

COACHVILLE NEXT GEN COACHING IN-PERSON EVENT



Playbook
by Dave Buck, MCC

CoachVille Center for Coaching Mastery
We are the champions of dreams!

Next Gen Coaching

Playbook for Coaches 2023 Edition

By Coach Dave Buck, MCC

Recommendation for printing:

You are welcome to print the whole playbook! But, you don't need to.

If you want to print just the playsheets needed for the playshop,

Print pages 28 – 56

Welcome!

Hello there! Coach Dave here with you.

On behalf of the CoachVille Community, I welcome you to the Next Gen Coaching in-person event.

It is AWESOME to be with you.

Our purpose for the event is...

YOU becoming...

A Superstar of Human Connection skills

A Champion of Dreams and Human nature

And...

A confident Transformation Coach

If you are already all these things, AWESOME... you can play for your next level.

The true heart of coaching is practicing together to play better. So, just as a basketball coach will help you play basketball better or a violin coach will help you play violin better, as a Transformation Coach you will help your players to play life better by practicing their Human Connection Skills. It's powerful and fun. AND... it is valuable for every endeavor in life at every level. Human Connection Skills are universally valuable and we can always play better... with Guided Practice!

And we are thrilled to include you in our BIG Dream at CoachVille

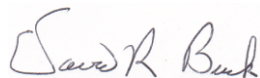
To uplift the Human Family

Out of: Authoritarian Control

INTO: Egalitarian Co-creation.

One coach and one player at a time.

Enjoy the adventure, we are delighted that you are with us...



Coach Dave Buck and the CoachVille Community...

It takes a village to raise the world...

A Village of Coaches!



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Prepare for the Event

There are a few models and techniques that are good to review before the event if you can.

If you are new to CoachVille, this preparation will enable you to jump right in!

If you are a CoachVille student, then a quick refresher will be beneficial.

Prep Outline

1. Next Gen Coaching
2. Play Your Dream
3. The Human Connection Super skills
4. The Human Nature Superpowers Model
5. The In-Person Networking Social Play Sequence
6. The Peak Experience Coaching Technique
7. The Role Play Coaching Technique
8. The Embody Your Dream Coaching Technique

1) *The Lightning Bolt Moment*

The Lightning Bolt is a symbol of transformation.

The Next Gen Coaching Event could be your Lighting Bolt Moment!

The FLASH of electricity comes out of the sky to shake things up and cause a transformation.

In the mystic symbol of the lightning bolt, it is striking a tower and the people in the tower are tossed out. SET FREE! Out of their isolation and back out into the social world of other people and new possibilities... and new challenges.

Were they held captive by some form of outside control? Or did they put themselves under control to get away from the risks of the world? We don't know. But either way, the control is gone and now they are free to play – and risk – and GROW – again.

Scenario 1:

In real life terms this is some kind of event. Often the end of a situation: a job, a relationship, a time in a place, or a state of health... and at the exact same time, the beginning of something... your NEXT Dream.

You may be in a lightning bolt moment in your life and now you are connected to a Transformation Coach. Good!

Scenario 2:

You are connected to a Transformation Coach and now you are going to co-create your own lightning bolt moment (Yes, we can do that). In real life terms this is some kind of choice. A choice to let go of some status quo in your life and **LIVE YOUR NEXT DREAM NOW!**

Whichever scenario you are in... it is good!

Sometimes we choose our next Dream.

Sometimes our next Dream chooses us!

The Transformation:

From: under control... staying safe

To: set free... into the social world

There is some part you **YOU** now that needs to be set free... back into the social world for expression, growth, risk and opportunity; so that can live your next Dream, **NOW!**

Together we will discover what part of **YOU** (or parts) is being **SET FREE...** and ready of not.. the other people of the world are calling for you.

Here is a **BIG** point about Transformation Coaching: whatever problems you were focused on before the spark... are probably no longer relevant; most likely they are not worth your attention. We leave them behind with the crumbled tower. **AND** it is likely that the cause of those “problems” was trying to keep your Self or something under control.

On adventure in the social world, we don't focus on problems. We focus on the peak experiences of the Dream we are playing.

The Lightning Bolt between the two faces talking represents the transformative power of coaching conversations.

FLASH... a new DREAM!

FLASH... a new possibility

FLASH... a new awareness

FLASH... a revealed desire

FLASH... a new ability

FLASH... a new becoming

FLASH... a new understanding

FLASH... the next DREAM

The Lightning Bolt – the Transformation Coach – is the messenger, the catalyst, the companion, the guide...the FLASH!

The only choice now is to play the new Dream.

Or stay under control.

FLASH!

Let's Play

2) Next Gen Coaching

Transformation Coaching is the next generation of coaching!

Awwwww yeah!



Transformation Coaching Is...

1. A personal, egalitarian relationship
2. of guided **PRACTICE** and playful co-creation
for the player...
3. to become the next version of themselves
4. in pursuit of playing their **Dreams** better

A Coach

A coach is an accomplished, energized and wise partner with special skills and techniques dedicated to guided PRACTICE to play Dreams Better.

A Coaching Session

A time where the player and coach put EVERYTHING else to the side and focus on guided PRACTICE to play a Dream Better.

IT is so liberating and SOOOOO much fun.

Version 1 Life Coaching

Version 1 of the Life Coaching Movement was essentially a mashup of three concepts from 1990's Industrial Culture. It was good. I coached this way for 10 years!!!

Help the client achieve their goals with Awareness PLUS Accountability:

1. **Awareness** - Through either: Questions and Empathetic Listening
OR Expert Instructions
2. **Accountability** - Enthusiastic Task Management

Some coaches would talk with clients to help them solve their own problems and come up with their own tasks. Other “expert” coaches tell their clients how to solve their problems and what tasks to do because they had “cracked the secret code”.

Most coaches were a hybrid of these two styles.

Either way, the focus was solving problems and completing tasks leading to goal achievement.

Next Gen Coaching is coaching for the emerging Egalitarian Co-creation Culture. This is a Coaching Culture where we uplift each other using our human connection super skills rather than putting each other under control!

It is about dreams, transformation and the heart of what EVERYONE knows coaching is all about: Guided PRACTICE. And specifically... practicing Human Connection Skills!

3) Play Your Dream

Transformation:

From: Work toward a goal (like it is an objective for some day)

TO: PLAY your Dream (like a game you “plug in” every day)

PLAY YOUR DREAM

In the Next Gen Coaching Program, you will be both a player and a Coach.

To prepare to be a player, you need a little clarity on the Dream you are playing now.



PLAY YOUR DREAM – what does it mean?

One of the BIG ideas of Transformation Coaching is to live a Dream-Centered Life.

Working toward your dream is a common notion. Your dream is something that is off into the future; something you accomplish someday by completing tasks every day.

Your Dream is a “game” in the Play Life Station

PLAY YOUR DREAM is a totally new idea. The best way to explain it is with a metaphor.

You are most likely familiar with the various game consoles where you plug a game into the console and the screen comes alive with a new world that you explore, among other things.

Imagine that this amazing world that we live in is a fully alive Play Life Station!

Your Dream is like a game that you plug into the game console.

After you activate your Dream by sharing it with your coach and Dream Team, the world around you comes alive in a new way. Everything that happens is connected to your Dream in some way. You LIVE your Dream every day.

And yes, you can pop the game out of the Play Life Station any time if you need a rest. 😊

Possibilities for your Dream

Your Dream can be an elaborate vision. OR it can be a simple statement of desire. Either is an awesome way to start our adventure together.

Elaborate: I want to host a podcast where people share their defining moments in life.”

Simple: I want to feel more energy when I am at work.

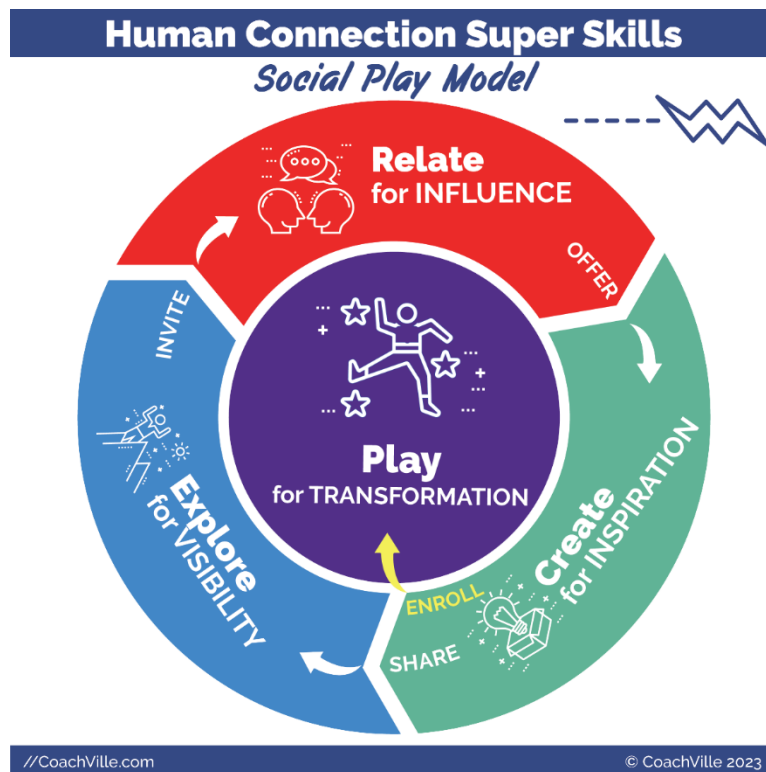
Simple: I want to have a closer relationship with my friends and neighbors.

At CoachVille, we use the symbol of the lightning bolt to represent your Dream. And sometimes we put the lightning bolt in a sunshiny heart to symbolize that your Dream comes from your heart and radiates out to the world around you. LOVE THAT!

Aspects of Life you can play better with a Coach

- small business ownership,
- career development & transition into something joyful & meaningful
- business growth through team play
- leading a worthy cause or movement
- growing a vibrant community
- spiritual quest through community participation
- financial freedom through value creation
- corporate management and/or leadership of a great team
- artistic expression and performance
- health and wellness through engagement
- personal growth through self-expression and participation (this includes co-creating relationships and partnerships)

4) The Human Connection Super Skills (Social Play Model)



Transformation:

From Complete Tasks

TO: Social Play

The BIG idea of transformation from completing tasks under control to social play is this: with social play you don't know what the outcome is going to be; there is mystery; there is possibility; this brings a much deeper experience of aliveness!

AND.... The need for coaching...YES!!!!

Explore for Visibility (AKA to See and Be Seen; to know and BE Known)

> Leads to an Invite

Exploring is when you go into a new territory; you are stepping into the unknown (hopefully with a sense of wonder) It can be a physical place, a social media platform. You explore to see and experience new people and new places; and also, to BE SEEN and KNOWN by new people.

When exploring for visibility goes well, it leads to meeting someone that you want to get to know better. This leads to an invitation to meet again where you can Relate for Influence.

Relate for Influence (AKA Play for "Yes")

> Leads to an Offer

Relate means talking to other people! This is pretty much what we do all the time in life. It becomes playful where there is an opportunity for positive influence like when you are

asking someone to do something with you and they might say “yes”, but they might say “no”.

While relating for influence the “yes” that we are typically playing for leads to an offer to do something together. Doing something with one or more persons is a Create for Inspiration experience.

Create for Inspiration (AKA experiences to share with others)

> Leads to a Share AND / OR > Leads to Enrollment

The original form of Create for Inspiration is more accurately co-creating an inspiring experience with one or more people. Then the participants share about their experience with others to inspire them as well. These experiences can be designed or spontaneous and are most likely a combination of both.

In our current world of written words and recorded media, we can create something for others to experience at a later time, with the intention to inspire them. You have the inspiring experience of making it and they have the inspiring experience of engaging with it.

The sharing part is all about participation and contribution. This is very much in line with the idea that “Life is Performance Art”; which is a concept we talk about a lot in coaching.

When someone shares about their experience with you, to another person, this creates a new visibility opportunity.

Enrollment! This is when another person signs up for your Play for Transformation “thing”. This could be a program, product, service or experience.

Play for Transformation (AKA your THING!)

The BIG IDEA: In any type of Connected Age business Dream, there is something that you want to do with people or provide for them that will be a transformational experience. This can be a program, product, service or experience.

For a coaching business for example, this is your coaching program.

For an entrepreneur, this could be signing up a customer for your THING. Or signing up a team member or vendor or advocate.

For a leader, this could be signing up a member for your team or community, or signing on a member to your advisory board.

The point is: you are doing something to play for transformation with other amazing people!

5) Human Nature Superpowers Model



In our view of “what is transformation” there are two parts:

- 1) Grow your ability to use your Super skills of Human Connection
- 2) Unleash and express your Superpowers of Human Nature

We won't get into this model too much in the event, but it is an important for foundation.

Transformation:

From: Control / Fix Human Nature

TO: Unleash / Trust Human Nature

After “To Dream”, they all have a keyword with BE to make them easy to remember:

To Dream

- Choose your Desire (your focus for the next period of your life)
- Self-Love = I honor my unique being
- Self-Worth= I am worthy of living my dream; My Dream is worthy of support in my community.

The Drive to BE Free.

- Choose your adventure (every day)
- Self-trust = I trust my inner knowing
- Self-determination = I can choose to do it; I don't need permission.

The Love to BEfriend

- Choose your companions
- Co-create = Two or more people creating together
- Care (give and receive) = We attend to each other's well-being

The Urge to BEcome

- Choose your playful practice; anything you want to “get good at doing”
- Self-expression = I can do it in my unique way
- Spirit of play = Curious, Creative, Resourceful, Resilient

The Need to BELong

- Choose your environments (and create culture)

- Social-Value = your contributions to others are appreciated
- Social Safety Instinct = avoid disrupting your status in the group

The Ability to BELieve:

- Choose your beliefs
- Self-Confidence = I believe that I can do it
- Self-Preservation = I believe that I should stay safe

Conclusion

The first step is to begin to see these profound human instincts and abilities as Superpowers that we can use for good.

6) Peak Experience Coaching Technique

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Peak Experience Technique For Intentional Co-Creation

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Plan

1. Do Something Awesome

Social Play

Social play action?

What do you want to feel?

2.

Describe Their Feeling

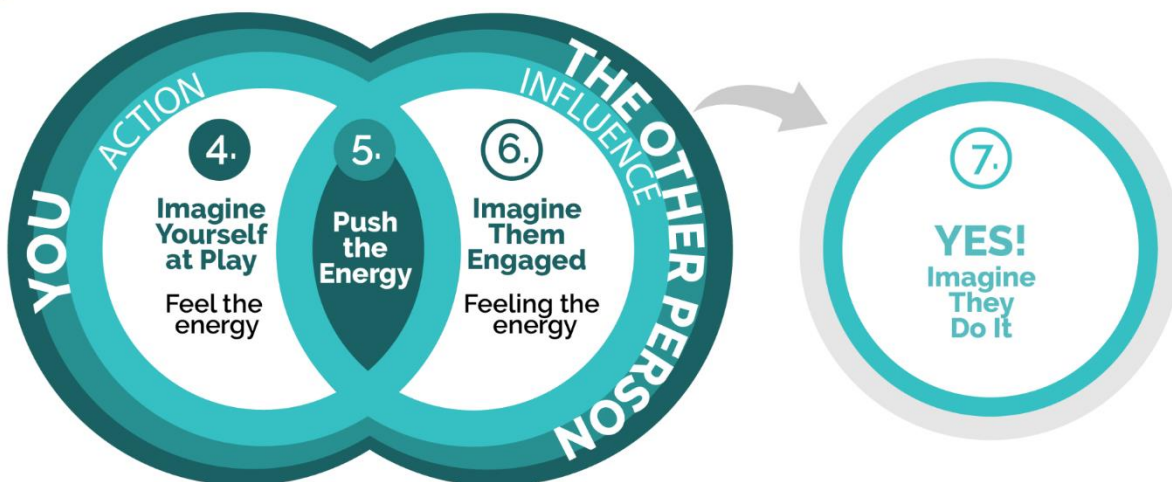
What do you want them to feel?

3.

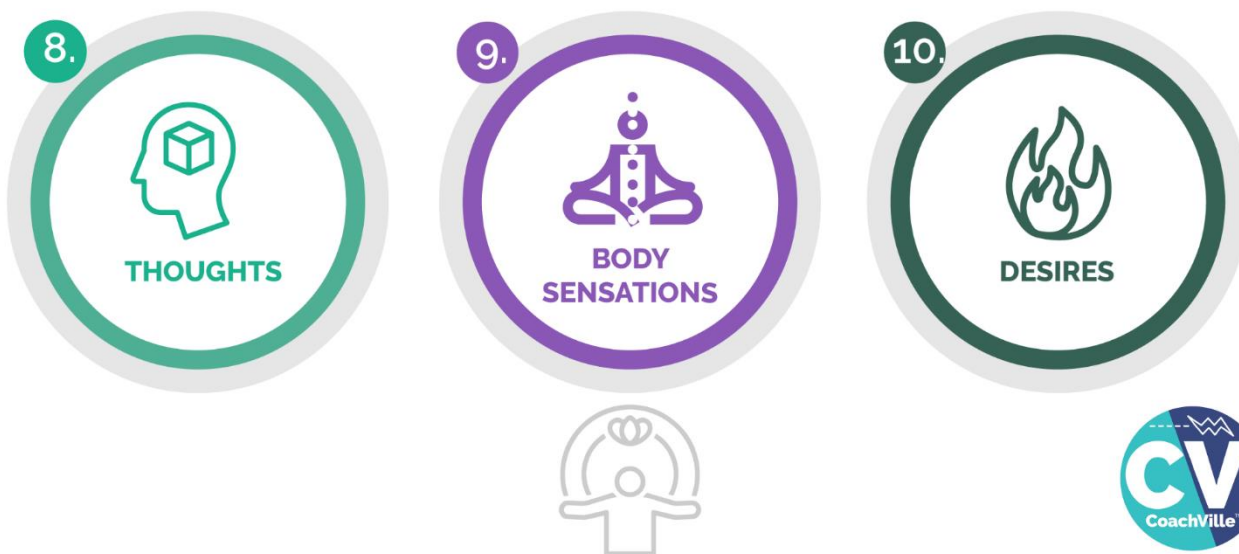
Desired Action

What do you want them to do?

Play



Grow



Transformation:

From: Information / “how to”

TO: EMBODY ~ FEEL IT

The Peak Experience Technique is a way to practice any social play activity using imagination and body awareness.

The technique has three sections that follow the Plan – Play/Practice – Grow flow.

Part 1: Plan

Plan out the social play sequence with the player. Starting with what they want to do and how they WANT to feel. Then what they intend for the other person to feel and then do.

Part 2: Play / Practice

Practice the sequence using imagination and body awareness. The player preferably has eyes closed while the coach guides the player through picturing the sequence of social actions while noticing sensations in their body. The deeper power of the technique occurs when the player imagines and feels what they intend for the other person to feel and do in the experience. We call this “pushing the energy”.

Part 3: Grow

Grow is accomplished by debriefing what the player experienced during the imagination of the sequence. Specifically what thoughts came into awareness? What body sensations did they notice? What desires did they notice? We often call this part “Doubts and Desires” to make it easy to remember. Also, to bring judgment-free awareness to both.

IMPORTANT!

If you are new to CoachVille:

- 1) Read the Coaching Guide at the end of this playbook
- 2) You will use the coaching guide while you are coaching. (It’s OK! Everyone at CoachVille learns that way!)
- 3) Print the coaching guide to use during the event.

OR plan to have it up on your phone while you are coaching

If you are a CV Student, you can do whatever you are comfortable with!!

Use the guide, or know the flow from the playsheet.

{Explain}

7) The Role Play Coaching Technique

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Role Play Technique

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Plan

1. Define The Situation

Influence

- Ask for
- Offer / Invite
- Request
- Share Truth

Intention

- Result
- Feeling
- Timing*
- Specific
- Recurring

2. Define The Role

- Specific or Composite
- Character Sketch
- Attitude Toward The Situation

3. Advanced Prep (optional)

- Approach
- BIG Moment
- *Superpower**

Play

Relate for INFLUENCE



The Coach Is Observing
 A: Clarity of Intent
 B: Energy Alignment
 C: Words Flowing
 ★ Superpower



PRACTICE

4.

Play Together

REJECTION?

5. Time Out

Reverse Roles (optional)

DEMONSTRATE

6.

Level Up

- Share Observations
- Tweak Role
- New Approach
- *Energy Block?*

Grow

7. Debrief

- Clarity
- Confidence
- Energy



Pivotal Moment Technique



We will do two Role Play Practices during the event.

The BIG idea of Role Playing as a coach is that you are playing AND observing your player AT THE SAME TIME!

The Tennis Coaching metaphor is very useful for understanding Role Play. As the coach, you play AND observe at the same time AND adjust the challenge you create for the player.

Day 1 Role Play

The Day 1 Role Play is pretty easy, you will be playing yourself... with a twist.

If you are coach, you will play yourself BEFORE you got into coaching.

So you may need to go back in time a little bit to play that previous version of yourself.

That will be fun!

For this role play you will not need the coaching guide.

Day 2 Role Play

The Day 2 role play is a little more challenging. You will play a person that your partner knows and want to practice a reach out conversation with.

This one will require a little more playfulness on your part.

There is a playsheet that you can use that will walk you through the steps.

Also, if you have never done this before, read the coaching guide at the end of the playbook. It is straightforward, but the structure will help.

Step 1: Define the situation

We are all practicing a reach out.

Step 2: Define the role

Ask your player for a character sketch of the person you are playing.

Part 3: Advanced Prep

The big moment is if/when they invite you to do something

Part 4: PLAY

Jump into the role using your imagination and give your partner some practice.

Part 5: Time out

Either of you can call time out

Part 6: Uplevel

Ask your player if they want you to tweak the role.

Offer an observation of what you are noticing.

GO BACK TO STEP 4

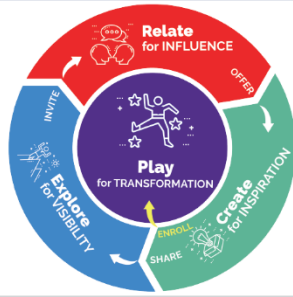
Part 7: Grow

Share insights about the experience.

8) The Embody the Dream Coaching Technique

Embody Your Dream Technique - Play Sheet

Date:



Dream:

Explore for **VISIBILITY** > Invite > **YES!**

Relate for **INFLUENCE** > Offer > **YES!**

Create for **INSPIRATION** > Share > **YES!** **Enroll > YES!**

Play for **TRANSFORMATION**

▲ *Speak the vision* ● *Embody the vision*

Explore - Relate - Create - Play

for **VISIBILITY - INFLUENCE -
INSPIRATION - TRANSFORMATION**

Action 1

for **RESULT 1**

SCENE ONE

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 2

for **RESULT 2**

SCENE TWO

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 3

for **RESULT 3**

SCENE THREE

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 4

for **RESULT 4**

SCENE FOUR

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Desires:

The Embody Your Dream Technique is an extension of the Peak Experience Technique.

This technique is like a Dress Rehearsal for a Dream. Here we push the concept of Guided Practice a step further by practicing, with imagination and body awareness, a sequence of events leading up to your Dream.

We will do this technique as a group, so you will be a player for this practice.

There are 3 stages of the technique

Stage 1: Write out your social play sequence.

You will co-create your sequence with a small group and write in the keywords on the TRIANGLE lines.

Stage 2: Guided visualization of the sequence

I will guide you through the visualization.

You will write in your thoughts and body awareness as we go on the CIRCLE lines

Stage 3: Explore growth opportunities

Back with your small group you will share about what you noticed during the experience and look for growth opportunities with each other.

AWESOME!

When you can see it and feel it, you can do it in the social world!

9) Coaching Proficiency: Engages in Provocative Conversations

In the event we are going to practice networking using a technique called:

the Provocative Spark!

It is based on the coaching proficiency developed by the late Thomas Leonard: Engages in Provocative Conversations

Here is the original version from Thomas. It's pretty edgy. We won't do exactly this in the Provocative Spark, but it provides a good foundation.

Introduction

The Coaching Proficiency that best illuminates the Bigger Why – the shared purpose - is Engages in Provocative Conversations (#1).

Provocative Conversations involve the use of the deep and the doubting questions. Certified coaches ask "deep" questions to get to the heart of the story the player is telling. And they ask "doubting" questions to be sure that what the player is saying is really true. The way these questions are negotiated determines the quality of the provocative conversation.

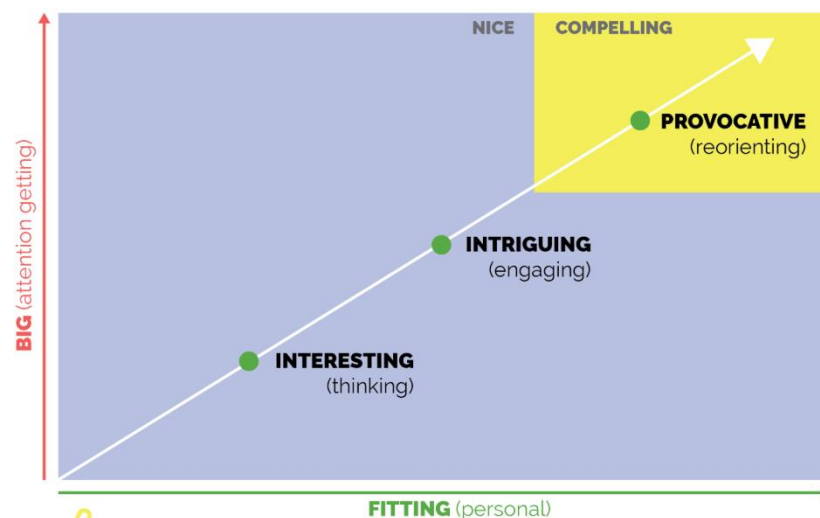
What Is The purpose of this proficiency?

1. To help coaches help players articulate what's really going on in their lives
2. To help coaches know what to do when resonance is lacking between what player is saying and what is true.

What does engaging in provocative conversations mean and why is it important?

- It's more than evocative.
- Less than adversarial.
- Different from confronting.

#1. Engages in Provocative Conversations

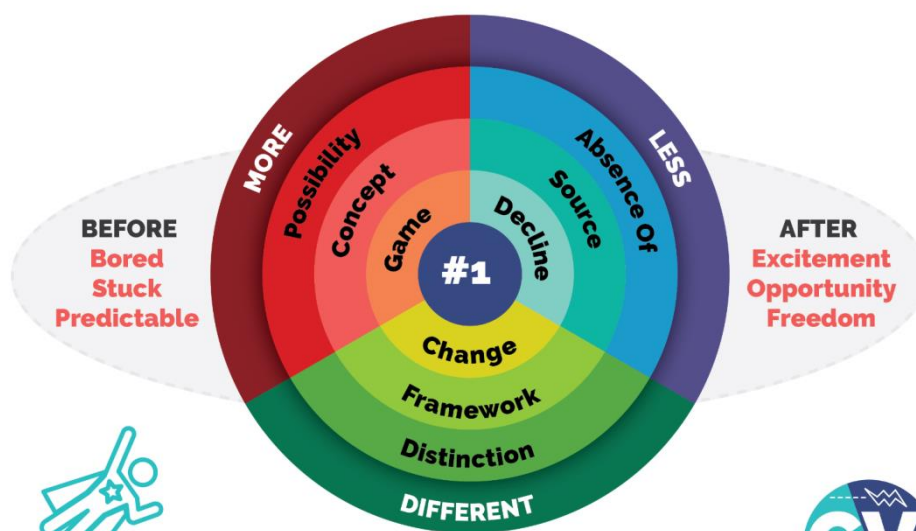


The larger and more personal your conversations are, the more naturally provocative they will be for the player. You know it's a provocative conversation when it gets the player's attention and they reorient around it.

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#1. Engages in Provocative Conversations



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How do you use this proficiency with your players?

- Suggest something more.

More possibilities. More concepts. More, or a bigger, game.

What most players really want is to resolve problems. Certified coaches offer an even bigger game with provocative conversations, of having no problems at all.

- **Suggest something different.**

Offer distinctions, different frameworks, or suggest they make a change.

You come from a place where you are quite interested in having players that are without problems, period. That really gets their attention when you offer this option.

- **Suggest something less.**

Suggest an absence of something, eliminate the source of the problem, or decline to work on the focus.

It's important to engage in provocative conversations because players don't want to waste time, energy and money waiting to figure out why they have symptoms or why situations are what they are.

- **Going deep fast**

Your conversations need to get below the surface story and to the real truth of the matter to really have a powerful impact. Certified Coaches go deep fast with provocative questions, without probing and pushing their players as if they were cows being led to pasture.

What are the greater truths about engaging in provocative conversations?

1. We're all waiting for a life-changing, provocative conversation.
2. Coaching offers a great environment for this.
3. Provocative conversations add long term value.

How will engaging in provocative conversations make you a better coach?

1. Certified Coaches don't take anything at face value.

That's what makes them better coaches. When you don't take things at face value, you can help your player go deeper and actually resolve the underlying dynamic, not just eliminate the symptom.

2. They wonder (with discovery questions)

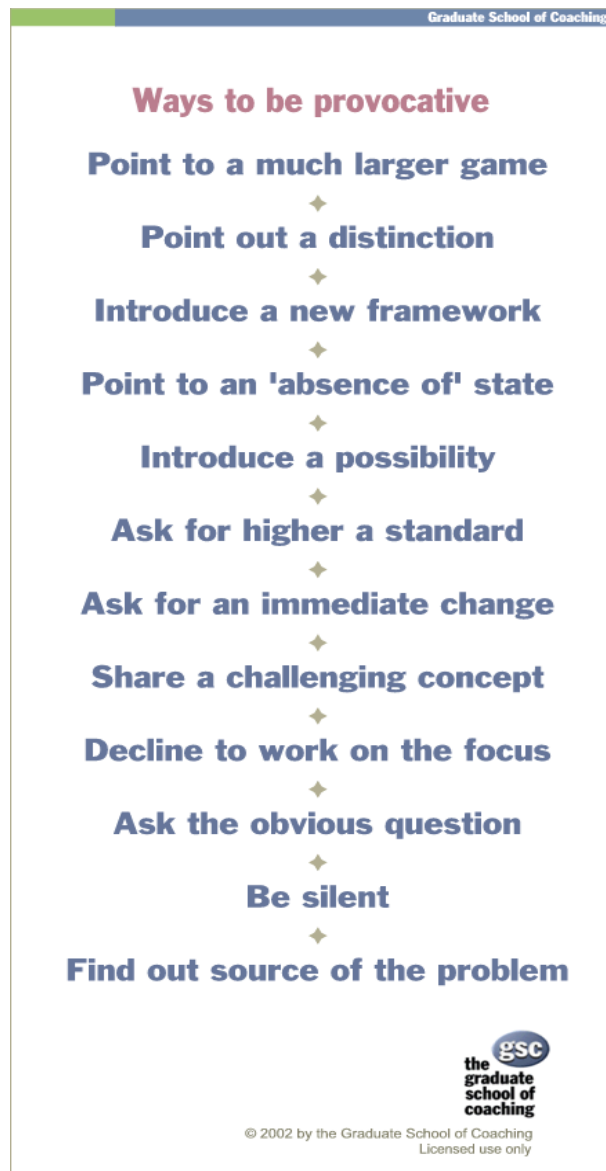
They pursue truth (with deepening questions) and they provoke (with doubting questions).

3. The key distinction is provoking vs. evoking.

The certified coach uses questions to get below the surface. Great coaches don't just evoke what the player wants to tell them. They gently provoke what the player may be hiding from themselves.

4. People do hide from things they really want.

A life with no problems at all is quite often wished for, and yet hidden. Engaging in provocative conversations allows coaches to help players achieve/obtain what they really want, not just what they think they want.



What are some questions you can use to engage in provocative conversations?

1. I hear what you're saying. You are a responsible person but you feel trapped and with no options. And I'm just wondering, Why are you having any problems at all in your life?
2. What do you think the real truth is here?

3. Are you sure about that? I have a sense that there's something more. Are you sure it's about ...(i.e. losing someone or something or approval)

4. Is this the kind of life you want to have?

How Do You Learn About Engaging in Provocative Conversations?

- Practice the three sets of questions; the duh, the deep and the doubting.
- Listen to others in their conversations. See if you can pick these questions out in the dialogue.
- Try NOT using these types of questions and watch how boring things can get!
- Ask yourself the questions around your own life. Is your life problem-free? Why not? Certified Coaches walk their talk.

What Mistakes do coaches make with engaging in provocative conversations?

1. They stay on the surface accepting their player stories at face value.

They are not careful about being seduced to just follow where the player wants to go, thinking they are letting the player appropriately "set" the agenda. They may actually be letting the player lead them astray.

2. They fear asking deep questions.

They are concerned about prying into private areas. They don't realize that their job is to navigate with curiosity so that the player can see more truth and do something about the truth if they choose to.

3. They don't have a relationship with problem free living.

Since they are not on a path to problem free living they don't know how to talk about it. Even if you are not there yet, your process will be highly valuable to your players.

4. They misunderstand the distinction between provoke and evoke.

Consequently their sessions focus on evoking more of the player story rather than provoking them to see more and want more for themselves.

What are the key shifts to make to engage in provocative conversations?

1. Think bigger.

Go outside of situations and symptoms and look for the real truth. Provocative Conversations are provocative because they rise above our ordinary way of looking at things.

2. Pursue a problem free life.

Do this so that you can have a meaningful conversation about it.

3. Be fearless, but also guileless in your questions.

Players can spot it if you have an agenda or you're leading them somewhere you want them to go.

4. Don't be satisfied with a chat.

Expect more. Get more.

Day 1 Outline – In-person Networking

The Provocative Spark!

Outline for the Day

(subject to change) 😊

09:00 – 12:00 Morning Session

- Transformational Networking Practice
- Explore for Visibility
- Provocative Spark Ideas
- Peak Experience Technique

12:00 – 14:00 Lunch Adventure

- Co-create “Loving Life” Video

14:00 – 17:00 Afternoon Session

- Transformational Networking Practice
- Relate for Influence (AKA Transformational Coffee Conversation)
- Define Your Co-Create for Inspiration Experience (“Gateway Experience”)
- Role Play Practice
- Reading Faces

17:00 – 19:00 Dinner Adventure

- Co-create “Personal Transformation Story” Video

19:00 – 21:00 Evening Session

- Transformational Networking Practice
- Your In-person Social Play Plan
- Embody Your Dream Technique
- The Growth Zone

Day 1 – Morning Session – Transformational Networking

Initial Networking Experience

Insights and growth opportunities

Explore for Visibility

- The purpose is to see new people and BE SEEN by new people
- Go to places / events where you can meet people that you don't know yet
- Reconnect with people who you haven't spoken to in a while

The Provocative Spark Technique

- The purpose is to be magnetic and memorable
- You MUST push past “the pull” of ordinary conversation / chit chat
- Broach a topic that you are passionate about AND love to hear others thoughts about
- The key is for it to be co-creative and mutually provocative (even though you are guiding it)

Provocative Spark Ideas

The Peak Experience

The power of the Peak Experience technique for practicing social play:

- A) Separate the action from the desired result
- B) Use active imagination to SEE and Experience the moment
- C) Use body awareness to EMBODY the moment
- D) When the desired result happens, this is a Peak Experience in your Dream

Notes Sheets on the next page

ONE for when you are the coach

ONE for when you are the player

Plan

1. Do Something Awesome

Social play action?

.....

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What do you want to feel?

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2. Describe Their Feeling

What do you want them to feel?

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3. Desired Action

What do you want them to do?

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Practice

4. Imagine Yourself at Play

Thoughts:

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Body sensations:

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5.

6. Imagine Them Engaged

Thoughts:

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Body sensations:

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7.

YES! Imagine They Do It

Push the Energy

Grow

8. THOUGHTS



9. BODY SENSATIONS



10. DESIRES



Plan

1. Do Something Awesome

Social play action?

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What do you want to feel?

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2. Describe Their Feeling

What do you want them to feel?

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Push the Energy

Grow

8. THOUGHTS

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9. BODY SENSATIONS

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10. DESIRES

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Transformational Networking Practice

Practice using your Provocative Spark

Insights and growth opportunities

The Day 1 – Morning Session

Takeaways...

Day 1 - Lunch Adventure – Loving Life Video

Subject: Why I am loving life right now

Or a similar topic that will amplify your enthusiasm and positive energy.

Create a 2-minute video with co-creation from your adventure team!

Post it on the CoachVille App.

The Plan

- We will organize in groups of 3.
- You will have 2 hours!
- Find a place to eat together
- Co-create your video plans
- Find a fun / good place for each person to make their video
- Then each person will make a 2-minute video (3 minutes max)
- Upload your video to the CoachVille App (Details below)
- If you have extra time, Practice Transformational Networking with Provocative Sparks!

Video Co-creation

- Co-create ideas or outline with your adventure group
- HELP each other! Enjoy doing it together; you don't have to do it alone.
- Practice what you want to share WITH your group before you shoot.
- Find a good location
- Allow your group to “participate” in your video; They can hold up flash cards for you! They can interview you or prompt you with a question or word.
- It is NOT about perfection.
- It IS about self-expression

Upload your video on the CoachVille App!

- Put it in the FEED of the Next Gen Coach Event Prague Group.
- You will make an article to share your video
- You can add some text to your article if you like!
- **TAG your article / video with #NGCPVid1**
(Next Gen Coach Prague Video 1)

Day 1 – Afternoon Session – Transformational Coffee

Transformational Networking Experience

Insights and growth opportunities

Relate for Influence + offer

AKA Transformational Coffee!

- The purpose is to build rapport with the other person (aka likeability)
- Engage in a provocative, co-created conversation. Something you are passionate about exploring with other people. (not just sharing)
- If the rapport is strong, what do you offer to continue to grow the relationship? (a Co-Create for Inspiration Experience)

The Transformational Coffee Technique

- The purpose is to go deeper into a topic that you enjoy and see if they resonate with it as well.
- Something a little deeper than the Provocative Spark; or a continuation of the spark.
- Practice sharing what you see you have in common AND what you see is unique about the other person.
- You need to be open to exploring a topic THEY are passionate about as well.
- You MUST push past “the pull” of ordinary conversation / chit chat
- The key is for it to be co-creative and mutually provocative (even though you are guiding it)

Your Gateway Experience

This is what you offer at the end of the Coffee Conversation!

To practice your coffee conversation, you don’t need the whole thing figured out, you just need a name and a few key points / benefits.

This is your C-Create for Inspiration Social Play!

This is where you get to know each other better through a shared experience.

- If you are a coach, this is your Exploratory Session
- If you are an entrepreneur this is the product demonstration (or free trial)
- If you are a leader recruiting team members, this is the interview (or multiple interviews)
- In a romantic relationship, this is going on a date (just so you relate to the idea)

Transformational Coffee Ideas

Gateway Experience Ideas

Name the experience:

A few key benefits of the experience:

The Role Play Experience

The power of the Role Play technique for practicing social play:

- A) You get to engage in play with the player AND observe them in action
- B) Use active imagination to co-create a valuable practice experience
- C) As the coach you can gently guide it to create the right level of challenge
- D) Because you are playing together they can EMBODY the moment
- E) When the desired result happens, this is a Peak Experience in your Dream

Your Role as the Coach

Your partner is going to practice their Transformational Coffee conversation with you.

In this role play you are essentially playing yourself. But with a twist.

The twist is: if you are coaching, you want to play a version of you, BEFORE you became a coach. So, maybe not as enlightened as you are now. 😊

Notes Sheets on the next page

ONE for when you are the coach

ONE for when you are the player

1. Define the Situation

2. Define the Role

3. Advanced Prep

4.

*Practice Zone...*

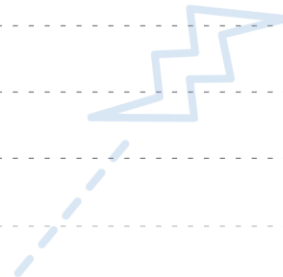
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6a. OBSERVATIONS

6b. CO-CREATIONS



7. DEBRIEF

**T** PLAY PLAN: What is the transformation you want to play for?

FROM:

TO:

1. Define the Situation

2. Define the Role

3. Advanced Prep



4.

*Practice Zone...*

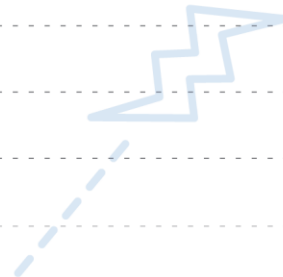
5.

6a. OBSERVATIONS

6b. CO-CREATIONS



7. DEBRIEF

**T** PLAY PLAN: What is the transformation you want to play for?

FROM:

TO:

Role Play Practice

Practice using your Transformatinal Coffee Conversation

Insights and growth opportunities

Facial Recognition

As a Human Connection Superstar you are the one to see and explore the meaning of facial expressions and body language.

There are a few facial micro-expressions (they come and go in 1 or 2 seconds) that you need to recognize. And then, instead of ignoring them like most people do, you broach the topic with an invitation to explore.

- Surprise
- Confusion
- Disgust
- Disdain
- Delight

For your Dinner Adventure...

- 1) Practice reading each other faces!
- 2) Co-create Your Personal Transformation Video

The Day 1 – Afternoon Session

Takeaways...

Day 1 - Dinner Adventure – Personal Transformation Story Video

Subject: My Personal Transformation Story

Share a brief story of a time when you experienced a positive personal transformation.

If it connects to your current Dream, that is awesome. But it is not necessary.

Create a 2-minute video with co-creation from your adventure team!

Post it on the CoachVille App.

Outline for a personal transformation story

1. The BEFORE situation
2. The Challenge / growth opportunity
3. The Breakthrough
4. The AFTER situation

The Plan

- We will organize in groups of 3.
- You will have 2 hours!
- Find a place to eat together
- Co-create your video plans
- Find a fun / good place for each person to make their video
- Then each person will make a 2-minute video (3 minutes max)
- Upload your video to the CoachVille App (Details below)
- If you have extra time, Practice Transformational Networking with Provocative Sparks!

Video Co-creation

- Co-create ideas or outline with your adventure group
- HELP each other! Enjoy doing it together; you don't have to do it alone.
- Practice what you want to share WITH your group before you shoot.
- Find a good location
- Allow your group to “participate” in your video; They can hold up flash cards for you! They can interview you or prompt you with a question or word.
- It is NOT about perfection.
- It IS about self-expression

Upload your video on the CoachVille App!

- Put it in the FEED of the Next Gen Coach Event Prague Group.
- You will make an article to share your video
- You can add some text to your article if you like!
- **TAG your article / video with #NGCPVid2**
(Next Gen Coach Prague Video 2)

Day 1 – Evening Session – Embody Your Dream

Transformational Networking Experience

Insights and growth opportunities

Embody Your Dream

AKA A dress rehearsal for your in-person networking social play plan

- The purpose is to see and embody the social activities of your dream flowing together toward your ultimate peak experience.
- Your imagination is super powerful! It can fill in the gaps as you imagine the scenes
- Your body will tell you how IT feels about each part of the experience, alerting you to growth opportunities.

There are 3 stages of the technique

Stage 1: Write out your social play sequence.

You will co-create your sequence with a small group and write in the keywords on the TRIANGLE lines.

Stage 2: Guided visualization of the sequence

I will guide you through the visualization.

You will write in your thoughts and body awareness as we go on the CIRCLE lines

Stage 3: Explore growth opportunities

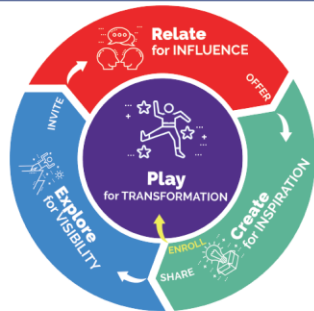
Back with your small group you will share about what you noticed during the experience and look for growth opportunities with each other.

We will practice your Dream in four stages

1. You will Explore for Visibility in an in-person networking situation
2. You will Relate for Influence in a transformational coffee situation
3. You will Co-Create for Inspiration in your Gateway Experience
4. You will Play for Transformation in your “THING”:
program/product/service/experience

Embody Your Dream Technique - Play Sheet

Date: _____



Dream:

Explore for **VISIBILITY** > Invite > YES!

Relate for **INFLUENCE** > Offer > YES!

Create for **INSPIRATION** > Share > YES! **Enroll > YES!**

Play for **TRANSFORMATION**

▲ *Speak the vision* ● *Embody the vision*

Explore - Relate - Create - Play

for **VISIBILITY - INFLUENCE -
INSPIRATION - TRANSFORMATION**

Action 1

for **RESULT 1**

SCENE ONE

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 2

for **RESULT 2**

SCENE TWO

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 3

for **RESULT 3**

SCENE THREE

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 4

for **RESULT 4**

SCENE FOUR

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Desires:

The Day 1 – Embody Your Dream

Takeaways...

Day 1 – In-Person Networking (the full day)

Takeaways...

REST!

See you tomorrow.

Day 2 Outline– Virtual Networking

The Magnet Method

Outline for the Day

(subject to change) 😊

09:00 – 12:00 Morning Session

- Transformational Networking Practice
- Explore for Visibility with a Magnet
- Peak Experience Technique
- Your Play for Transformation “Program”

12:00 – 14:00 Lunch Adventure

- Co-create “Magnet” Video

14:00 – 17:00 Afternoon Session

- Transformational Networking Practice
- Relate for Influence (AKA Reach Out Conversation)
- Role Play Practice
- How to share a Guided Transformation Story

17:00 – 19:00 Dinner Adventure

- Co-create “Guided Transformation Story” Video

19:00 – 21:00 Evening Session

- Transformational Networking Practice
- Your Virtual Social Play Plan
- Embody Your Dream Technique
- Celebrations!

Day 2 – Morning Session – The Magnet Method

Initial Networking Experience

Insights and growth opportunities

Explore for Visibility with a Magnet

- The purpose is to share an article/audio/video that engages someone with a provocative idea and SPARKS conversation
- Something that is relatively easy to take in and thought provoking enough that people want to share it
- The end of the magnet MUST invite the person to SOMETHING that is a Relate for Influence experience (preferably a conversation with you)

Magnet Ideas

The Peak Experience – creating and sharing your Magnet

The power of the Peak Experience technique for practicing social play:

- A) Separate the action from the desired result
- B) Use active imagination to SEE and Experience the moment
- C) Use body awareness to EMBODY the moment
- D) When the desired result happens, this is a Peak Experience in your Dream

Notes Sheets on the next page

ONE for when you are the coach

ONE for when you are the player

Plan

1. Do Something Awesome

Social play action?

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What do you want to feel?

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2. Describe Their Feeling

What do you want them to feel?

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3. Desired Action

What do you want them to do?

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Practice

4. Imagine Yourself at Play

Thoughts:

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Body sensations:

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5.

6. Imagine Them Engaged

Thoughts:

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Body sensations:

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7.

YES! Imagine They Do It

Push the Energy

Grow

8. THOUGHTS

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9. BODY SENSATIONS

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10. DESIRES

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Plan

1. Do Something Awesome

Social play action?

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10. DESIRES

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Your Play for Transformation Offer

Describe the BIG THING you really want to do with people

Ideas for your Play for Transformation Offer

The Day 1 – Morning Session

Takeaways...

Day 2 - Lunch Adventure – Magnet Video

Subject: ***YOU CHOOSE***

The Subject of the video is your Conversation Magnet

Create a 2-minute video with co-creation from your adventure team!

Post it on the CoachVille App.

The Plan

- We will organize in groups of 3.
- You will have 2 hours!
- Find a place to eat together
- Co-create your video plans
- Find a fun / good place for each person to make their video
- Then each person will make a 2-minute video (3 minutes max)
- Upload your video to the CoachVille App (Details below)
- If you have extra time, Practice Transformational Networking with Provocative Sparks!

Video Co-creation

- Co-create ideas or outline with your adventure group
- HELP each other! Enjoy doing it together; you don't have to do it alone.
- Practice what you want to share WITH your group before you shoot.
- Find a good location
- Allow your group to “participate” in your video; They can hold up flash cards for you! They can interview you or prompt you with a question or word.
- It is NOT about perfection.
- It IS about self-expression

Upload your video on the CoachVille App!

- Put it in the FEED of the Next Gen Coach Event Prague Group.
- You will make an article to share your video
- You can add some text to your article if you like!
- **TAG your article / video with #NGCPVid3**
(Next Gen Coach Prague Video 3)

Day 2 – Afternoon Session – The Reach Out

Transformational Networking Experience

Insights and growth opportunities

Reach out and invite (Explore for Visibility)

- The purpose is to re-connect with someone you know, and check in PLUS share with them your new Dream and ASK them about their Dream.
- If the connection is strong, invite them to receive your magnet and make a plan for a “Magnet Coffee”

The Reach Out Technique

Describe a few characteristics of the person – to help your coach play the role

How to play a role in a Role Play Experience

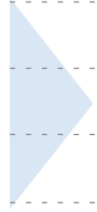
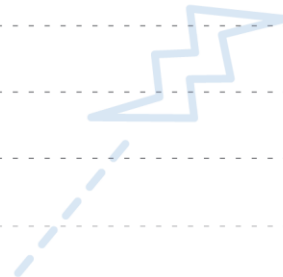
Your Role as the Coach

- Your partner is going to practice their Reach Out conversation with you.
- You will play the role of the person they are reaching out to.
- They will give you a brief character sketch to give you a starting point, then you use your imagination, spontaneity and playfulness to play the role; WHILE simultaneously observing your player to see how they are doing.
- The BIG moment is if/when they invite you to receive their MAGNET and/or schedule a Magnet conversation.
- After a time out, share how you felt on the receiving end of the conversation.
- If you have a suggestion for how they could play it a different way, keep it light!

This is challenging and FUN.

Notes Sheets on the next page

ONE for when you are the coach, ONE for when you are the player

1. Define the Situation**2. Define the Role****3. Advanced Prep****4.***Practice Zone...***5.****6a. OBSERVATIONS****6b. CO-CREATIONS****7. DEBRIEF****T****PLAY PLAN: What is the transformation you want to play for?****FROM:****TO:**

1. Define the Situation

2. Define the Role

3. Advanced Prep

4.

*Practice Zone...*

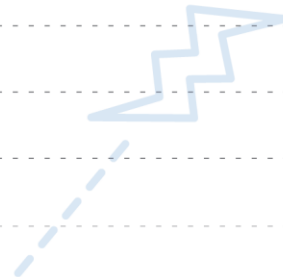
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6a. OBSERVATIONS

6b. CO-CREATIONS



7. DEBRIEF

**T** PLAY PLAN: What is the transformation you want to play for?

FROM:

TO:

Role Play Practice

Practice using your Transformatinal Coffee Conversation

Insights and growth opportunities

Facial Recognition

As a Human Connection Superstar you are the one to see and explore the meaning of facial expressions and body language.

There are a few facial micro-expressions (they come and go in 1 or 2 seconds) that you need to recognize. And then, instead of ignoring them like most people do, you broach the topic with an invitation to explore.

- Surprise
- Confusion
- Disgust
- Disdain
- Delight

For your Dinner Adventure...

- 1) Practice reading each other faces!
- 2) Co-create Your Personal Transformation Video

The Day 1 – Afternoon Session

Takeaways...

Day 2 - Dinner Adventure – Guided Transformation Video

AKA coaching success story

Subject: a story of you guiding a transformation experience

Create a 2-minute video with co-creation from your adventure team!

Post it on the CoachVille App.

The Plan

- We will organize in groups of 3.
- You will have 2 hours!
- Find a place to eat together
- Co-create your video plans
- Find a fun / good place for each person to make their video
- Then each person will make a 2-minute video (3 minutes max)
- Upload your video to the CoachVille App (Details below)
- If you have extra time, Practice Transformational Networking with Provocative Sparks!

Video Co-creation

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- It is NOT about perfection.
- It IS about self-expression

Upload your video on the CoachVille App!

- Put it in the FEED of the Next Gen Coach Event Prague Group.
- You will make an article to share your video
- You can add some text to your article if you like!
- **TAG your article / video with #NGCPVid4**
(Next Gen Coach Prague Video 4)

Day 2 – Evening Session – Embody Your Dream & Celebration

Transformational Networking Experience

Insights and growth opportunities

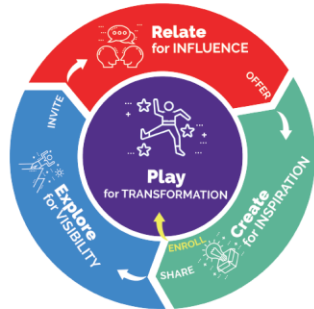
Embody Your Dream

We will practice your Dream in four stages

1. You will Explore for Visibility with your Magnet Reach Out
2. You will Relate for Influence in a Magnet coffee situation
3. You will Co-Create for Inspiration in your Gateway Experience
4. You will Play for Transformation in your “THING”:
program/product/service/experience

Embody Your Dream Technique - Play Sheet

Date:



Dream:

Explore for **VISIBILITY** > Invite > **YES!**

Relate for **INFLUENCE** > Offer > **YES!**

Create for **INSPIRATION** > Share > **YES!** **Enroll > YES!**

Play for **TRANSFORMATION**

▲ *Speak the vision* ● *Embody the vision*

Explore - Relate - Create - Play 

for **VISIBILITY - INFLUENCE -
INSPIRATION - TRANSFORMATION**

Action 1

for **RESULT 1**

SCENE ONE

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 2

for **RESULT 2**

SCENE TWO

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 3

for **RESULT 3**

SCENE THREE

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Action 4

for **RESULT 4**

SCENE FOUR

▲ Do:

Feel:

Feel:

Do:

● Thoughts:

Body:

Thoughts:

Body:

Desires:

The Day 2 – Embody Your Dream

Takeaways...

Day 2 – Virtual Networking (the full day)

Celebrations...

Peak Experience Technique Coaching Guide

SAY: “We will use the Peak Experience Technique to practice a social play action together. The important idea here is that we can practice life... similar to the way athletes and performance artists practice using visualization.

PLAN

ASK: “Which social action are we going to practice?”

{Listen, you MAY need to make a suggestion.}

SAY: “Great, next let’s confirm and clarify the social action, intended feelings and intended result.

(1) **ASK:** “What is the social action you are going to do in an awesome way?”

{Listen, you MAY need to help them talk it through.}

ASK: “What do YOU want to feel while you are doing this action?”

{Listen, you MAY need to help them talk it through.}

(2) **ASK:** “What do you want the other person to feel when they engage with you or what you created?”

{Listen, you MAY need to help them talk it through.}

(3) **ASK:** “What do you want the other person to do?”

{Listen, you MAY need to help them talk it through.}

PRACTICE

SAY: “We are going to use your imagination to embody this experience. We will do this in two phases, first the action that you are doing and then the result within the other person. And the “trick is to pay attention to both your thoughts and your body sensations as we visualize”

ASK: “Do you feel safe closing your eyes?”

{Wait for them to say: Yes}

SAY: OK, close your eyes for a moment. Take a deep connecting breath....{pause}

(4) Now bring into your imagination a scene of you doing the action in an awesome way. Your imagination is so powerful Let it fill in all the details... as you see it and feel it as deeply as you can.

{You can repeat the action and the scene}

{pause 20 seconds}

Next bring in the feeling you want to experience while you are doing this action.

{You can repeat the feeling to them}

{pause 20 seconds}

Notice any thoughts coming into your mind. Share one with me...

{pause & listen}

Notice any body sensations that are coming into your awareness. Share one with me...

{pause & listen}

{listen. Affirm by saying: "I can see that"}

(5) **SAY**: OK. You are doing great. Next, I want you to push your energy out to another person.

{coach, fill in the details based on the situation}

{Pause 30 seconds}

(6) **SAY**: Imagine them feeling {fill in the blank from what they shared}.

{pause}

(7) **SAY**: Imagine them enjoying it and doing {fill in the blank with the action they want}.

{pause}

SAY: Now notice any thoughts popping into your mind as you imagine the other person in this scene.

ASK: Keep your eyes closed for just a moment more and share with me what you notice.

{listen. Affirm by saying: "I can see that"}

SAY: Next notice any physical sensations in your body as you imagine the other person in this scene. Share with me anything you notice...

{listen. Affirm by saying: "I can feel that"}

GROW

SAY: Great! You can open your eyes now. Let's step into the growth zone.

(8) **ASK**: Of all the thoughts you noticed during the visualization, which are you most curious about and why?

{Coach. Listen. Then you can share your insights}

(9) **ASK**: Of all the physical sensations you noticed in your body which are you most curious about and why?

{Coach. Listen. Then you can share your insights}

(10) **ASK**: One last thing, when you were in the visualization, did you notice any desires coming up?

{Listen and dialogue with them; share your observations}

{They may have felt joyful in the scenes, They may have felt doubt or even fear.}

{It's all about noticing opportunities for growth.}

SAY: I acknowledge your courage and playfulness! Awesome.

Role Play Technique Coaching Guide

SAY: OK. Let's get into our Role Play.

ASK: Let's think of a relate for influence conversation that we can practice right now. Any ideas?

{Coach: you may need to help them or even suggest something}

Set up the Role Play

1) **ASK:** What role am I playing? Please describe the person's general characteristics in 30 seconds.

2) **ASK:** What is the result or influence that you want in this conversation?

3) **ASK:** What is the person's point of view toward the subject?

4) **Jump into the Role Play for a few minutes. Remember... It's PLAY!!**

5) **Call time out! Share your observations.**

ASK: How am I doing playing the role? Do I need to refine anything?

ASK: What is the superpower you want to practice expressing?

SAY: OK. Let's try it again and this time play with your superpower!

6) **Try it again.** Throw in a few twists as the role player that will evoke your players Superpower to see how your player responds.

7) **Repeat** as many times as necessary until you feel your player has confidence for the conversation AND expressing their Superpower.

ASK: What are your insights from this practice?

THANK YOU!

Go be awesome in the world.