



The
Winning Business Game

Winning is Contagious!

COACH POWER

Play Sheet



Quick Summary:

BIG Idea: Coaching is the act of helping another person or team to play better and win on their own terms. As we move beyond the Industrial Age of Work into the Creative Age of Play more and more people are yearning to Play a BIG Game in Life. They need a great coach to do that. They need YOU! Proficiency leads to Prosperity! The more powerfully you coach, the more business you win.

Capture Coach Power: The best and most compelling description of coaching skills EVER is the 15 Coaching Proficiencies by Thomas Leonard – The founding father of the Personal Coaching movement. In the game each month you will explore one of the 15 Proficiencies by using it with your players, colleagues, team mates, friends, family ... ANYONE with a BIG GAME worth playing.

Quick Game Plan to Capture COACH POWER

- 1) Find the Fun!
- 2) Study Coaching Proficiency #1: Engages in Provocative Conversations
- 3) Your game action for Coach POWER – The 21-Day Provocative Conversation Challenge
- 4) Declare your Bronze, Silver and Gold levels of achievement
- 5) Share on your game card AND Collect 5 Point!!! YES!

1) Find the Fun!

Helping others create success is FUN!- When you can share what you know and/or ask just the right questions to spark a discovery experience for another person, it is SUPER FUN!

The Pursuit of Greatness is fun – at its core, coaching is about the Pursuit of Human Greatness. When you guide another person as they willingly face and overcome BIG challenges, you are providing REAL coaching. REAL Coaching is fun.

Transformations from worker to player

Industrial Work Mindset (the old way)...	Spirit of Play Mindset (the new way)...
Do your own work! If you help others that is cheating. (we all learned this lesson in Industrial Age School)	Humans are collaborative creatures. We are at our best when we are helping others and collaborating with others.
If you need the help of others you are weak. You are not “pulling your own weight”.	True Greatness is never achieved alone. By allowing yourself to be coached you accelerate your growth AND create a fulfilling opportunity for



The
Winning Business Game

Winning is Contagious!

COACH POWER

Play Sheet



	the person coaching you! Being coached is an act of generosity!
--	--

2) Study Coaching Proficiency #1: Engages in Provocative Conversations

Coaching conversations are generally short. By hearing what the player is saying and not saying, by questioning what you hear, by asking the right questions, pressing for clarity, and by sharing what you know and how you feel, provocative conversations can occur within minutes, not months. In this 21 Day Coaching Challenge you will practice being provocative with your players; and EVERYONE you want a deeper relationship with.

“We are all waiting for a provocative, life-changing conversation.”

-Thomas Leonard

What does engaging in provocative conversations mean?

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

A provocative conversation is:

BIG – it gets your attention. And...

FITTING – it is personal to the individual, specific to your life and situation

Engagement is THE currency of the new economy!

Every organization, every leader, every community is searching for the answer to ONE question: how do we engage people?

This is amazing because the first word in the first of Thomas Leonards 15 Coaching Proficiencies – his seminal work – is the word ENGAGE!!

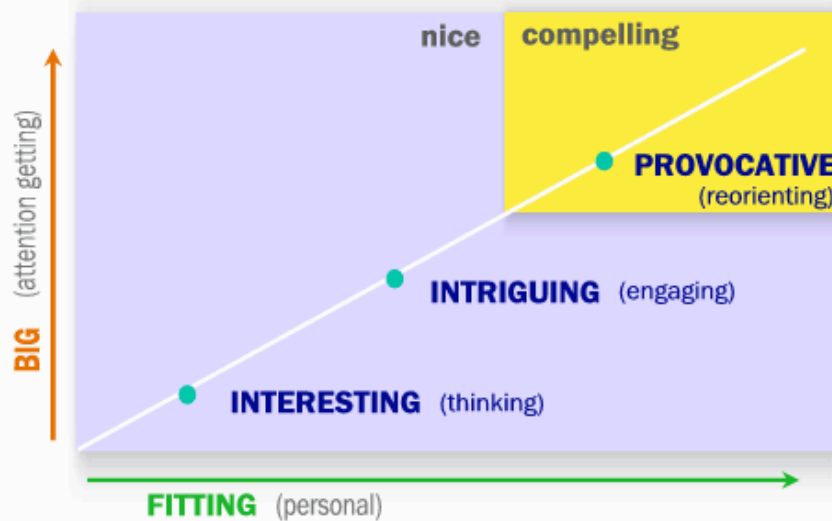
As coaches we are masters of engaging people. We have what the world is looking for!

We need to own this as a coaching community and find ways to bring coaching in as a solution / opportunity to organizations, programs and communities all over the world.

This is our time coaches!



#1. Being Provocative



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

© 2002 by coachville.com. license required for use.





Ways to be provocative

Point to a much larger game



Point out a distinction



Introduce a new framework



Point to an 'absence of' state



Introduce a possibility



Ask for higher a standard



Ask for an immediate change



Share a challenging concept



Decline to work on the focus



Ask the obvious question



Be silent



Find out source of the problem





The
Winning Business Game

Winning is Contagious!

COACH POWER

Play Sheet



The game is to ENGAGE in 21 Provocative Conversations where you use one of the 12 ideas from the “Ways to be Provocative” Poster. Many of these conversations will happen naturally as you get into the game, but you may have to intentionally start a few of them to get started.

Use the chart below to get started.

Remember: it has to be BIG and PERSONAL so it is best to start with people you know!

Remember too, this is not about “confronting” the person. You can spark a Provocative Conversation by sharing a BIG Game you are playing and then co-create their bigger game with them.

OR share a distinction you are exploring (Like YOUUnique Value) and engage them in a conversation to discover and use their YOUUnique Value.

A person you know	Provocative Conversation Idea
1	
2	
3	
4	
5	

DONE!! You are now ready for the Coaching Challenge: Engage in 21 Provocative Conversations this month!

3) Your Game Action for COACH Power

The 21-Day Engages in Provocative Conversations Challenge

All you have to do is have at least one provocative conversation every day for 21 Days. HAH! OK, that is a bit harder than it sounds. You may notice that you shy away from truly provocative conversations and talk about the familiar things. The benefit of this challenge is to step out of your comfort zone while you are in conversations with your players AND with business colleagues; **this is the path to masterful coaching AND the path to Winning More Business**. As a Coach you have to be ready to challenge people at a moment’s notice!

A few ways you can approach this challenge:

1) Look at the poster and choose a few favorites and make a plan! Choose a few of your favorite distinctions or “absence of” states that will be provocative for people you generally talk with. You could put together a few ideas for Absence of Frustration, Absence of Fear, Absence of Loneliness and engage people in conversations about how to live life from that Absence of Place. Or ask people what is the ONE thing they would really love to be “Absence of” and explore it with them.

2) Look at the poster and choose one “Way to be Provocative” and really dive into it. For example you could choose Find the Source of the Problem. Then think of the typical problems your players, clients and colleagues have. Then really dive into a few of them to think of potential sources. THEN... talk



The
Winning Business Game

Winning is Contagious!

COACH POWER

Play Sheet



about this with everyone. Tell them you are on a mission this month to get to the REAL source of the problem of “overwhelm” for example.

4) Plan Your Medal Levels of Achievement

Here is a chart to define your medal level achievement for your event. Declare a Bronze, Silver and Gold Medal level.

In this challenge we want you to play for results with other people. Meaning they give you feedback about the value of the conversation for them. This could come right after the conversation, or a few days or weeks later when they do something in their life based on the conversation.

In other words: How many times does the OTHER person say: “Wow, Thanks. That was great!” (or “Whoa, you are really making me think about things differently”. Or Something that acknowledges the rich value of the conversation for them)

Eg. # (Bronze = 5; Silver = 10; Gold = 15)

Medal	Achievement
Bronze	
Silver	
Gold	

5) Share on your game card and collect 5 points. YES!



Step 1: Click through to your game card.

Look for the Power Booster section –
(Find the Red Button with the Rocket!)


Find the **COACH POWER** badge.



You will see the game card description...

*I just captured **COACH POWER** by LEARNING how to Engage in Provocative Conversations. Whoa! Here is what I am most excited about...*



	<p>Click on the SHARE button in the right column.</p>  <p>A text entry window will appear. Complete this statement on your game card by sharing your game activity, intended results and a few creative experiment ideas. and (optional) Your Medal Achievement levels.</p>
	<p>Get your FB friends cheering you on! (optional)</p>  <p>Under the share box you will see the Facebook login button and "Share On Facebook" button.</p> <p>If you share on Facebook you earn +1 Bonus point in your total score.</p>
	<p>Step 2: Scroll down the game card to find the Game Action section (The Blue Button with the player reaching for the star)</p> <p>Look for the COACH POWER Badge. After you complete your Challenge Activity in your REAL LIFE each day, update your Game Card to share about what you did.</p> <p><i>I just made progress in my 21-Day COACH CHALLENGE by engaging in a Provocative Conversation. Here is what happened...</i></p>  <p>Click the SHARE button</p> <p>Remember to share with the intention to inspire. Share about how you did your creative experiment. Share what you learned – even if you think it was not successful!</p> <p>Each time you share about your game activity you earn points. And another SHARE button pops up for you to use the next time you complete this activity.</p>
	<p>Step 3: Scroll down the Game Card to the BIG WINS section (The Green Button with the hand holding the trophy)</p> <p>Look for the COACH POWER Badge. After you reach the results you established for your BRONZE level achievement you will come to this section of the Game Card to share</p>



about your victory and what you have learned!

*I just achieved the **BRONZE** level result of my **COACH CHALLENGE** by accumulating “Wow’s” from my players. Here are my highlights...*

EDIT



Click the SHARE button

Remember to share what your results were, the challenges you faced and what you learned. Make it inspiring!

You will see an edit link under the text.

This is so you can change the word BRONZE to SILVER and then to GOLD as you reach each level.

After you share about your BRONZE level result, click the edit link and change the text to:

*I just achieved the **SILVER** level result of my **COACH CHALLENGE** by accumulating “Wow’s” from my players. Here are my highlights...*

A new SHARE button will be there ready for you when you reach your next level of achievement!! Then do the same thing for your GOLD level.