

HUMAN CONNECTION BUSINESS ACCELERATOR



Playbook
by Dave Buck, MCC

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

Human Connection Business Accelerator

Playbook and
Gathering Guides
2024

Sessions 1 - 4

By Coach Dave Buck, MCC

Welcome. On behalf of the entire CV Team, I want to welcome you to the Human Connection Business Accelerator program.

This is the playbook and “Gathering Guides” for our group coaching program.

The Human Connection Business Accelerator is a new kind of program called a “Coach Approach” program.

During each gathering you will be both a player and a practice partner as we Human Connection skills and coaching techniques together.

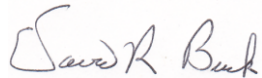
Learning how play and coach Human Connection is a lot like learning how to play a musical instrument WITH the intention to play with other musicians.

Using this metaphor, the “Gathering Guides” are “the songs”. They enable us to play together and really enjoy the co-creative experience; to be “on the same page”, so to speak.

Before each session read the Gathering Guide a few times to get familiar with the words, the questions, the ideas and the flow of the conversation.

This will help you get the most out of each session as both a player and as a practice partner (AKA coach); which is the best way to grow into your Dream and grow your network at the same time.

Enjoy every moment...



Coach Dave Buck and the CV Team!

We are the champions of dreams!



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A FEW BIG IDEAS

Our BIG – SHARED – PURPOSE

For YOU to thrive as a professional coach OR Coach Approach Entrepreneur or Leader AND co-create a better world for EVERYONE.

This program is oriented toward folks who aim to grow a thriving coaching business. However the program will also be awesome for any transformational profession or business.

The Mindset for Gathering

.1. Come ready to practice!

A) Read the Gathering Guide! Either have it printed OR on your computer screen to use during the gathering.

B) Print the playsheets. One copy for when you are the practice partner. And one for when you are the player if you like to take notes that way.

C) Know what YOU want to practice.

D) Have a peak experience that you want to celebrate.

E) Have a growth opportunity you want to explore.

.2. Own your value!

Your ability to do these three coaching skills will add tremendous value to the experience:

A) Cultivate trust = by sharing and celebrating

B) Expand Awareness = with playful co-creation

C) Facilitate Growth = by practicing with your partner

Come to the gathering with the intention to be a great practice partner and contribute to their growth and success.

.3. How to be a good Practice Partner

A) Follow the guide! And use the playsheet to keep a few notes about your partner.

B) Be prepared to share your “from the heart” observations and suggestions... If you want to share a suggestion on how they can play the moment differently, **KEEP IT LIGHT AND BRIEF!**

C) If your partner would really love to learn something from you, be generous and make a plan to meet outside of the Gathering!

We will do a lot of Role Plays! Here are a few things to remember...

D) In a Role Play, keep your responses brief and so that the player does most of the talking in the key moment they want to practice.

E) In some role play experiences, you will play the role of a specific person in your partners life. In these cases, get the essence of the person and then just allow yourself to be playful.

F) In some role play experiences, you will play the role of an interesting “stranger”. In these cases, play as yourself, BEFORE you got into coaching.

10 Gathering Outline

There are 10 Gatherings in each Accelerator. The flow of the 10 sessions is similar (not identical) to the 10 sessions in the Human Connection Transformation 1-1 Coaching program. This repetition is awesome for growing your confidence in both playing and coaching.

Also, you will experience the sessions in a Group Coaching format which is something you may want to do in the future; hopefully the VERY NEAR future.

AND you will see how the Human Connection Transformation program can be customized for a specific situation; in our case, growing a coaching business.

- .1. Conversation Magnet Co-Creation Peak Experience
- .2. Dream Activation Reach Out Role Play (Explore for Visibility)
- .3. Transformational Coffee Role Play (Relate for Influence)
- .4. Gateway Experience Embody the Dream (Co-Create for Inspiration)
- .5. Money Conversation Role Play
- .6. Embody the Dream Your complete Human Connection Sequence
- .7. Play for “Yes” Role Play (and Pivotal Moment?)
- .8. Any Pivotal Moment
- .9. Practice any moment / any technique
- .10. Celebration

7 Ways to Meet Potential Players

- .1. Reach out to everyone you know
- .2. Attend in-person gatherings and approach people
- .3. Participate in online social sites and approach people
- .4. Ask for referrals from everyone you know
- .5. Speak / present where people are gathered; in-person, webinar, podcast
- .6. Impress an influencer who refers people to you
- .7. Share content in online spaces that includes an invitation to talk with you

Gathering Guide Structure and Format

The Gathering Guides use a similar structure as a transformational coaching session.

There are seven stages of a transformational coaching session:

- .1. Warm Up
- .2. Dream Share and Celebrate
- .3. Grow from recent play experiences
- .4. Make a practice plan
- .5. Practice!
- .6. Grow from practice
- .7. Make a play plan for “out in the world”.

Gathering Time Line (Approximate)

00-10

Part 1) Warm Up as a group.

10-30

Parts 2&3) Connect and cultivate trust with Dream sharing, celebrating a peak experience and exploring a recent playful growth opportunity. Approximately 10 minutes each.

30-40

Big Group Debrief

40-50

Part 4) Practice Plan – co-create a practice plan for each partner using the Gathering Guide. Approximately 5 minutes each.

50-60

Big Group Debrief

60-90

Part 5) Practice together. Approximately 15 each as player and practice partner.

90-100

Big Group Debrief

100-110

Parts 6&7) Grow from Practice and co-create your Play Plans for out in the world

110-115

Big Group Debrief

120-150

Business Ecosystem Q&A

Here is the format for the Gathering Guides

****!!!****

2&3) Dream Share & Celebrate, Grow from Play

BREAKOUT with your partner ~ 10 minutes

Your purpose is to connect and cultivate trust

{Choose who will be the player first and practice partner first}

Practice Partner ASK: share with me a short version of the Dream you are playing right now.

{Listen...}

SAY: I can see you doing that.

{pause for a moment}

ASK: Can you share with me a recent Peak Experience that you would love to celebrate?

{Listen}

ASK: Share with a growth opportunity that you experienced while playing in the world recently?

{Listen, and share an observation}

!!!

NOTES

1) You say to the player the text after the **ASK:** or **SAY:**

While sounding conversational;

as if that question just popped into your mind.

2) **The copy in Red** – {also in curly brackets if you don't see color} You DO NOT say to your player.

These notes are guidance for you.

Prepare for your 10-week Accelerator

Your business flow:

Describe the program you are enrolling people into (Your Play for Transformation Focus)

Describe your Conversation Magnet

List where you aim to meet potential players

Describe your Reach Out Conversation

Describe your Transformational Coffee Conversation

Describe your Gateway Experience

Declare your NUMBERS

How many new paying players?:

How many Gateway Experiences?:

How many Transformational Coffee Conversations?:

How many Reach out Conversations?:

Business Ecosystem

Here are the elements of your business ecosystem:

- (1)* Your List... of everyone you know PLUS a way to keep track
- (2)* Prospective Player Description
- (3)* Transformational Coaching Program Details
- (4)* Your Success Story Matrix
- (5)* Your Conversation Magnet
- (6)* Your places to explore for visibility
- (7)* Your Self Introduction and key lines
- (8)* Your Relate for Influence Space
- (9)* Your Gateway Experience Outline + prep content
- (10)* Your “Maybe” package
- (11)* Your new player onboarding process

Gathering 01: Conversation Magnet Co-Creation Peak Experience

Overview

To thrive as a coach, you need to engage in a lot of conversations with a lot of people. In fact, you need to LOVE doing this.

A Conversation Magnet is a powerful way to attract and focus what you are talking with people about.

Your Conversation Magnet starts with an idea, or a theme, that sparks provocative conversations: the kind of conversations that YOU find engaging and fun. And if the other person finds it engaging as well, then you will BOTH want to get to know each other better.

Your Conversation Magnet is a way to attract, and also filter, conversations.

Your Conversation Magnet can take several forms.

It starts with idea, so you can just bring up the topic when you are talking with someone.

AND... if you transform your idea into shareable written or recorded media, then amplify your possibilities.

Create for Inspiration to SHARE

Your Conversation Magnet is an essential Human Connection Activity: Create for Inspiration.

You are creating something that will inspire another person when they experience it. When THEY are inspired it is a peak experience for you.

With a Create for Inspiration Experience you aim to share what you create.

You also aim for others to share it when they are inspired.

Sharing is the way we move from Create for Inspiration into Explore for Visibility.

Note:

Create for Inspiration is when you create something that another person will experience later.

Co-Create for Inspiration is when you and another person experience something together.

Ways you can use a Shareable Conversation Magnet

.1. Send it to everyone you know via email or DM. And ASK them to experience it, and share with you their experience.

- .2. You can ASK everyone you know to forward it to someone they think would find value in it.
- .3. While talking with someone you are just meeting, offer to send it to them. After you send it you have a good reason to follow up and invite them to talk about it more.
- .4. You can share it on your *Relate for Influence Space* (AKA website or Social Profile) so that anyone who hears about you will find it and then hopefully reach out to you.
- .5. You are share it via social platforms and encourage anyone who finds it to reach out to you.

A few key principles for Conversation Magnets:

There are soooo many possibilities and lots of conflicting advice about best practices.

Be creative, trust yourself and see everything as an experiment!!

- .1. Make it something YOU are excited to talk about.
- .2. Make it something that your *Ideal Players* will find BOTH provocative and valuable.
- .3. Make sure it has a clear invitation and path to contact you if it sparks their curiosity or desire.
- .4. Make sure that the theme OBVIOUSLY connects to your coaching program. I mean OBVIOUS!

Business Ecosystem Elements

Your Ideal Player Profile

Your Coaching Program Logistics

Your Conversation Magnet

Notes Sheet

We will use the coaching notes sheet for the Peak Experience Technique from the Human Connection Transformation Coaching program. It is valuable to get extra practice with these sheets.

On sheet you will see a few areas that we won't do in the group session.

Session 01 Gathering Guide

Welcome!

Greetings!

1) WARMUP

Together we will do the Connected Breath Exercise

Together we will do an imagination warm up

Together we will do the “safe space” guided visualization

2&3) Dream Share & Celebrate, Grow from Play

BREAKOUT with your partner ~ 10 minutes

Your purpose is to connect and cultivate trust

{Choose who will be the player first and practice partner first}

Practice Partner ASK: share with me a short version of the Dream you are playing right now.

{Listen...}

SAY: I can see you doing that.

{pause for a moment}

ASK: Can you share with me a recent Peak Experience that you would love to celebrate?

{Listen}

ASK: Share with a growth opportunity that you experienced while playing in the world recently?

{Listen, and share an observation}

SWITCH ROLES AS player and practice partner

After both share their Dream, Celebration and Growth Opportunity...

CONNECT:

BOTH SHARE with each other

SAY: Something I see we have in common is... ***{fill in the blank}***

BOTH SHARE with each other

SAY: Something I see that is unique about you is... {fill in the blank}

4) PRACTICE PLAN

Practice Partner – Use the Peak Experience Notes Sheet to write out the scene your partner wants to practice!

SAY: Our plan today is to use the Peak Experience Technique to practice creating your Conversation Magnet.

ASK: Share with me a brief definition of your ideal player...

ASK: What is your Conversation Magnet for this Accelerator? Share with me the idea and the format...

Notes:

If it is an idea, then they will imagine talking about it.

If it is a piece of content, then they will imagine creating it.

If they already created it, then they will imagine sharing about it.

(Step 1) ASK: Describe the scene of what you are doing when you create or share your magnet?

ASK: Describe how you want to feel in this scene?

SAY: Next we will push the energy to another person engaging with your magnet

(Step 2) ASK: Describe how you want the other person to feel when they engage with your conversation magnet?

(Step 3) ASK: Describe what you want them to do after they engage with your magnet?

SWITCH ROLES AS player and practice partner

5) Practice

Practice Partner – Next you will do the practice part of the Peak Experience Technique and guide your player through the experience.

Practice Partner SAY: “We are going to use your imagination to embody this experience. We will do this in two phases, first the social action that you are doing and then the result within the other person. 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}

(Step 4) SAY: Now bring into your imagination the scene of you {calmly describe the action and the scene} 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.

{pause 20 seconds}

SAY: Next bring in the feeling {describe the feeling} that you want to experience while you are doing this action.

{pause 20 seconds}

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

ASK: Please share with me what you notice.

{pause & listen; it’s OK if they share a few thoughts. But don’t let it go on too long}

{Affirm by saying: “I can see that”}

{make a few notes as they share}

ASK: Notice any body sensations that are coming into your awareness. Can you share with me what you notice...

{pause & listen; it’s OK if they don’t notice any. If it is more than one that is OK too}

{listen. Affirm by saying: “That is good body awareness”}

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

{ Practice Partner, describe the scene}

{Pause for 10 seconds}

(Step 6) SAY: Imagine them feeling {share what they want the other person to feel}.

{pause 10 seconds}

(Step 7) SAY: Imagine them enjoying it and then... {share the action they want the other person to do}.

{pause 10 seconds}

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 and share with me what you notice.

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

{WRITE DOWN A FEW KEY WORDS}

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: "Good body awareness"}

{WRITE DOWN A FEW KEY WORDS}

GROW

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

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

{ Practice Partner. Listen. Then you can share your insights}

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

{ Practice Partner. Listen. Then you can share your insights}

(Step 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.

{after 15 minutes there will be a call to switch roles}

{if you don't finish the Grow part... you can finish it in the next segment}

SWITCH ROLES AS player and practice partner

6&7) GROW from Practice and Play Plan for in the world

{About 5 minutes each}

Practice Partner – Your purpose here is to accentuate their growth and then co-create a play plan for out in the world.

Practice Partner SAY: “OK, this is a good time to switch into the growth zone”

ASK: “What did you learn about playing for your dream today?”

{ Practice Partner: listen

ASK: “What did you learn about yourself in this session?”

{ Practice Partner: listen

SAY: “Can I share an observation?”

{ Practice Partner: share an observation about your player's Human Nature superpower potential and the pursuit of their dream.

SAY: “OK, let's make sure we have a Play Plan for out in the world...”

ASK: For this week what transformation do you want to focus on? From A to B?

{ Practice Partner: listen and CO-CREATE }

ASK: For this week what are the key social actions you plan to play with?

{ Practice Partner: listen and CO-CREATE }

SAY: {Share a supportive observation about the player's progress in the session}

ENDING

SAY: “Great! Have a great week of play. Talk to you soon”

SWITCH ROLES AS player and practice partner

If you have a minute, **MAKE A PLAN** to stay connected during the week via text or email, you can confirm those details with them quickly.

OR you can do it via the CV App.

Gathering 02: Dream Activation Reach Out Role Play

Overview

Reaching to people to connect and ASK about their Dreams and SHARE about your Dreams, is the most essential Human Connection Business Activity! (*Explore for Visibility*)

As a Coach, YOU are the Champion of Dreams for everyone you know. This is the starting point for signing players and getting referrals.

In this practice session we will do a role play.

In a typical Reach Out situation, YOU will start by being curious about the other person and then share your Dream with them aiming to relate it to them in some way.

However, in our practice time, we will focus on the part where YOU are sharing.

There are a FOUR things you should practice:

.1. Sharing briefly about your coaching.

Share your current focus like conversation magnet topic. Make sure your enthusiasm is OZZING.

.2. Answering common questions about your coaching.

Curious folks will ask you questions. Examples:

How did you get into coaching?

Who are your ideal clients?

What are the results people are getting?

What is your goal when you work with someone?

You need to get good at sharing clear answers in a way the sparks curiosity and desire.

.3. Sharing a quick story related to your coaching.

Sharing a one-minute success story is a powerful step for engaging someone.

Your story can be about your own transformation

OR

A player success story.

As you accumulate stories, you aim to match the story to the person you are talking with.

.4. Making an Invitation to something... Eg. Transformational Coffee

The most important play is to keep the relationship growing by inviting them to talk further. I call this “Transformational Coffee”. (*Relate for Influence*) The purpose of the coffee is to get to know each other better and if the connection and curiosity are strong, you to OFFER them your Gateway Coaching Experience. (*Co-Create for Inspiration*)

Business Ecosystem Elements

Your Reach Out List and way of tracking

Your Success Story Matrix

Notes Sheet

We will use the coaching notes sheet for the Role Play from the Human Connection Transformation Coaching program. It is valuable to get extra practice with these sheets.

On sheet you will see a few areas that we won't do in the group session.

Session 02 Gathering Guide

Welcome!

Greetings!

1) WARMUP

Together we will do the Connected Breath Exercise

Together we will do an imagination warm up

Together we will do the “safe space” guided visualization

2&3) Dream Share, Celebrate, Grow from Play

BREAKOUT with your partner ~ 10 minutes

Your purpose is to connect and cultivate trust

{Choose who will be the player first and practice partner first}

Practice Partner ASK: share with me a short version of the Dream you are playing right now.

{Listen...}

SAY: I can see you doing that.

{pause for a moment}

ASK: Can you share with me a recent Peak Experience that you would love to celebrate?

{Listen}

ASK: Share with a growth opportunity that you experienced while playing in the world recently?

{Listen, and share an observation}

SWITCH ROLES AS player and practice partner

After both share their Dream, Celebration and Growth Opportunity...

CONNECT:

BOTH SHARE with each other

SAY: Something I see we have in common is... ***{fill in the blank}***

BOTH SHARE with each other

SAY: Something I see that is unique about you is... {fill in the blank}

4) PRACTICE PLAN

Practice Partner – Use the Role Play Notes Sheet to write out the scene your partner wants to practice!

Your Role is to be a “Curious Friend”

{As the Practice Partner: Clarify the scene}

SAY: Let’s clarify the reach out situation you want to practice.

I am going to play the role as a curious friend playing myself BEFORE I got into coaching.

Clarify their approach...

ASK: When you reach out, I am going to ask you about your coaching. What are the main points you want to share?

{Help your partner gain clarity}

ASK: What are a few curious questions you want me to ask you?

Examples:

How did you get into coaching?

Who are your ideal clients?

What are the results people are getting?

What is your goal when you work with someone?

{Practice Partner: listen and ask any curious questions that pop up for you}

Practice Partner = write a few keywords for the desired questions in the Advanced Prep area on the notes page.

ASK: Is there a quick story you want to share?

ASK: What are you going to invite me to do next?

{Practice Partner: listen and clarify, so you can help steer the conversation where they want it to go}

SWITCH ROLES AS player and practice partner

5) Practice

Practice Partner – You will have 15 minutes each to practice.

Player: Hey, so nice to talk with you. What are you doing these days?

Practice Partner: (give a brief answer) then...

Practice Partner: Hey, tell me about your coaching, I am really curios about it...

Jump into the Role Play for 10 minutes or so. Remember... It's PLAY!!

MAKE SURE THEY GET TO THE INVITATION

Call time out! Share your observations and possible co-creations.

Replay a key part if you have time.

SWITCH ROLES AS player and practice partner

6&7) GROW from Practice and Play Plan for in the world

Practice Partner SAY: “OK, this is a good time to switch into the growth zone”

ASK: “What did you learn about your Reach Out skills?”

{Practice Partner: listen and share observations}

ASK: “What did you learn about playing for your dream today?”

{Practice Partner: listen

ASK: “What did you learn about yourself in this session?”

{Practice Partner: listen

SAY: “Can I share an observation?”

{Practice Partner: share an observation about your player’s Human Nature superpower potential and the pursuit of their dream.}

SAY: “OK, let’s make sure we have a Play Plan for out in the world...”

ASK: For this week what transformation can we focus on? From A to B?

{ Practice Partner: listen and CO-CREATE }

ASK: For this week what are some social actions you can take to play your dream?

{ Practice Partner: listen and CO-CREATE }

SAY: {Share a supportive observation about the player’s progress in the session}

ENDING

SAY: “Great! Have a great week of play. Talk to you soon”

SWITCH ROLES AS player and practice partner

If you have a minute, MAKE A PLAN to stay connected during the week via text or email, you can confirm those details with them quickly.

OR you can do it via the CV App.

Coaching Notes Sheet

We will use the coaching notes sheet for the Role Play from the Human Connection Transformation Coaching program. It is valuable to get extra practice with these sheets.

On sheet you will see a few areas that we won't do in the group session.

The notes sheet is on the next page for your reference.

1. Define the Situation

2. Define the Role

3. Advanced Prep



4.



Practice Zone...

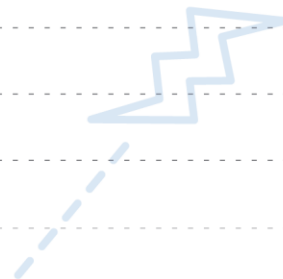
5.

6a. OBSERVATIONS

6b. CO-CREATIONS



7. DEBRIEF



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

FROM:

TO:

Gathering 03: Transformational Coffee Role Play

Overview

“Transformational Coffee” is a Relate for Influence Human Connection Situation

Relating for Influence is the vital step in between meeting someone / reconnecting with someone and offering your Coaching Gateway Experience. You go from meeting someone straight to offering a coaching session, its TOO SOON. The important step in between is to get to know each other better. This is relating for influence. This is what I call “the Transformational Coffee”.

You met this person somewhere, OR you reconnected with them, and had a brief conversation that led you to invite them for a coffee.

Most likely, BEFORE the coffee, they will check you out online by searching for your website or social profile. Most likely, you will check them out as well.

Now you meet them in-person, or virtually, to get to know each other better.

A Transformational Coffee is an engaging, back-and-forth, conversation where you ask each other questions, share ideas and relevant stories and gauge if you have a connection that is worth exploring even further.

As a coach, in this conversation you want to learn about this person’s dreams, desires and perceived growth opportunities.

Remember, you want EVERYONE you meet to think of you as the Champion of their Dreams whether they hire you or not.

If you enjoy the person and they seem to enjoy your ideas and stories, THEN, you OFFER your Gateway Coaching Experience. By then you know enough about them to share why you think THEY would find it valuable.

A good play in a Relate for Influence Conversation is to get to know a little bit about the person and then share a coaching success story – from your success story matrix – that you feel will resonate with them.

Business Ecosystem Elements

Your Relate for Influence Space

Your Success Story Matrix

Your Gateway Experience Overview (This is what you are going to OFFER)

Notes Sheet

We will use the coaching notes sheet for the Role Play from the Human Connection Transformation Coaching program. It is valuable to get extra practice with these sheets.

On sheet you will see a few areas that we won't do in the group session.

Session 03 Gathering Guide

Welcome!

Greetings!

1) WARMUP

Together we will do the Connected Breath Exercise

Together we will do an imagination warm up

Together we will do the “safe space” guided visualization

2&3) Dream Share, Celebrate, Grow from Play

BREAKOUT with your partner ~ 10 minutes

Your purpose is to connect and cultivate trust

{Choose who will be the player first and practice partner first}

Practice Partner ASK: share with me a short version of the Dream you are playing right now.

{Listen...}

SAY: I can see you doing that.

{pause for a moment}

ASK: Can you share with me a recent Peak Experience that you would love to celebrate?

{Listen}

ASK: Share with a growth opportunity that you experienced while playing in the world recently?

{Listen, and share an observation}

SWITCH ROLES AS player and practice partner

After both share their Dream, Celebration and Growth Opportunity...

CONNECT:

BOTH SHARE with each other

SAY: Something I see we have in common is... ***{fill in the blank}***

BOTH SHARE with each other

SAY: Something I see that is unique about you is... {fill in the blank}

4) PRACTICE PLAN

Practice Partner – Use the Role Play Notes Sheet to write out the scene your partner wants to practice!

Your Role is to be a “Curious Friend”

{As the Practice Partner: Clarify the scene}

Practice Partner SAY: Let’s clarify the Transformational Coffee Scenario.

I am going to play the role as myself BEFORE I got into coaching.

We met or spoke recently and agreed to get together for a deeper conversation.

Clarify their approach...

ASK: In this Relate for Influence Situation, what are your primary intentions? What are the main points you want to share?

{Help your partner gain clarity}

ASK: What is the main topic you want to talk about?

{Help your partner gain clarity}

ASK: What are you going to ask me to share about? Are you going to ask me to share a desire or life situation or story?

{Get a little more specific}

ASK: In just a few words, describe the story that you are going to share with me?

{You want to get the “name” or “gist” of the story}

Examples: How/Why I got focused on Human Connection OR The Player X Transformation Story.

ASK: If the conversation goes well, what are you going to OFFER to move the relationship forward?

{It is important that they are clear about the OFFER}

{SWITCH}

5) PLAY / Practice

Jump into the Role Play for 10-12 minutes. Remember... It's PLAY!!

MAKE SURE YOU GET TO THE OFFER

Call time out! Share your observations and possible co-creations.

(after 15 minutes there will be a call to switch roles)

{SWITCH}

6&7) GROW from Practice and Play Plan for in the world

Practice Partner SAY: "OK, this is a good time to switch into the growth zone"

ASK: "What did you learn about your Reach Out skills?"

{Practice Partner: listen and share observations}

ASK: "What did you learn about playing for your dream today?"

{Practice Partner: listen}

ASK: "What did you learn about yourself in this session?"

{Practice Partner: listen}

SAY: "Can I share an observation?"

{Practice Partner: share an observation about your player's Human Nature superpower potential and the pursuit of their dream.}

SAY: "OK, let's make sure we have a Play Plan for out in the world..."

ASK: For this week what transformation can we focus on? From A to B?

{ Practice Partner: listen and CO-CREATE }

ASK: For this week what are some social actions you can take to play your dream?

{ Practice Partner: listen and CO-CREATE }

SAY: {Share a supportive observation about the player's progress in the session}

ENDING

SAY: "Great! Have a great week of play. Talk to you soon"

SWITCH ROLES AS *player and practice partner*

If you have a minute, **MAKE A PLAN** to stay connected during the week via text or email, you can confirm those details with them quickly.

OR you can do it via the CV App.

Gathering 04: Gateway Experience Embody the Dream (Co-Create for Inspiration)

Overview

Your Coaching Gateway Experience needs to be dynamic so that the potential player experiences the spark of desire to coach with you. OR, even if they don't sign up as a paying player, they have a strong experience that they feel confident sharing about with people they know.

Your Gateway Experience is a Co-Create for Inspiration Human Connection Opportunity.

I refer to it as dynamic because the feeling you want your potential player to have is that Coaching is Awesome AND You really know what you are doing.

For this reason, I recommend you weave a practice technique – like Peak Experience, Role Play or Pivotal Moment - into your Gateway Experience. You want your potential player to experience the power of practice. You want them to experience that coaching is a LOT more than talking about stuff. You want them to catch the vision that by practicing with you on a regular basis, they can become better and better at the skills they need to live their Dream Life. AWWW yeah.

We will use the Embody the Dream Technique to practice your Gateway Experience so that you can practice playing an experience that has multiple scenes.

The Full Gateway Coaching Experience.

In the Relate for Influence phase you OFFER your Gateway experience and they say YES.

You get them on your calendar

You send them something to prepare for the session.

Gateway Experience Prep Ideas

The simple version is one sheet with a few questions to consider and an overview of your coaching program logistics.

A more elaborate version is a prep audio or video posing a few questions and sharing an overview of what you will do in the session. Prompt them to consider a scene that they want to practice with you.

The value of the audio or video is for the potential player to perceive your credibility as a coach who has a method; who knows how to guide people toward their dreams.

The four scenes of a Gateway Experience

- .1. You share your prep material and imagine them engaging with it.
- .2. You co-create the coaching session and imagine them energizing as they practice with you.
- .3. You offer to sign them on as a paying player and imagine them being excited and saying YES! AND – very important – making the first payment! WOO HOOO BIG Peak Experience.
- .4. You send them your onboarding package. They show up for their first coaching session ready to go!

Business Ecosystem Elements

Your Coaching Gateway Experience

Your Coaching Program Details

Your New Player Onboarding Process (including your process for receiving payment)

Notes Sheet

We will use the Embody the Dream Playsheet from the Human Connection Transformation Coaching program. It is valuable to get extra practice with these sheets.

On sheet you will see a few areas that we won't do in the group session.

Session 04 Gathering Guide

Welcome!

Greetings!

1) WARMUP

Together we will do the Connected Breath Exercise

Together we will do an imagination warm up

Together we will do the “safe space” guided visualization

2&3) Dream Share, Celebrate, Grow from Play

BREAKOUT with your partner ~ 10 minutes

{Choose who will be the player first and practice partner first}

Practice Partner ASK: share with me a short version of the Dream you are playing right now.

{Listen...}

SAY: I can see you doing that.

{pause for a moment}

ASK: Can you share with me a Peak Experience that you would love to celebrate about your life right now?

{Listen}

ASK: Share with a growth opportunity that you experienced while playing in the world recently?

{Listen, and share an observation}

SWITCH ROLES AS player and practice partner

After both share their Dream, Celebration and Growth Opportunity...

CONNECT:

BOTH SHARE with each other

SAY: Something I see we have in common is... ***{fill in the blank}***

BOTH SHARE with each other

SAY: Something I see that is unique about you is... {fill in the blank}

4) PRACTICE PLAN

SAY: Our

SWITCH ROLES AS player and practice partner

5) Practice

SWITCH ROLES AS player and practice partner

6&7) GROW from Practice and Play Plan for in the world

Practice Partner SAY: “OK, this is a good time to switch into the growth zone”

ASK: “What did you learn about playing for your dream today?”

{Coach: listen

ASK: “What did you learn about yourself in this session?”

{Coach: listen

SAY: “Can I share an observation?”

{Coach: share an observation about your player’s Human Nature superpower potential and the pursuit of their dream.

SAY: “OK, let’s make sure we have a Play Plan for out in the world...”

ASK: For this week what transformation can we focus on? From A to B?

{Coach: listen and CO-CREATE }

ASK: For this week what are some social actions you can take to play your dream?

{Coach: listen and CO-CREATE }

SAY: {Share a supportive observation about the player's progress in the session}

ENDING

SAY: “Great! Have a great week of play. Talk to you soon”

NOTE: if you want to stay connected with them via text or email, you can confirm those details with them.

SWITCH ROLES AS player and practice partner