

Coaching Session1: What is your big game? Preliminary Conversation: How to talk with a potential player

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?

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

> *(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.

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*

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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

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

Here is an example:

Say: “OK, this is a good place for us to wrap up this session. Next time, we are going to delve deeper into your situation and start crafting a way for you to play better.”

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!”