

Play Mission 1: Create Your RACE

Play 2 Win Coaching Method Playbook



“Player Axiom #1:

“Your real life is the game.” - Coach Dave

Quick Summary:

BIG Idea: Transform your major initiative in life from a list of TASKs into a RACE: Results, Actions, Challenges and Evaluation. It’s YOUR Game, It’s your LIFE, let’s play the way we were born to.

A Game of Actions and Results is focused on making an impact in the world around you. In other words, something happens in the world as a “result” of your action.

You are on a mission!

As we move beyond the Industrial Age of Work into the Connected Age of Purpose it is important to PLAY with your major initiative rather than WORK on it. You do this by being creative and collaborative in the way you make game moves in pursuit of recurring results. This is a transformational shift that will require some practice!

When you CHOOSE to play your life as a game, you step into a massive opportunity for personal transformation.

From: Working alone to check tasks off of a to-do list; then enjoy some entertainment.

TO: Playing with others to create winning results and love your game every day.

When you take actions to create results that you really care about, you tap into your unique abilities in a powerful way. You express yourself more fully; even parts of yourself you may have forgotten about. You begin to see resources around you that you may have become blind to. It is like magic.

You also face challenges! A challenge is anything that prevents you from getting the result when you take the action.

The KEY distinction is to embrace and enjoy the challenges! Because this is what makes the game interesting and fun.

This leads us to EVALUATION and becoming a winning player. Your evaluation is how you assess what you did in the face of the challenges. In a good game you will face new challenges every day, and by taking the time to assess, you can become a better player... a winning player.

The first step is to identify just ONE Game Move that you can play for during the 6 weeks of this program. This may be a radical new idea for you. There is a chart below to spark your imagination.

Quick Game Plan for PLAY Mission 1

1) Power Up: Design your RACE

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Play 2 Win Coaching Method Playbook

Share a few thoughts about the Actions you will take in pursuit of Results; and the Challenges you will face and how you will Evaluate how well you faced them.

RACE = Results – Actions – Challenges - Evaluate

2) Game Action: Enlist support for your RACE

Share about your RACE with 5 people on your team. Enlist their support to help you win. Then share about your experience.

3) BIG WIN: “YES. I will support you.”

The big win is when you get an enthusiastic “Yes” to support you in winning your RACE, share about the experience on your game card.

4) Find the Fun!

Remember, it is a game!

1) Power Up: Name your RACE

Play Power: The mission is to consider your options for a compelling RACE; something that will energize your day every day and create LOTS of coach-able moments for you and your coaching partner. This RACE may last through the entire program or it may evolve into something else as you play it.

1) Start with your Action -> Result sequence.

OK. You got the basic idea from reading about the mission. Here are a few points to emphasize.

It is best if you choose something that you already do every day but will play it in a new way. But if there is nothing like that already in your day, they you can choose something that you REALLY WANT to do. DO NOT choose something that you generally have to FORCE yourself to do.

Whatever it is, you are going to do it in a way that requires participation by other people! Remember: a result is when something happens “in the world”; the world is other people!

You may have seen this chart before... use it for ideas...

Is it VITAL that you get really good and seeing action -> result sequences and experience many variations on these themes. IT will serve you SO WELL as a player and Coach Approach Leader!



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Play 2 Win Coaching Method Playbook

Action -> Result Sequence Ideas

Action	Result
The Leadership skill of ASKING people involved with your company as employees, customers or advocates to talk with you about THEIR vision for the company / cause	They respond with a “yes” or “no”. Play for “YES”, I will talk with you about it AND have the conversation.
The Visibility skill of networking and follow up: attend networking events and make a follow up call every day.	Play for “YES, I want to know more about what you do.” OR “YES, I will recommend you to someone”.
The Visibility skill of blogging/posting: write provocative posts that spark engagement.	Play for comments about the value of your article”.
The Enrollment skill of recruiting clients for your business: Connect with potential clients.	Play for “YES, I would LOVE to be your client!”
The Leadership skill of sharing with a colleague about something important to you in order to enlist their support.	Play for “YES, I will support you”.
The Sharing skill of writing a chunk of your book and asking for feedback from different readers.	Play for “YES, I would love to read it and give you feedback.”
The Connecting skill of organizing a talk or a “meetup” or even a party.	Play for “YES, I will attend.”
A Personal challenge to exercise in a unique way every day WITH a different person each time.	Play for “YES, I will exercise with you.” AND they show up.

Also, your Action -> Result game move can also be a collection of 2 or 3 actions that you plan to do on different days:

Examples:

On Monday I go to a networking event, on Tuesday-Friday I follow up

On Monday I write a Blog post, On Tuesday-Friday I call people and ask for feedback.

Remember Player Axiom #1: “Your REAL life is the game”. – Coach Dave

Take note of Player Axiom #2: “Feedback is the breakfast of champions!”

2) Next, identify the Challenges.

The next aspect of game design and your RACE is to anticipate the challenges that you will face in your pursuit of results. This is another vital leadership skill: the ability to anticipate challenges and be inspired by them rather than stopped.

This is a shift from the Industrial Age where everything was organized so that there were no challenges. Everything just moves along on the same routine day after day... UGH!

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Play 2 Win Coaching Method Playbook

The truth is, you may only anticipate a fraction of the challenges that you will eventually face, but it is good practice to think about it before you play; then learn more AS you play.

3) Finally, prepare to Evaluate

This step will evolve and emerge a lot as you play the game. At this point you think about your desired results, your actions and anticipated challenges and ask yourself: "How will I know how well I played at the end of the game each day? What will I look at for feedback?"

Got it? OK, you are ready to play.

3) Update your game card.

Once you have your initial idea for your RACE, update your game card!

	<p>Click through to your game card. Look for the Power Up section – (Find the Red Button with the Rocket!) Find the <i>Play 2 Win</i> badge.</p>  <p>You will see the game card description...</p> <p><i>Play Mission 1: I just planned my RACE for the program. Here are each of the elements...</i></p> <p>Click on the SHARE button in the right column.  Share A text entry window will appear.</p> <p>Complete this statement on your game card by sharing the Results, Actions, Challenges and Evaluation.</p>
	<p>Our game system connects to FaceBook. Get your FB friends cheering you on! (optional)</p>  <p>Under the share box you will see the "Share On Facebook" button. If you share on Facebook you earn +1 Bonus point in your total score.</p>

2) Game Action: Enlist support for your RACE

This is the Connected Age of Purpose. Your game is NOT a game of solitaire. Your game involves becoming a positive influence in the lives of others... so you need to get other people on your team.

Also, you may need to make a few changes in your daily routine to make space for your game move and that will require some support from the people in your life.

AND here is the other thing... sharing about your RACE - especially the results you are playing for - with your "team" is an essential leadership practice!

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Play 2 Win Coaching Method Playbook





Your Team = family, friends, colleagues, advocates, customers & employees.

You can find your own words but it can be helpful to share it in the context of the course.

Example: **Say something like:** “I am participating in a program called Play Two Win where we create a RACE to do something in a way that benefits others. Can I share mine with you?”

Go for it! And share about each conversation you have whether they like your game move or not!

Note: Trust us! We KNOW that sharing about this is a really BOLD move in and of itself.

	<p>Click through to your game card. Look for Game Action section – (Find the Blue Button with the Star Reacher!) Find the Play 2 Win badge.</p> <p>You will see the game card description...</p> <div data-bbox="451 884 740 1171"></div> <p><i>Play Mission 1: I just shared about my RACE with someone on my team. Here is what happened and what I learned...</i></p> <p>Click on the SHARE button in the right column.  Share A text entry window will appear. Complete this statement on your game card by sharing about what you learned in the conversation. (If they expressed a desire to help you win then also share in the BIG Win Section)</p> <div data-bbox="451 1325 581 1451"></div> <p>POSSIBILITY!! Whenever possible, share a photo of you in action talking to someone on your team!</p>
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3) BIG WIN: “YES. I will support you.”

When someone on your team listens to you share about your RACE and expresses their intention to help you win... THAT IS A BIG WIN. Relish it.

So when this happens you will share in both the Game Action area AND the Big Win area for the same conversation.

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Play 2 Win Coaching Method Playbook

	<p>Click through to your game card. Look for Big Win section – (Find the Green Button with the Trophy Holder!) Find the Play 2 Win badge.</p> <p>You will see the game card description...</p> <p><i>Play Mission 1: I just got an acknowledgement of support to win my RACE from someone on my team! I am so grateful because...</i></p> <p></p> <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 why you are excited to coach this player.</p>
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4) Find the Fun!

Making the game your own!- When you play a game it is fun to customize the game for your personal desires; then bring the spirit of play to the most important aspect of your game.

Creativity is fun – Find a collection of fun ways to approach your game of ASK. Challenge your mind to come up with a variety of fun alternatives – keep it fresh.

Collaboration is fun – Find ways to get other people involved with your major initiative. Playing with others is always more fun than playing solitaire and you tend to get better results as well (although it is more risky).

Transformations from worker to player

Industrial Work Mindset (the old way)...	Spirit of Play Mindset (the new way)...
Do what you are told to do.	It's YOUR Game. Define your own key initiative and have fun going after it.
Do your own work! Bunker in to work in solitude. If you ask for help from others that is cheating. (we all learned this lesson in Industrial Age School)	Humans are collaborative creatures. We are at our best when we engage others in our initiatives. People love to contribute, play along and give feedback.
Do it the same way every time to make it routine and eliminate mistakes	Routine is the enemy of your brain! Challenge your mind to find creative ways to approach your initiative in a new way every day.