



## Playbook for April 2020

Ultimately, your potential to thrive as a professional Life Coach is based on your ability to deeply understand the dreams of your ideal players AND to cultivate coaching methods, branding messages, marketing methods and selling methods that connect powerfully to those dreams.

***Be the Keeper and Champion of Dreams!***

*This deep level of understanding about your ideal player's dreams - that you absolutely need to know in order to thrive as a professional coach - is obtained from one simple but profound act: talking to a lot of people deeply and playfully about their dreams and aspirations.*

### Schedule of Group Tele-Gatherings for April 2020

**April 6<sup>th</sup>** 12-1:30 or 8-9:30: Your BIG Dream Real Play

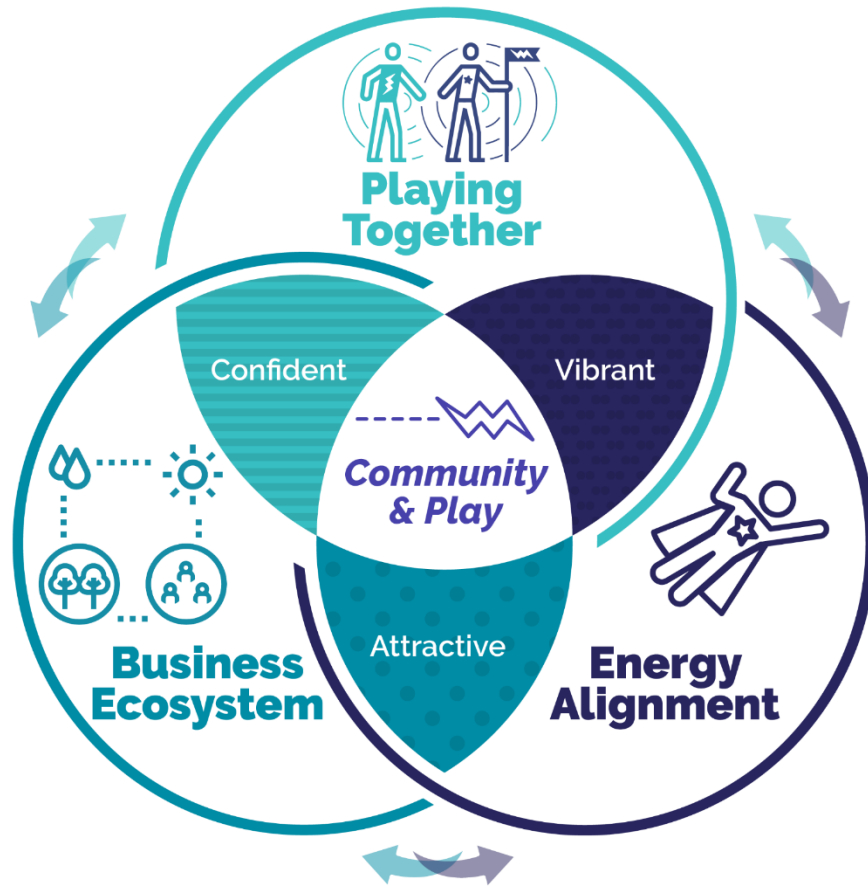
**April 17<sup>th</sup>** 12-1: Celebration call; 1-1:30 Tribal Research Reach Out Q&A

**April 21<sup>st</sup>** 12-1:30 or 8-9:30: Tribal Research Reach Out Role Play

**May 1<sup>st</sup>** : 12-1: Celebration Call

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## April 2020 Focus

*Play Together* = Co-creating and Role Playing

*Energy Alignment* = Your Big Dream

*Business Ecosystem* = Your Ideal Players Dream to Play Better (The Gap)

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## 01) Play Plan for April 2020

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01	<b>Quick Prep:</b> Scan this playbook through to the end! Yeah! Let's Play!	3
02	<b>Integration:</b> Listen to the 2020-04 Play Plan Audio (a few times)	3
03	<b>Practice:</b> BIG Dream Real Play; Based on the Energy Alignment Game. Print pages 8-10 for use during tele-gathering #1; Read them several times.	4
04	Plan: Co-Create Your Way to a Thriving Business Action: make an initial list of people for your co-creation teams	10
05	Exercise: Complete the Performance-Possibility Gap Playsheet Version 1 AKA The Dreams you coach people to pursue Action: Print page 19 and fill it in	19
06	2020-04-06: Attend Session 1: Share your dream Real Play	19
07	Exercise: Print pages 21,22 fill in the BIG Dream Playsheet with what you discover in your conversations in class and additional BIG Dream conversations you have with your teams.	20
08	Plan for BIG Dream conversations with your Dream Team Choose to use the BIG Dream Conversation Guide as is OR create your own using it as a starting point Action: Have a Conversation Guide ready to go	23
09	Action: BIG Dream conversations with your Dream Team (3-7) * Aim to complete these conversations by the 2020-05-01	23
10	Tribal Research : Plan to reach out for BIG Dream conversations. Action: Create a BIG Dream Reach Out Conversation Guide Use the BIG Dream Guide provided as a starting place <b>*Version 1 must be ready to practice on 2020-04-20</b>	24
11	2020-04-17: Attend the Celebration Call + Tribal Research Reach Out Q&A Action: Hand write your Celebration Play sheet (print pages 27,28)	26
12	2020-04-20: Attend Session 2: Tribal Research Reach Out Role Play	29
13	Action: Modify your Conversation Guide based on your Role Play feedback	29
14	Action: BIG Dream conversations with your Tribal Research Team (3-7) * Aim to complete these conversations by 2020-05-01 Celebration Call	29
15	2020-05-01: Attend the Celebration Call	29
16	Planning Ahead ~ Schedule of Topics	30

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## 02) Listen to the Play Plan Audio for April 2020

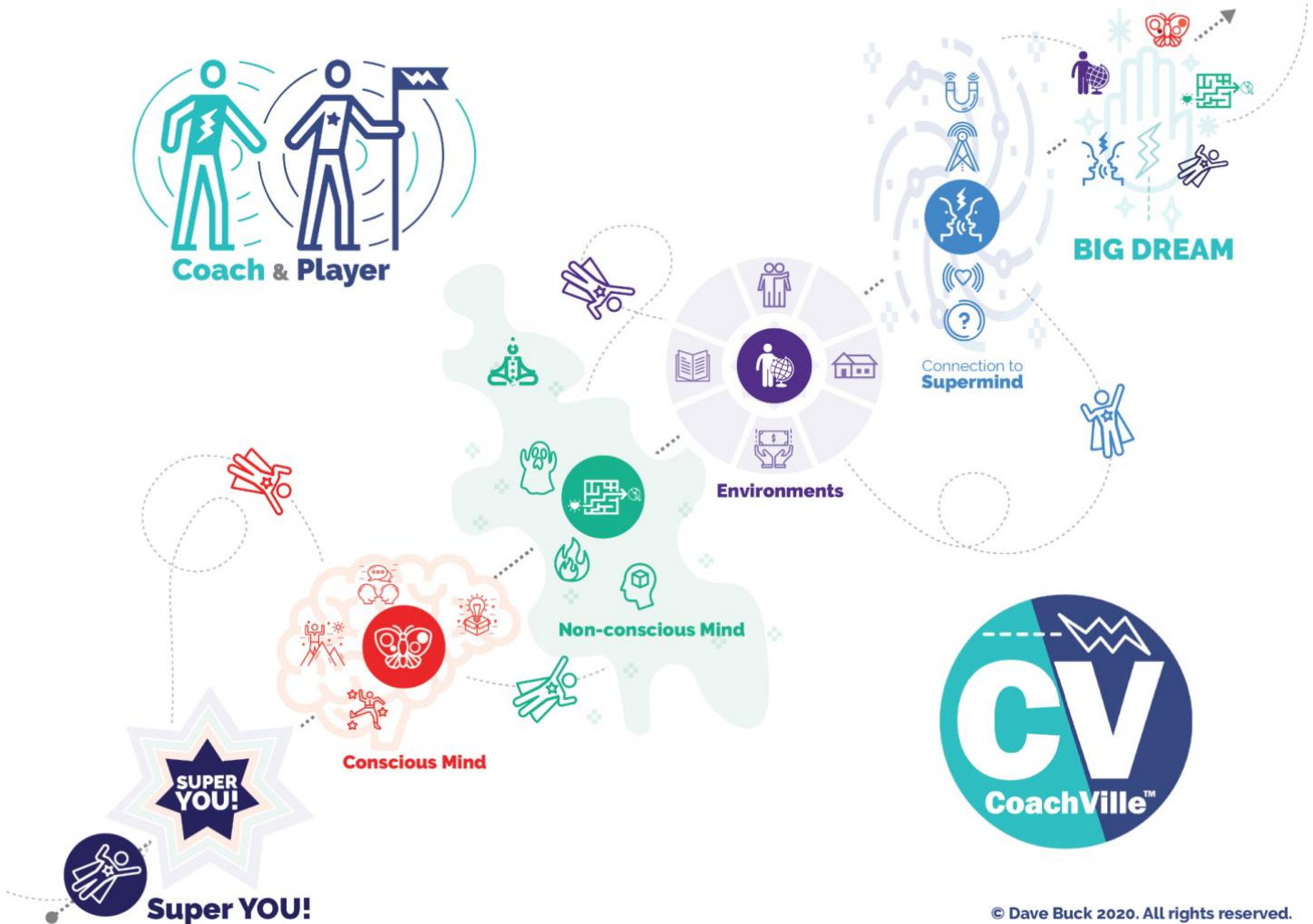
Coming soon!

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# The Energy Alignment Game



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## 03) BIG Dream Real Play

### The Energy Alignment Game

The energy alignment game is an evolutionary way to describe how YOU must grow in order to grow your business.

You grow by moving all aspects of your energy into alignment with your dream. In other words... you BECOME the person who can own and orchestrate the thriving business that you imagine.

Remember too that as a Coach you guide others in pursuit of their dreams! The dreams that you coach people to play for are essentially what define your coaching business. It is wise to build “Energy Alignment” oriented personal growth into your coaching methods in some way. You are here to make positive change happen in the world with others.

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## **It all starts with a BIG Dream!**

Your BIG Dream is the call to adventure. In your business it calls you out into the market place to contribute the value that you are here to express and then to enjoy the rewards.

Then... “the game” is to align every aspect of your energy, including your environments, with the dream until it flows easily and you feel natural in the new experience. This requires a lot of personal growth and can take a while! It is quite challenging but in the right company it can be a lot of fun too.

After you make it to your dream, then... you enjoy your life in alignment until a new BIG dream calls you back out into the unknown territory and we start a new adventure! AND with a little more wisdom about what will be required to create alignment with the new BIG Dream.

## **The Hero’s Journey is now The Human Journey**

Throughout recorded human history we have created stories about the call to adventure by our Heart’s dreams. In many of these stories – from human tribes all around the world – the protagonists are exaggerated and portrayed with superhuman qualities. I believe that all of us have a dream in our heart and powerful abilities and qualities that can be unleashed for a big impact in the world. We don’t need to exaggerate our unique qualities; we just need to learn how to use them. This is where Life Coaching comes in!!

## **Life Coaching is the modern day guide in the Human Journey story.**

Even though I think of the pursuit of a dream as the Human Journey, I will often use the phrase “Hero’s Journey” because that is how it is commonly known.

A quick note about the symbols: The Hand in the Sky with the Lightning bolt symbolizes the call to adventure of your BIG Dream. The symbols around the hand represent all of the aspects of playing with energy required to fulfill your dream. (And these same symbols are used for coach training curriculum at CoachVille; yes, there is a connection)

Another Note: The BIG Dream conversation guide that we will practice together is based on the elements of the Energy Alignment Game.

## The BIG Dream Conversation Guide Overview

1) First is the big picture context. An important element of growing a Coaching Business Ecosystem is to create conversation guides for the important elements of your business; most especially your coaching method and your selling method.

This exercise gives you an example of playing with a conversation guide.

2) Reframe from “script” to “music”. Many people resist the notion of conversation guides because they feel like they are being scripted. If this is you, I urge you to reframe it from a script to music. When you learn a musical instrument you learn to play by learning songs! When you pick up the new instrument and play random notes it does not typically produce a pleasing result.

You learn to play the music written by others and when you get a feel for the structure of music you can write your own songs. The same is true for your business; which is a form of performance art!! Your conversation guides are the “music” for your business; by playing with them you will co-create pleasing results with your players.

3) This brings us to the important coaching technique called “structured conversations”; structured conversations are to business player are what music is to piano player!

This is where you plan the key elements of a conversation that you can use over and over again to guide your players toward the mutually desired results. Then, just like a musician with a song or an actor with a script or an athlete with a game plan, you practice and practice until it feels natural and spontaneous.

THEN, as you move toward mastery with the guides that you create, you can improvise and respond creatively to any situation in the moment. POWERFUL MAGIC!!!

**What to do: Prepare to PRACTICE THIS GUIDE.**

You are going to practice this guide with a partner in our group gathering. You can prepare by reading it over several times. AND read it at least once out loud – even better several times. Get comfortable with the words and phrases. It may seem weird at first but this is how you become a professional: You get comfortable with preparation and practice!

**Then create your own! (If you want)**

After our group gathering your play plan will be to have a BIG Dream conversation with 3 – 7 members of your Dream Team. This is explained later in the document.

To prepare for these conversations you can make your own version of this conversation guide if you choose! It can be a fun creative process. You can take parts out or change words or phrases. You can add new questions that you would love to explore with your dream team.

You are welcome to use the BIG Dream Guide as it is. But if you type up a new version for yourself it can be a great way to prepare for these conversations. If you do decide to make your

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own conversation guide, be sure to read it out loud a few times to prepare for those conversations. Often phrases that seem natural in writing don't sound so smooth when you say them.

Remember: **The point of this great experience is that it will prepare you to grow your business ecosystem!**



## BIG Dream Real Play Conversation Guide

### 1) THE DREAM

**SAY:** "I am really excited to do this with you. Our purpose together is to explore your BIG Dream like a Hero's Journey and I can't wait to see what we co-create."

**SAY:** I am going to ask you some provocative questions, listen and share my observations.

**ASK:** Are you ready to get started?

{Wait for them to say: "Yes"}

"OK. Let's go.

**SAY:** Your BIG Dream is something that you really want to do right now. Often it involves having a positive impact on the lives of others and often it is something that will pull you out into the world bigger than you have gone in the past.

**ASK:** Share with me how you describe your big DREAM is right now?

{Listen and clarify}

**ASK:** What are some tangible outcomes or experiences you aim to create by pursuing this dream?

{Listen and clarify}

### 2) SUPER YOU

**ASK:** Every Hero's Journey story is a story of becoming the next version of yourself. What are some Superpowers that you want to express or develop as you pursue this dream?

{Listen and clarify; this is question to spark imagination}

**ASK:** What would playing at an elite level look like for you? What do you believe is possible?

{Listen and clarify; this is a question to spark imagination and illuminate the GAP}

### 3) SPIRIT OF PLAY (The Conscious Mind)

**SAY:** Let's explore how to make this adventure transformational AND fun!

Allow yourself to be in your beginner's mind and let go of worry about doing it right or wrong.

**ASK:** What are some of the worthy challenges you expect to face as you pursue this DREAM?

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{Listen and DON'T offer any solutions!!!}

**ASK:** How could you bring the spirit of play to these challenges?

{Share any sparks that come into your imagination as you listen}

**SAY:** I mentioned that a BIG Dream often involves having a positive impact on other people.

**ASK:** Let's imagine a few opportunities for playful influence that are part of this dream?

{Share any sparks that come into your imagination as you listen}

#### 4) FEARS and DESIRES (Non-Conscious Mind)

**SAY:** Every good hero's journey story has some opportunities to explore fears.

For example fear of rejection, fear of mistakes, fear of disappointment, fear of finding trouble.

**ASK:** Are there any fears that you are aware of that pursuing this dream might bring up?

{Listen and clarify; Their FEARS are real. Avoid dismissing the fear or soothing the fear. Stay neutral knowing that these fears will provide a treasure map to their superpowers}

**SAY:** Another aspect of a hero's journey story is the discovery of your heart's deep desires.

**ASK:** What are your deep hearts desires that are related to this dream?

{Listen and clarify}

#### 5) ENVIRONMENT

**SAY:** Another aspect of Playing BIG is the need for a growth-oriented environment including people, places, things and ideas; almost like an Olympic Training Center for your dream.

**ASK:** What are a few upgrades you need in your environment to make it a powerful environment to become a great player?

{Listen and clarify}

**ASK:** You are going to put a LOT of effort and growth into this dream. What are a few tangible rewards you would love to have in your environment as a result of your success?

{Listen and clarify}

## 6) SUPER MIND

**ASK:** *How will pursuing this dream change lives for the better?*

{Listen and clarify; this question gets them out of isolation and purposefully into the world}

**ASK:** When you imagine yourself a year from now, what will you be most grateful for from this Dream experience?

{Listen and clarify}

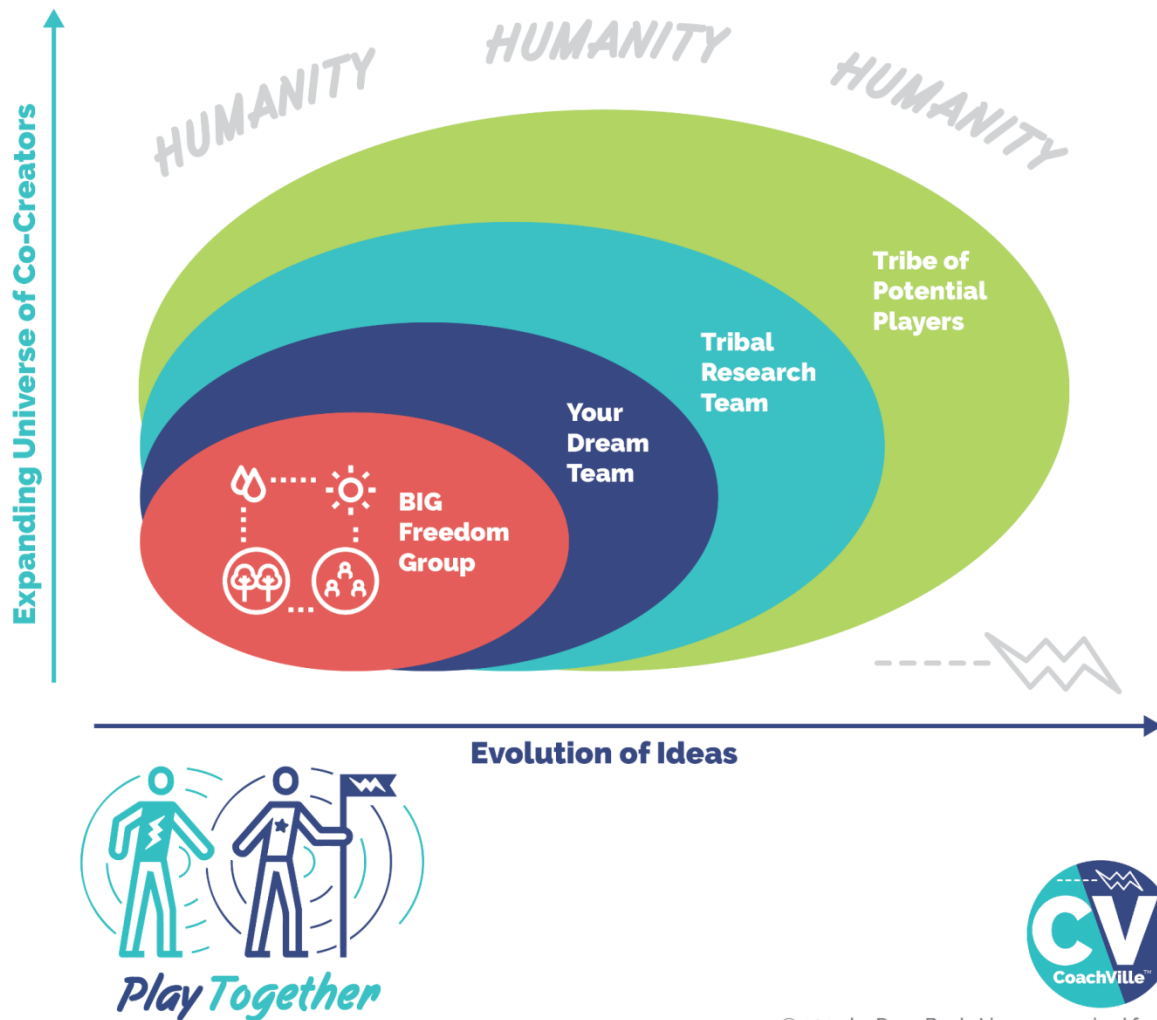
HAPPY WRAP UP!

**SAY:** Thank you so much for doing this with me!

**ASK:** What was your highlight from the conversation?

**SHARE:** {Share Your Highlights}

# BIG Freedom Co-Creation Universe



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## 04) Co-Create Your Way to a Thriving Business

The coaching experience is a co-creation between a coach and a player. Coaching is not something you do to someone or for someone. Coaching is a relationship that you do WITH someone.

Similarly your coaching business is a co-creation between you and your tribe of ideal players and you and your community. You can't thrive alone.

The purpose of this visual is to show how your expanding universe of co-creators and your evolution of ideas that become messages and methods.

You start by co-creating and practicing with your colleagues in the **BIG Freedom Group**; a very safe space to play.

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Then your ideas move into your **Dream Team** – this is your inner circle of 3 – 9 people; partners, colleagues, best friends. These are people who share your dream, support you BUT they may not be in your tribe of ideal players. It is great to share and practice with them so that they know what you are up to BUT their feedback may not always be relevant.

Next is the absolutely essential group: Your **Tribal Research Team**. These are folks who match your ideal player profile AND enjoy co-creating with you. A primary goal for you in this program is to cultivate a group of 3 – 10 folks who are on this team. Frequent and playful conversations with these folks is what will lead you to many of your most practical discoveries for your Business Ecosystem. This group can include former and current players as well as friends and colleagues who match your ideal player profile.

Next is your **Tribe of Potential Players**. This is the group you are aiming to influence and attract. The responses of this group to your messages and methods is how you determine the quality of what you are co-creating. Your interactions with these folks – which hopefully are many and often – also become part of your co-creation process.

Then there is everyone else... AKA **Humanity**. Since we are playing with Dreams and Aspirations - which are universal - there is always the potential for another person to co-create something awesome with you.

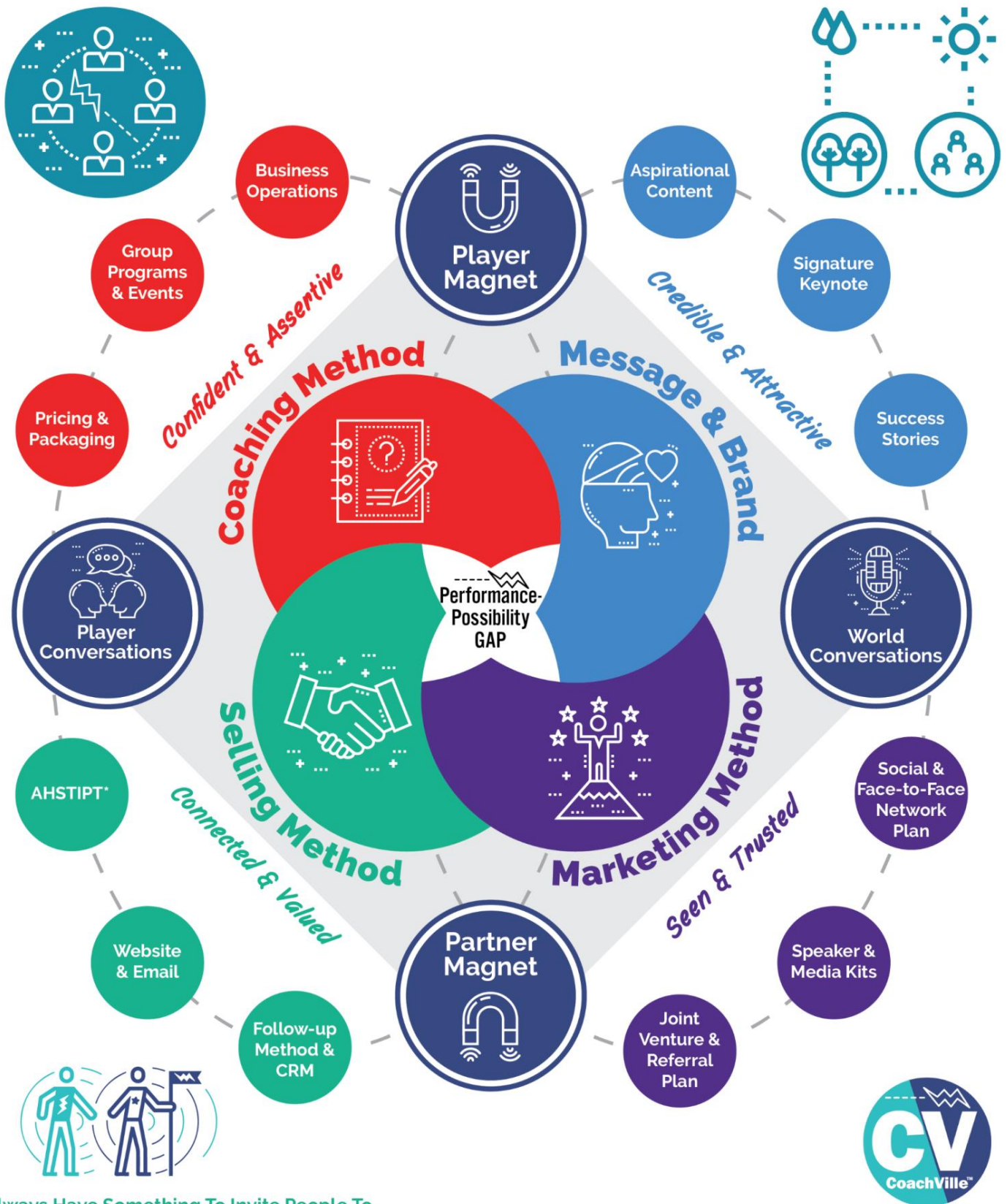
#### **ACTION:**

Identify the initial people for your co-creation teams. Make a paper or computer file with the names (and contact details) of your people.

Your Dream Team: You know who these folks are; but they may not yet know that they are your dream team! For now just make it real by putting their names down on a Co-Creation Team page.

Your Tribal Research Team: Make a list of folks who meet your initial profile of an “Ideal Player” that you know personally and would love to co-create with.

# BIG FREEDOM *Business Ecosystem*



\*Always Have Something To Invite People To

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## 05) The Performance-Possibility Gap Playsheet

### Overview of the Coaching Business Ecosystem

Your Business Ecosystem encompasses each of the elements of a flourishing business!

There are so many fun things to create and/or uplevel for your coaching business. And in the right environment it can feel like creating and sharing your masterpiece one fun step at a time. You will create all of these things as you participate in BIG Freedom experience.

The idea of an ecosystem is that there many different parts that support each other, need each other and play together in order to thrive.

Your business ecosystem is about YOU and your tribe: your values, your desires, your style, your needs and you expressing your Superpowers (that is the most important part). It's not about doing anything someone else's way. It's about creating YOUR Way; although you can use the ways of others as a place to start.

We will co-create each element together... one at a time.

In April we focus on the centerpiece of your ecosystem: The Performance-Possibility Gap.

### The performance – possibility GAP

= Your purpose as a coach

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.**

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!

Performance means playing better. Playing together to play better is what coaching is all about.

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When we talk about performance we are leaning into creative performance which is about self-expression and fulfilling experiences; not industrial performance which is about getting more done in less time.

Possibility means becoming a new version of oneself. The player is in tune with how well they currently play AND they have a vision of playing better. They have a **STRONG** desire to live into this vision and experience new possibilities of who they will become as they pursue and live the dream.

**Performance is the doing; Possibility is the becoming. The GAP is the space between current reality and the imagined future reality.**

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!

## 1) Your Ideal Player

This is a juicy topic that is very important and also very easy to over-complicate!

With that caution in mind let's keep it simple.

**Your Ideal player as 4 essential qualities:**

- 1) They have a dream you are qualified to guide them toward
- 2) You enjoy them immensely (Coaching Proficiency #4)
- 3) There is something about their situation that you can relate to
- 4) There is something about you that they admire / aspire to

**The Dream** is the most important part and we will deep dive that in the next little section.

## Enjoyment

Coaching is a relationship. It is not a service or a product. To coach someone you **MUST** care about them, therefore enjoyment is essential. Also, for the 1-1 Coaching portion of your business we are talking about 12 – 30 individuals max per year. That is not many. So it is wise to choose folks you will really enjoy!

However, enjoyment is a somewhat mysterious experience: part energy, part shared values, part intriguing differences. You don't know if you are going to enjoy someone until you spend a little time with them. On a personal note, I can tell you this one from a related experience of going on



over 100 Match.com dates: you don't know if you will enjoy someone based on the characteristics in their "profile".

From a practical perspective you will design a selling method that allows you to get to know a person before they can hire you as their coach; so that you can ensure a baseline of enjoyableness between you.

For the purposes of narrowing the field from all of humanity to something more manageable you start by naming a few qualities, values, perspectives about life or interests that you enjoy in other people.

### **Relate to their situation**

The dream is what they are playing for. AND everyone starts somewhere when they embark on the adventure in pursuit of the dream. The "situation" describes "where" they are in terms of circumstances. The reason this is important is because you need to be able to relate to where they are starting out; probably because you are there, have been there in your past or have been close to someone who was there. This is not about looking for a 100% situation match! This is about relating to some aspect of their current experience which builds a bond between you.

Examples:

- Single mom with small children
- Recently left a corporate job
- Leading a small team with a global initiative

### **Be someone they admire**

This is a tricky one that is very important. To hire someone as your coach, you need to look up to them in some way. It can be because of something that they have accomplished or some quality about them that they have developed.

The pathway to understanding this element of coaching people is to ask people what they admire about you. HAH! That might be an awesome step out of your self-preservation zone!! The ultimate is to talk with anyone who has already hired you as a coach and ask them what your admired quality was for them.

## **2) The dreams of your ideal players... You NEED to know this.**

As a life coach your currency is the dreams and aspirations of your ideal players; the people you LOVE to coach.

Your value is based in your ability to guide your ideal players in the pursuit AND realization of these dreams.

Ultimately, your potential to thrive as a professional Life Coach is based on your ability to deeply understand the dreams of your ideal players AND to cultivate coaching methods,

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branding messages, marketing methods and selling methods that connect powerfully to those dreams.

*This deep level of understanding about your ideal player's dreams that you absolutely need to know in order to thrive as a professional coach is obtained from one simple but profound act: talking to a lot of people deeply and playfully about their dreams and aspirations.*

This is the primary objective of this month of BIG Freedom Membership.

### 3) Your Players Current Situation

Here you describe the key common elements of the circumstances of most of your ideal players. In the previous section it was about enjoying your players and relating to their situation. Here you describe the qualities whether you can relate to them personally or not.

### 4) How do they imagine playing better

This is closely related to the players' dream. But here you go into a few specifics about the skills or actions they want to do at a higher level.

### 5) Your Originating Question

This item is at the top of the playsheet on the next page. But it is easier to explain with the player and dream as a foundation.

Your Originating Question is related to your Performance-Possibility GAP and is the core of your business ecosystem.

**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 create. 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, impact your players deeply and enjoy personal, lifestyle, creative and financial Freedom?

**Play Life:** What will be possible when every day is a new opportunity to PLAY BIG for your Dreams 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?

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

### **Defining your ideal player vs. Finding your ideal player**

A quick point here: defining your ideal player is slightly different than finding them. For example you may find that when you meet people at your bike club, they are often a good match for your ideal player. That is awesome. But that doesn't mean that "loves to bike" is part of your ideal player profile.

When we create your marketing method we will look for several qualities or interests that make it easier for you to find your ideal players; even if it doesn't define them. It will be a fun adventure!

### **Create a baseline understanding.**

There is a play sheet on the next page. Print it out and fill it out with your current level of understanding about your ideal players.

At the end of the month – after a variety of provocative conversations with your Dream Team and Your Tribal Research Team – you will fill it in again and see what – if anything – has changed.

# Performance-Possibility Gap Playsheet

**Your originating question:**

Date: / /

**Describe your ideal player**



**Describe the BIG dreams your players pursue**



**Their current situation / how they play now**



**How do they imagine playing better?**



**Idea Pops:**



**Follow-up Actions:**



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## 06) Session 1: Share Your Dream Real Play

1) Welcome - Group visualization of Abera Ca Dabera

2) Your Dream is the catalyst for your business

3) Share your dream Real Play exercise

When you are the player capture a few hand-written notes for each section onto a blank sheet of paper.



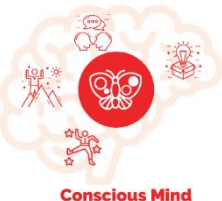
4) Q&A

## 07) BIG Dream Play Sheet

On the next 2 pages is the “BIG Dream Play Sheet”




Exercise: After explore and share your big dream with your class partner, transfer your written notes to the play sheet. While you are doing this, additional ideas will flow into your mind. Capture these on the sheet as well.

# BIG Dream Play Sheet (Part 1)

Energy Element	Practical Expression	Activate Imagination
 <p><b>BIG DREAM</b> The Call to Adventure to contribute yourself to the world</p>	<p><i>Describe your BIG DREAM right now</i></p>	<p><i>Tangible outcomes or experiences</i></p>
 <p><b>Super YOU!</b> Expand and Unleash Your Superpowers</p>	<p><i>The next version of you needed to live this dream. Superpowers to express or develop?</i></p>	<p><i>Describe playing at an elite level. What do you believe is possible?</i></p>
 <p><b>Playful Conscious Mind</b> Relate (influence) Create (share) Experiment (new acts) Explore (See + be seen)</p>	<p><i>Worthy challenges you expect to face...</i></p> <p><i>Opportunities for playful influence of others; AKA playing for “yes”</i></p>	<p><i>Bring the spirit of play to these challenges...</i></p>

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## BIG Dream Play Sheet (Part 2)

Energy Element	Practical Expression	Activate Imagination
 <p><b>Non Conscious Mind</b>  <b>Body Awareness</b>  <b>Fears</b>  <b>Desires</b>  <b>Beliefs</b></p>	<p><i>Fears that you are aware of...</i></p>	<p><i>Deep hearts desires</i></p>
 <p><b>Environments</b>  <b>People</b>  <b>Places</b>  <b>Things</b>  <b>Ideas</b></p>	<p><i>Upgrades needed to make your environment like an "olympic training center" for your dream pursuit</i></p>	<p><i>Tangible rewards you will add to your environment as a result of success</i></p>
 <p><b>Supermind Connection</b>  <b>Attracted Experiences</b>  <b>Focused Intentions</b>  <b>Expressed Gratitude</b>  <b>Curious Questions</b></p>	<p><i>How will pursuing this dream change lives for the better?</i></p>	<p><i>Imagine yourself 1 year from now. What will you be most grateful for from this Dream experience?</i></p>

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## 08) Plan for BIG Dream Conversations with your Dream Team

Make a plan to have a BIG Dream conversation with each of the 3-7 people on your Dream Team. This is your closest partners, colleagues and friends; the folks that are ALL In with you for your Dream.

You can use the BIG Dream Conversation Guide as is, or you can create your own version using this one as a starting point.

If you are having trouble coming up with 3-7 Dream Team members, then your big mission is to have a conversation like this with a few candidates. Begin the process of cultivating your Dream Team!

## 09) Co-Create BIG Dream Conversations with your Dream Team

The next step is to have these vital conversations; especially if you think you already know what their responses will be!

Take written notes.

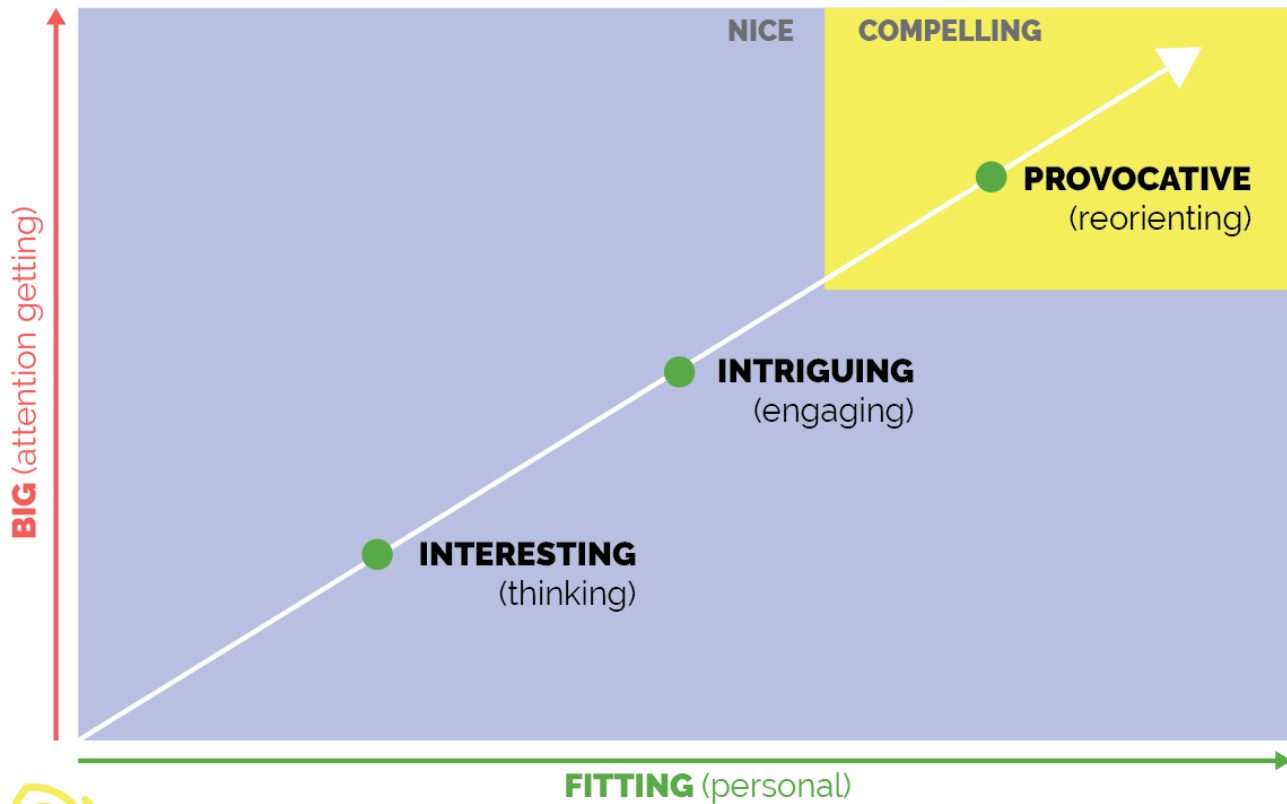
Be the keeper, protector, champion of dreams. Come up with a visual way to stay connected to the Dreams of your Dream Team members. As you care for their dreams, they will care for yours.



# 10) Your Tribal Research Reach Out Conversation Guide

## The Method

### #1. Engages in Provocative Conversations



The larger and more personal your conversations are, the more naturally provocative they will be for the player. You know it's a provocative conversation when it gets the player's attention and they reorient around it.



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The method is to make your business a constant co-creation with your tribe of ideal players.

What this looks like is any time you have an idea for a post, presentation or program or ANYTHING for your business, you reach out to a few folks in your Tribal research team and just talk about it with them. Explore the idea with a few people; ask for perspectives and examples.

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As you talk with a few people your “thing” moves into resonance with your tribe and becomes magnetic.

The aim is for these reach out conversations to be enjoyable and stimulating for both of you. As the coach, **you are the provider of provocative conversations** that keep life and business growing.

AND you also up the value equation by being the champion of the dreams of everyone on your tribal research team! Or said more fully: the keeper and champion of their dreams... even though you may not be their “formal” coach (at the moment), you are their “aspiration” coach!

This type of bond is created initially and then maintained by juicy “share your dream” conversations. Let it be known that you care about them and that you are the champion of their dreams.

By doing this, you “earn the right” to reach out to them on a regular basis for these reach out conversations that are essential for you and provocative for them.

Just to clarify... you don’t need to tell them: “Hey, you are on my tribal research team”. You just start by caring about their dream and then reach out to them to talk about ideas from time to time. If they seem to groove on the relationship and conversations then they are “on the team”.

### **Your Initial Tribal Research Reach Out Conversation Guide**

This is the conversation that sets the stage for the relationship you aim to develop with them.

Make an outline of 3 – 7 key questions / topics you want to explore with your potential tribal research team members.

Use the BIG Dream Real play as a model. Feel free to use any of these questions and/or create your own that are relevant to your tribe of players and potential players.

**\*\* ACTION: Be prepared to practice this conversation on the BIG Freedom Team call.**

### **Your Reach Out Logistics**

You can go about this in whatever way feels good to you!

I suggest you keep it “informal”; almost presumptive. You are a coach, so “of course” you want to know about the dreams of people you care about. Remember the formula for a provocative conversation: it’s BIG and it’s personal.

You can spark it with an email or text: “Hey, I want to check in on you and your dream. When can we talk this week?”

Don’t let their “busyness” deter you. Everyone was trained to be busy all the time in the Industrial Age. But people have time for someone who cares about them and their dream; someone who enriches their lives with provocative conversations. Be that someone and people will take your calls.

## 11) Celebration Play Sheet ~ Celebration Gathering

On the next page starts the 2-page BIG Dream Celebration Play Sheet.

### Hand write the play sheet.




Hand writing your BIG Dream update will keep you connected to your dream. Keeping these sheets in a folder will give you a way to see (and relive) the progress of you and your dream!

### Attend the Celebration Gathering and SHARE

Celebrating your dream and your life in conversation with your coaching tribe is a powerful way to move toward alignment!

# BIG Dream Celebration Play Sheet (Part 1)




Date:

Energy Element	Recent Experiences	Growth Opportunities
 <p><b>BIG DREAM</b> The Call to Adventure to contribute yourself to the world</p>	<p><i>Describe your recent BIG DREAM experiences</i></p>	<p><i>What is the next step of your adventure?</i></p>
 <p><b>Super YOU!</b> Expand and Unleash Your Superpowers</p>	<p><i>Describe a moment when you expressed your Superpowers?</i></p>	<p><i>Describe the next level of your Superpowers that your Dream is asking for</i></p>
 <p><b>Playful Conscious Mind</b> Relate (influence) Create (share) Experiment (new acts) Explore (See + be seen)</p>	<p><i>Describe moments of playfulness...</i></p> <p><i>Describe worthy challenges that you faced...</i></p>	<p><i>How can you bring the spirit of play to your current opportunities and challenges...</i></p>

**BIG Freedom!**

# BIG Dream Celebration Play Sheet (Part 2)

Date:

Energy Element	Practical Expression	Activate Imagination
 <p><b>Non Conscious Mind</b>  <b>Body Awareness</b>  <b>Fears</b>  <b>Desires</b>  <b>Beliefs</b></p>	<p><i>Describe new awareness of your body, fears, desires and beliefs...</i></p>	<p><i>Describe the steps out of your Self-Preservation zone that your dream is asking for...</i></p>
 <p><b>Environments</b>  <b>People</b>  <b>Places</b>  <b>Things</b>  <b>Ideas</b></p>	<p><i>Describe upgrades that you made to your environments...</i></p>	<p><i>Describe the next upgrades needed to your "Olympic Training Center" for your Dream</i></p>
 <p><b>Supermind Connection</b>  <b>Attracted Experiences</b>  <b>Focused Intentions</b>  <b>Expressed Gratitude</b>  <b>Curious Questions</b></p>	<p><i>What are you most grateful for from your recent Dream experiences?</i></p>	<p><i>How will your dream change lives for the better in the days ahead?</i></p>

**BIG Freedom!**

## 12) Session 2: Tribal Research Team Reach Out Role Play

2020-04-20

- 1) Welcome - Group visualization of Abera Ca Dabera
- 2) You are the Keeper and Champion of Dreams!
- 3) Tribal Reach Out Role Play exercise
- 4) Q&A

## 13) Update your Tribal Research Plan

Based on your experience of practice, update your plan.

## 14) Tribal Research Out

Get into conversations and establish yourself as the Champion of Dreams (and emerging co-creator)

Mission: Complete 3-7 calls before 2020-05-01

## 15) Celebration Call

2020-05-01

Come prepared to share what you learned about the dreams of your tribe!

Print another set of pages 27,28 to use before, during and after the call.

## 16) Planning Ahead

### The Monthly Schedule of Topics...

Month	Business Ecosystem	Energy Alignment
<b>April &amp; October</b>	Performance Possibility Gap	BIG Dream
<b>May &amp; November</b>	Coaching Method	Playful Conscious Mind
<b>June &amp; December</b>	Your Message and Brand	Super YOU
<b>July &amp; January</b>	Marketing Method	Your Environment
<b>August &amp; February</b>	Selling Method	Non-Conscious Mind
<b>September &amp; March</b>	Your Magnets	Supermind Connection