of play to this situation?
(this is a great question any time, not only during a pandemic)

4) Your Reach Out Logistics

In this section we will clarify the following:

1. Your INTERNAL intention for reaching out
2. Stated purpose of the conversation?
3. How much time are you requesting?
4. WHO are you going to reach out to? How?