

# Play Two Win Coaching Method

## Coach Mission 1: Recruit 5 Great Players



**"Your REAL life is the game"**  
**-Coach Dave Buck**

### Quick Summary:

**BIG Idea:** To become a great – Life Changing – coach you need a lot of practice. A LOT! Sounds obvious I know. But you would be amazed at how many people think that they will become a great coach by simply attending the classes. Attending the classes will help you become great **ONLY** if you practice! Even if you are an experienced coach, you need to practice **THE METHOD** in order to master it. In coaching language we call this "recruiting". Great coaches are always recruiting great players.

This brings up a really BIG point about coaching.

### **Coaching Axiom #1: The best way to be a great coach is to have great players!**

Again, this may sound obvious but you would be amazed at how many people get into a coach training program and when recruiting players they look for people they know who are struggling and having lots of problems and "NEED" a coach.

**BIG MISTAKE!**

This brings us to another BIG point about coaching:

### **Coaching Axiom #2: Coaching is NOT an intervention for people with problems. It is for people who have a strong desire to get really good at something.**

So when you put these two axioms together, this is what it means...

Think of people that you know who are awesome; who are up to BIG things in the world; people who are already on the path of being a "Game Changer" by playing a new game, a better game or a bigger impact game.

This is not to say that Game Changers don't have any problems! Of course they do. However, while some people just seem to have problems, game changers have challenges that only arise out of the BIG Game they are playing.

These are the people you want to recruit as your practice players while you are in this program. This is also the kind of people you will want to recruit when you become a professional coach or a coach approach entrepreneur or leader.

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**Capture Coach Power:** Make a BOLD plan to have life changing coaching conversations where you use “Play Two Win Step #1: Define the Game” with people you know: existing clients, employees, colleagues, team mates, friends, facebook friends, LinkedIn connections, family ... ANYONE with a BIG GAME worth playing.

**Game Action:** The game action is to have as many “exploratory” coaching conversations as it takes to get 5 players committed to coach with you every week for 12 weeks while you learn the method.

**BIG WIN:** The BIG WIN in Coach Mission 1 is when someone commits to being your player for 12 weeks.

### Quick Game Plan to Complete Coach Mission 1

- 1) Find the Fun!
- 2) Make a bold plan.
- 3) Your game action for Coach POWER – “Define The Game” Coaching Sessions.
- 4) The BIG WIN for Coach Power = “YES, I will commit to being your player”.

### 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 to FIND the game in their life and pursue winning on their own terms you are providing REAL coaching. REAL Coaching is fun.

**Transformation Is Fun!** – People love to be seen and known for who they really are – a BIG Player in Life. This is what happens when you reveal their BIG GAME in life and the big purpose they can pursue by playing rather than working. Play is transformational. And people LOVE transformation.

### 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.
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 person coaching you! Being coached is an act of generosity!

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### 2) Make a BOLD Plan

The game is to recruit 5 players to coach with you through the 12 sessions of the program. The goal is for you to practice each of the sessions at least 5 times with “Real” people. (meaning... **NOT your fellow coaches in the program**). It is totally up to you how you want to go about this.

#### WHO?

For example,

If you are a manager or entrepreneur, you may want to approach your team members about coaching with you.

If you are already a professional coach, you may want to approach existing clients about coaching with you using this specific method for 12 weeks. This could be “in addition to” or “instead of” what you are doing already doing with them. Or you could use this as an opportunity to do some pro bono, lower fee or “value add” coaching with some interesting people that you have met in the recent past.

If you are living a coach approach life, then you would go for the 5 most interesting people you know who are up to big things and offer them the amazing opportunity to coach with you.

Another approach is to scan through your “people” on your contact list, Facebook, LinkedIn Connections, etc. to find people that you would love to coach as a way to add value or build advocacy.

KEY POINT: resist the temptation – even if you are BRAND NEW to coaching – to ask people to do you a favor by being your Practice Player. Always position coaching with you as an amazing opportunity for THEM.

By using the Play Two Win method + 3 Life Changing Coaching Proficiencies... it will be Life Changing!

#### HOW?

Whenever you start or redefine a coaching relationship, it is always wise to start with an exploratory coaching conversation. This way you both can be sure that you want to commit to spending time together in this specific way.

The good news is that conducting Play Two Win Step #1: Define the Game is an excellent way to conduct an exploratory coaching session. You just jump right into coaching them.

Be sure to review Play Two Win Step #1. For convenience it is included at the end of this Playbook!

The game is to have life changing “Define The Game” coaching sessions with different people until you get 5 great people to commit to being your player for 12 weeks. If you choose your people well, and bring your awesome self to the coaching conversations then you can accomplish this in 5-10 sessions. (It could take more than 10 sessions; don’t be alarmed if it does) It would be pretty amazing if everyone

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said “Yes” right away, but don’t be disappointed if a few people say “no thanks” along the way. That is part of the game!

### GAME PLAN

Start with a list 10-20 “potential players” and reach out to them – preferably by phone, but electronic communication can work – and tell them what you are doing and invite them to an exploratory coaching session with you.

Use your own style but here is an example...

*Example: “Hey Bill! I am participating in a 12-week Life Coach Training program and I am recruiting 5 amazing people to be my players while I am in the program. I would love to set up an exploratory coaching session in the next few days to see if it could be a good fit for you. I am specifically recruiting people I know who have a BIG game in life and I thought of you. It’s is going to be great fun. Are you interested?”*

### About the Money

Remember! It is your choice as to whether you coach pro-bono, low fee or standard fee while you are in the program. The coaching practice on this specific method is more valuable than money at this point.

### MAKE YOUR LIST

A person you know	How will a coach benefit them in playing big?
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

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## Coach Mission 1: Recruit 5 Great Players

### Update your game card by...

- 1) Click on the My Game button on the Blue Game Bar.
- 2) On the left click on the link Play Two Win Game 1.
- 3) Click on the Power Up Button on your Game Card.
- 4) Find the Coach Power! Badge; Click on the Share icon.



### COACH Mission #1

*I just captured **COACH POWER** by accepting MISSION #1 to recruit 5 great players to coach every week during the program. Whoa! Here is what I am most excited about...*

DONE!! You are now ready for the Coaching Challenge: 21 Play BIG Coaching Conversations this month!

### 3) Your Game Action for COACH Power

#### Define The Game “Exploratory” Coaching Sessions

#### As many as it takes to get 5 “Yes’s”

OK, so the goal is to get 5 Yes’s. You get points for every session that you do up to 10.

If you get your 5 Yes’s after your first 5 sessions, you can earn bonus points by doing up to 5 more “just for fun”.

Every time you have one and then share about what happened on your game card you earn points in the game.

Remember to share with the intention to inspire!!

### Update your game card by

- 1) Click on the Game Action Button on your Game Card.
- 2) Find the Coaching Badge; Click on the Share icon.



### Coach Mission #1

***COACH POWER:** I just conducted a “Define The Game” Exploratory Session with a potential player. Wow! Here is what happened...*



POSSIBILITY!! Whenever possible, take a photo of YOU in action while you play your game and share it with the team on your game card!

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### 4) The BIG WIN for Coach Power

The BIG WIN Happens when a potential player says “YES” to coaching with you for the 12 Sessions.

When you share a Big Win on your game card include some or all of what they said to you. (Make sure to maintain confidentiality for the individuals involved)

#### Update your game card by

Tell everyone what happened. Consider making it a highlight.

- 1) Click on the Big Wins Button on your Game Card.
- 2) Find the Coaching Badge; Click on the Share icon. Share the details about what happened!



### Mission #1

**COACH POWER:** *I just got the BIG "YES" and signed a player for the 12-week Play Two Win Experience. Wow! Here is what happened...*

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### Coaching Session 1: Define the game

When you are the Coach, take control of the conversation right away.

#### 1) If you looked at all of life as a game...

**Ask:** What would you say YOUR big game is right now?

> **Ask:** *How will playing this game create a life of self-expression and purpose?*

> **Ask:** *How will playing this game change lives for the better?*

> **Ask:** *How will playing this game change the world?*

#### 2) Ask: What does winning look like for you in this game?

> **Ask:** *What would it mean to be a game changer?*

> **Ask:** *What would playing at an elite level look like?*

#### 3) Ask: What are some of the challenges you are facing in the game?

> **Ask:** *Are these challenges among the biggest you have ever faced in life?*

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> (If not, ) **Ask:** How can we amp up the game to make it worthy of what you have already accomplished?

**4) Lots of people are trapped in an unwinnable game.**

**Ask:** What would make this game unwinnable for someone playing it?

(not necessarily you)

**5) Ask:** What would it mean for your life if you won this game on your own terms?

(Big Outcomes) FIND the BIGGER WHY

> Examples: Financial Freedom; Self-Expression

**A few extra questions you can ask...**

**Ask:** So if you did win this game the way you have described, what would that mean to you personally?

**Ask:** What is the real opportunity for you here?

**6) Ask:** How could you bring the spirit of play into it?

Get creative here.

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**A few extra questions you can ask...**

**Ask:** *is there an experiment where you can try something new?*

**Ask:** *is there a place you can allow yourself to be a beginner and NOT KNOW*

**Ask:** *Is there a part of the game you can practice to pursue mastery*

**Ask:** *is there a way to make it more fun*

**Ask:** *Can you find a way to create a reward for getting results*

**7) You have a big game here that I think you can win!**

**Ask:** Would you like to be one of my players?

**Say:** I am putting together a team of players to coach while I participate in the Play Two Win program at CoachVille.

I am offering... **Fill in Your Offer Here...**

**How to Wrap Up your Define the Game Conversation (Assuming they say “Yes”)**

It is a good idea to finish the session with a challenge.

Here is an example:

**Say:** Next time, we are going to delve deeper into your game and start crafting a way for you to win.”

**Say:** “My challenge for you between now and then is to clarify your specific objectives to play for in the next three months. And consider the deeper purpose you have for playing this game.

**Say:** “Can you do that?”

**Wait for them to say: “YES!”**