

PLAY LIFE



Playbook for Coaches
by Dave Buck, MCC



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

Welcome. On behalf of the entire CV Community, I want to welcome you to the Play Life Method Coaching Program!

The themes of the program:

The true heart of Life Coaching is playing together to play better for BIG Dreams. You will experience this fully as a player and coach in this life-changing program.

You will learn the 9-Step Play Life Method for transformational coaching. With this method you can coach anyone to play bigger and better for their dreams.

Our vision...

Everyone, everywhere with the courage to play BIG in the world, has a GREAT Coach!

When you learn how to coach, you can bring the best out of everyone around you! You will become an artist of Human Greatness and empower people to play BIG for their dreams.

Abera Ca Dabera – From the Aramaic Language means: I create as I speak. In our program you will discover the magic of co-creating with conversation, an essential element of coach-player relationships.

PLAY - The emphasis will be on Coaching AND Playing and adopting a “PLAY framework” in your personal, business and career life. We are reinventing coaching with the spirit of PLAY! And YOU are a part of it.

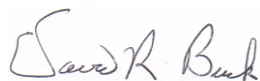
As a part of our DTMOPP learning method during the class you will play with a coaching partner throughout the program. You will coach and be coached by the same partner in the coaching practice sessions. You will also recruit and coach at least 3 practice players to coach during the program. This will allow you to go deeply into the coaching and experience real coaching relationships.

Are you READY TO Play BIG for your own dream AND Become a GREAT Coach for others?

We will show you how as we explore the 9-step Play Life Method.

Finally, with our accreditation with the International Coach Federation (ICF) the teleclass version of the class qualifies for 24 Core Competency Continuing Education Units! (ICF CCEU's)

Enjoy the program ... YOU can live your dream NOW!



Coach Dave Buck and the CV Team!



Table of Contents

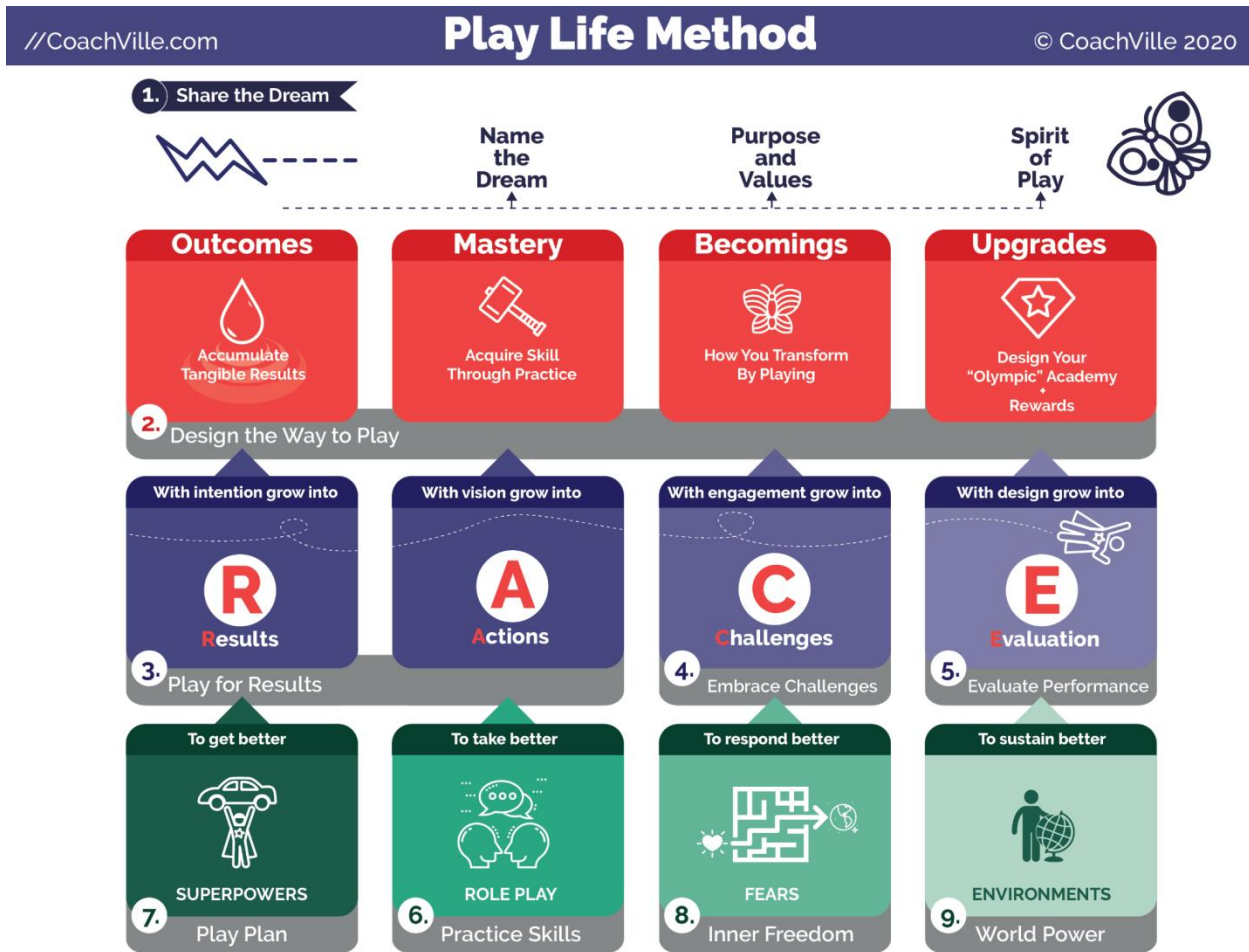
Note to reader:

This PDF contains only a brief introduction to the Play Life Method and Chapter 3 of the Play Life Method Playbook for Coaches.

It is intended to provide a sample.

Understanding the Play Life Method

The 9-Step Method



This model provides a quick overview of the Play Life Method. Here is a chart with more details.

Play Life Method of Coaching	Play Life Method of Playing
<p>Step #1) Share the Dream Clarify the BIG Dream, the experiences they are playing for, the purpose of those experiences; Explore values.</p>	<p>1) Creative self-expression This is WHY you play. Make sure the DREAM has real purpose for you and expresses your values.</p>
<p>Step #2) Design the Way to Play Identify the Objectives: Outcomes, Mastery, Becomings and Upgrades; Identify the RACE: Results, Actions, Challenges and Evaluation</p>	<p>2) Play Plan for results and Peak Experiences You know what you want to accomplish. Next you can create and your approach to doing it. Make it PLAY... not work.</p>

<p>Step #3) Play for results with actions (and observe your player) Discover how your player responds to the “challenge” of creating results vs. just getting it done. Jump in and play WITH them (AKA Role Play) so that you can observe them in action. Discover what your player needs from you.</p>	<p>3) Play for results with Actions Find the fun in everything experience that is part of your dream. Enjoy practicing pivotal conversations with your coach. Experiment with new ways of being. Be aware of your desired results but keep your focus on playing.</p>
<p>Step #4) Embrace challenges Teach Resourcefulness with support and challenge. Explore your players’ choices and fears.</p>	<p>4) Respond to challenges Get the best result possible from the situation. Notice the fears that you experience while playing. Embrace what you are feeling; Know that every challenge overcome will make you a better player.</p>
<p>Step #5) Evaluate what matters Evaluate results and feedback with judgment-free awareness; Highlight opportunities for growth. Celebrate!</p>	<p>5) Devour Feedback Look at everything and learn from results, messes, mistakes, failure and success. Celebrate.</p>
<p>Step #6) Practice Skills Role Play conversations! Jump in and be whoever your player needs you to be so that they can practice. Create a personalized growth plan for your player.</p>	<p>6) Pursue Mastery Learn every skill your dream requires; Have a vision of excellence. Practice. Practice. Practice. Enjoy the process even when you are not good at something yet.</p>
<p>Step #7) Play Plan Co-create the strategies and approaches with the player that leverage and unleash their superpowers.</p>	<p>7) Get strategic about your approach Make the most of your abilities; Be open to discovering your hidden Superpowers. Be smart about how you go for the results you want.</p>
<p>Step #8) Expand Inner Freedom Teach awareness of fear and the dance between the need to preserve what is and the desire to play BIG in the world. Know that we have all learned to fear expressing our unique power. We call this “The PULL”.</p>	<p>8) Step out of your preservation zone Learn how to play with fear; learn how to choose when to stay safe and when to play BIG for your dream. Embrace fear as a treasure map to your superpowers.</p>
<p>Step #9) World Power (Design a winning environment) The environment always wins; Help your player create the conditions for sustainable success</p>	<p>9) Co-create and Accumulate Resources Seek the best in yourself in the company of others likewise engaged; Surround yourself with other players who pull you toward the next version of YOU that you imagine; acquire the resources that you need to play well.</p>

Brief Description of the Play Life Method

Together we can practice LIFE! And we can Play Life better through coaching.

Learn a powerful nine step coaching method where you guide your player to pursue their DREAM with the spirit of play and co-create the Peak Experiences they imagine.

Transform the way we live:

From: a worker focused on checking tasks off of a to-do list and doing them perfectly;

To: a player in pursuit of a dream; focused on co-creating results in the world, becoming a better player and enjoying the personal transformation that happens naturally on the journey.

Every person has a DREAM in their heart that they want to pursue by tapping into **the spirit of play and the unique abilities within** them. They play for their dream in some way right now; they don't have to wait until some day. Together, we can escape the Industrial Age perfection trap that makes it nearly impossible to try new things - a trap that has kept most of us stuck for years.

In this program we will learn how to enjoy playing together again and play better through play planning to unleash superpowers, skills practice, inner freedom to explore fears and designing a winning environment (AKA World Power).

As a Coach, you will learn how to co-create a path of personal transformation that uplifts the Human Family one player at a time.

You will guide your player on a Human Journey that embraces the three Superpowers of Human Nature: the urge to Become, the capacity to Believe and the Need to Belong (The 3 BE's). Your confidence as a coach will soar as you master these three forces of transformation.

You will develop an ability that will make you a go-to professional in any endeavor in any community for the rest of your life: The ability to guide a person on a path of personal transformation and results.

Personal transformation and results are ALWAYS in style.

Chapter 3: Step #03) Play for Results

(and Peak Experiences)

“Here come old flat-top, he come groovin' up slowly

He got ju-ju eyeball, he one holy roller

He got hair down to his knee

Got to be a joker, he just do what he please

He wear no shoeshine, he got toe-jam football

He got monkey finger, he shoot Coca-Cola

He say, "I know you, you know me"

One thing I can tell you is you got to be free

Come together, right now

Over me

He roller-coaster, he got early warnin'

He got muddy water, he one mojo filter

He say, "One and one and one is three"

Got to be good-lookin' 'cause he's so hard to see

Come together, right now

Over me”

- John Lennon (Beatles) “Come Together”

Chapter #03 Prep

Outline of Transformations and Discoveries

Step #03 Play for Results (and Peak Experiences)

Results – With intention grow into Outcomes

Actions – With vision grow into Mastery

Transformations

From - Safe Routines

To - Peak Experiences

From – on task (under control)

To – At Play (grow influence)

From - Passive Conversations

To – ACTIVE Conversations (with observations)

From – The World is a school

To – The World is a Playground

Discoveries

- Practice together ~ Observation ~ Co-Creation
- Separating Actions and Results { **this is the BIG ONE!**}
- Social Play AND Social FEAR
- What would it mean in your life if you became highly capable and playful while relating for influence?
- Role Play!!! > can you spontaneously play? what are you observing?

Before Class

[Read through the complete coaching guide for Session #03](#) (Page 16)

(this is a link to the PDF with the complete set of coaching guides)

[Listen to the Player Prep Audio for Session #03](#)

(this is a link to the Player Prep SoundCloud audio)

[Playsheet Pack](#): Print 2 copies of Page 7

[Listen to Coaching Demo of Session #03](#)

(Coach Dave and Player Steve)

Session #03) Play for Results (and Peak Experiences)

[Listen to the audio to prepare for session 3.](#)

Coach: Discover how your player responds to the “challenge” of creating results vs. just getting it done. Jump in and play WITH them (AKA Role Play) so that you can observe them in action. Discover what your player needs from you to grow toward their Dream.

Player: Find the fun in every experience that is part of your dream. Enjoy practicing pivotal conversations with your coach. Experiment with new ways of being. Be aware of your desired results while you keep your focus on playing.

The joy, the fun, the self-expression, the growth, they all happen in the experience of PLAY! And remember: the purpose of your coach is to guide you to PLAY BETTER.



Separating Actions and Results

Remember this image from the Introduction?

In this session we will go deeper into how you Play Life out in the world with actions for results. We call this: pivotal moments of social play.

The world is a playground. Life is for play! And your coach is here to help you play better. A key distinction about play that is always helpful is recognizing the shift from control to influence.

Any time you are doing something where you have 99% control of the outcome that is more like work. In work anyone can accomplish the same outcome by following the instructions and doing it the right way.

In the Industrial Age we were all taught to be task-oriented; to only focus on what we can control. This is a dreary way to live which is why the Industrial World is so... dreary!

Play is when you are doing something and you DON'T have control of the outcome but you can influence the outcome with your energy, creativity, strategy and skill. This is what makes it engaging and fun. **This is when you feel alive.**

When you do something playfully, YOU – and your unique abilities - matter. This is what having a coach is about; helping you develop and grow into your unique abilities so that you can co-create your desired results in the world.

A Few Social Play Examples

When you are engaged in Social play you have an idea about what you want to happen, but you don't know IF it will happen.

Also, when you play, sometimes something will happen that you didn't expect at all BUT it was awesome and better than you imagined.

Relate for INFLUENCE

Relating for Influence is when you are engaging with another person and the intended Action is to make them an offer, invitation or request. The desired result is usually a "Yes" response. You are co-creating the experience with the other person. You don't know if they will say "Yes" or not.

So you could have a feeling of hopeful anticipation or wonder. You could have a feeling of playing your best as you set the stage or build up to the influence play.

The key point here is that everything you do is the Action. What they do is the influence / the result.

These two things are different but connected. The result is a co-creation between you and the other person.

Create FOR INSPIRATION

Creating for Inspiration is when you create a thing or an experience that is a self-expression for you AND that you intend to share to have a positive impact on another person or people.

Writing or recording something that you intend to share with people is an example.

Orchestrating an outing or event to do with a person or group of people is another example.

Making art or crafting a performance or giving a talk, these are all examples of Creating for Inspiration.

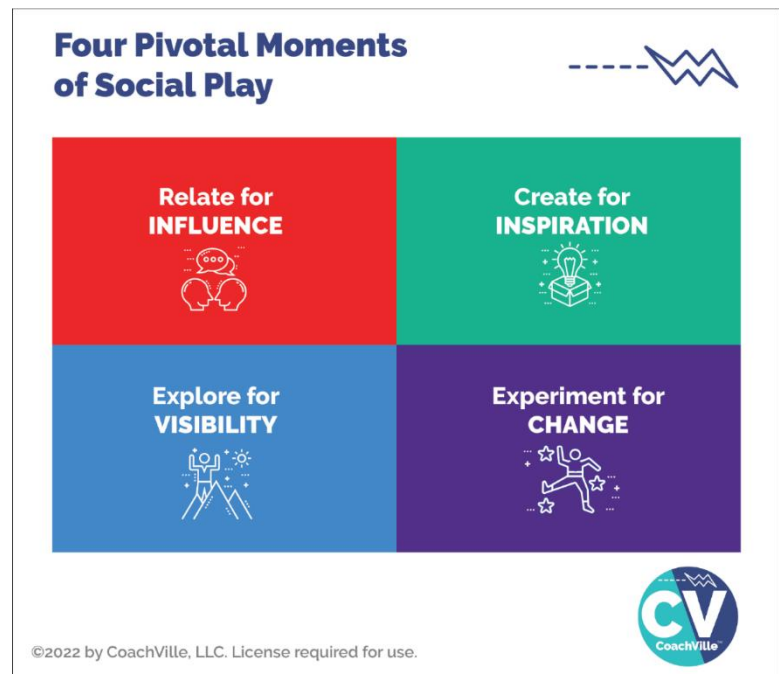
When you create for inspiration you can put a LOT of your personal energy into it. AND you don't know if it will have the desired impact on the other person or not. The result is a co-creation between you and the other person.

Explore for VISIBILITY

This is when you explore a new venue or a new network with the intention to see and be seen by new people.

Your energy and spontaneity can influence how many people you meet, but you can't control what happens.

Experiment for CHANGE



This is when you do something new or do something in a new way with the intention to change the experience. You intend for it to be better than it has been before. And there is a chance that you will make a mess!

A key to successful play is to start with an intention, be open to new possibilities AND keep track of what happens; and most important is to not look at any outcome as a failure but as learning.

Hopefully you are getting more energized about playing for your Dream!

Now let's go a little deeper into the real challenge and the real growth opportunity of orienting your life around social play... Social FEAR!!!

All of us who grew up in the Industrial Age have to realize that we have absorbed A LOT of fears of our playfulness and our uniqueness. So next let's look a little deeper into the common fears that are associated with Social Play.

4 Pivotal Moments of Social Play with 7 Social Fears

You probably recognize all of these fears. As I will share many times in this playbook: we all absorbed the FEAR of our natural playfulness in the Industrial Culture. I can tell you that little children do not fear of any of these things.

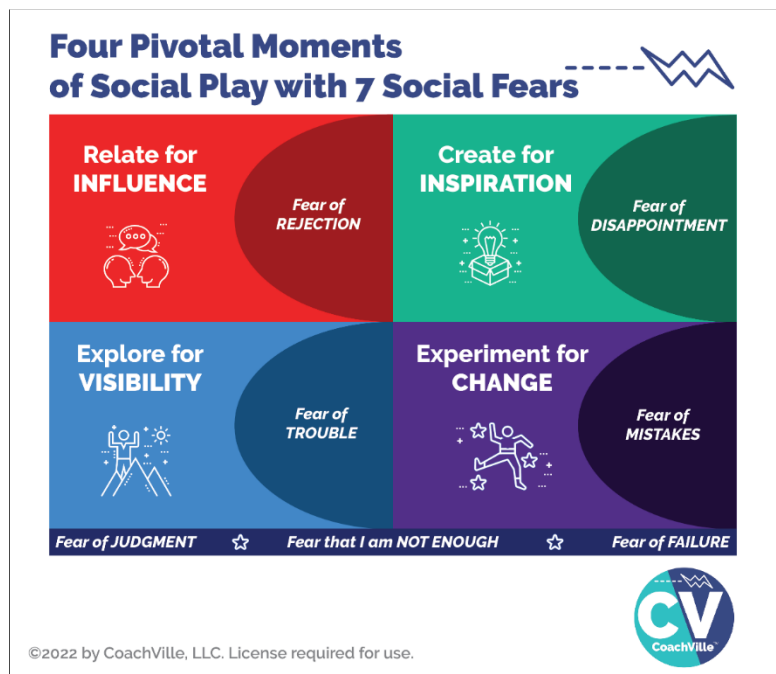
If you aim to play for your Dream at a high level you need to embrace and explore these fears.

Within the nature of play is the presence of risk and reward. This is especially true for Social Play. With all of these activities there is a social reward that you desire for your Dream, BUT in order to experience the reward you must face some risk. The risk is where the fear comes in. Your Fear is trying to keep you safe and preserve your social status which is important and honorable.

The power of coaching is that you can practice the activity to lessen the risks and expand your ability to influence the desired outcome and experience the reward!

Here is a really BIG point about social reward and social fear: **it is almost impossible to transcend social fear by playing alone.** But together we can do it! This is why Life Coaching is so important. We talk more about this in future chapters. For now, YOU have a Life Coach... that is wise!

Relate for INFLUENCE => Fear of Rejection



To play for impact in the world – even with just a few people - you need to cultivate a high level of ease with approaching people and talking with them. And then you need to invite them to a next step. This is where the fear of rejection comes in. BIG TIME.

Create for INSPIRATION => Fear of Disappointment

Playing BIG for your dream will include creating and sharing experiences or content in a variety of forms; it's actually an amazing time in Human History in this regard. Also every time you have an opportunity to speak in front of people you are creating and sharing an experience. The fear that we might disappoint someone or BE disappointed by someone's reaction to what we create can be a BIG block to creating and sharing.

Explore for VISIBILITY => Fear of Trouble

In order to contribute your gifts to others you need to find people (customers, colleagues or partners) to participate in what you are creating. You need to “get out in the world” either physically or virtually.

The world of people is an amazing but potentially “dangerous” place; at least at an emotional level. The potential for trouble in the unknown is why most people stay where they are and spend their time with the same people. However, it is almost impossible to pursue your dream this way.

Experiment for CHANGE => Fear of Mistakes

Do you resonate with this one? I sure do. This is a big remnant of the Industrial Age mindset that everything you need to do: a) there is a right way to do it b) you should be able to do it the right way every time and never make mistakes.

Of course this is nonsense! But the residue of this mindset from school and jobs keeps us locked into a perfection trap. This makes it sooo hard to experiment and find our unique way to do everything our Dream needs us to do.

BONUS FEARS! LOL

Fear of Judgment

This is a core Industrial Age fear: that if we do something in a public way we will be judged harshly. We can all recognize the intense and ever present judgment from the Industrial Age culture: if you step up to do something BIG there will always be someone aiming to cut you down. Your coach is going to attempt to neutralize this fear with judgment-free awareness.

Fear of Failure

This is a second core Industrial Age fear: that if we attempt to do something that we cannot control, we might fail; AND failure is the worst possible thing that can happen. It's not hard to understand where this fear came from: the Industrial School System. Together we are going to explore the paradoxical idea that the potential for failure is actually what makes you feel alive!

Fear that I am Not Enough

The BIG Kahuna FEAR of almost everyone with a dream to play BIG in the world: **That I am not enough.** We have all lived through painful experiences where we tried to help

someone, we cared about but were unable to make the difference. These experiences add up and make us feel that we are not enough.

The good news is that you have more power and more wisdom than when your power failed you in the past; AND you have a Life Coach this time. AWWWW YEAH! Look out world... here you come!

BIG OPPORTUNITY

Here is a BIG idea: these social FEARS – and the beliefs that form around them - are not inherent to us, we absorb them from the culture through our life experiences. By exploring these fears with profound curiosity, we can uplevel our beliefs and discover our natural playfulness AND the unique superpowers - for Influence, Visibility, Inspiration and Change - that are deep within us waiting to be activated.

You can cultivate the capacity to PLAY and transcend these Industrial Age fears.

You can restore your natural human playfulness. When you do, you will thrive and you will have more fun living.

Your coach is on this journey for themselves! And they are equipped to guide you.

How a coach helps you play better: Observation ~ Co-Creation

Your coach is going to help you find ways to bring all four elements of play into your daily life. And then together you will look for ways to play better through observation and co-creation.

Think about an athletic coach for a moment... they help you play better by watching you play and then sharing what they observe and talking with you about ways you could play better. Your Life Coach will do the same thing with you.

The MOST important of the four is: Relating for Influence. To make a bigger contribution in the world you are going to need to talk with people co-create a “YES”.

The technique that your coach will use with you is Role Play. DON'T FREAK OUT! This is not the weird role play you did in a corporate training. This is going to rock your world! There are so many pivotal conversations that you can practice and improve... with new confidence you are going to love the results you can co-create with other people.

Becoming highly capable at relating for influence is one of the most desired life skills!!!

Relating well has MANY underlying factors like clarity of intent, energy alignment, being present, deep listening and sharing authentically. So a BIG part of using Role Play is to become a more skilled relator through practice.

Examples of conversations you can role play

Relating for influence is not just one skill. In most dreams there are MANY distinct relating situations that you can identify, observe, and then practice. Each unique type of conversation can be seen as a different relating skill.

The key to a good role play is to hone in on:

A) A recurring relating skill

OR

B) A very specific conversation situation

Examples of recurring relating skills:

- Make a request for support
- Ask for something (an emotional challenge for almost everyone)
- Make an offer to do or share something
- Ask another person to change their behavior in a positive way
- Share your truth
- Request feedback
- Explore an idea or new possibility
- Introduce yourself in a way that sparks deeper conversation; you can practice a business situation or a personal situation.
- Invite someone to an experience with you
- Invite someone to hire you for something AKA discuss the money!

Examples of a specific conversation situation:

- I need to ask my boss for the opportunity to lead the new project.
- I want to call Bill from the Chamber of Commerce and suggest that I give a talk at a future meeting
- I want to reach out to Sally and let her know that I want to be a part of the community leadership team.

There are so many possibilities!!!

Quick Player Prep for the Role Play Technique

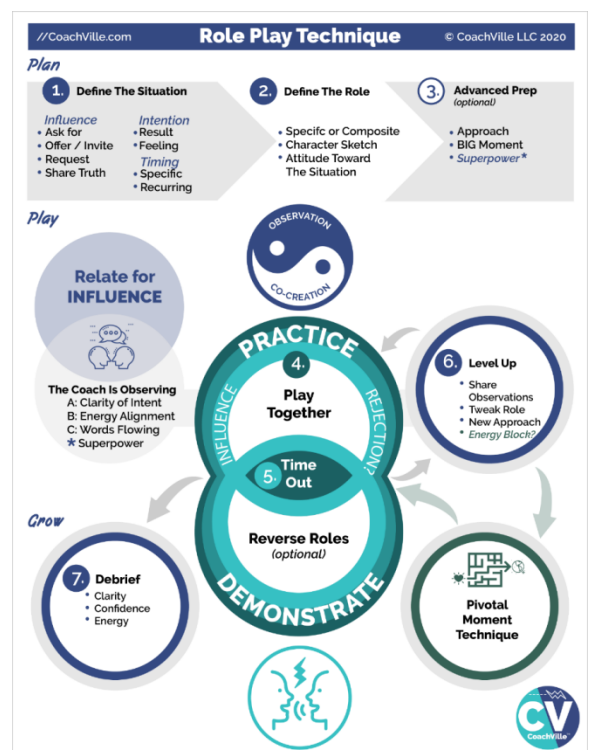
On the right is a detailed graphic that will help you prepare. (Full size on page 25 of the Play Sheet Pack)

Role Play is a form of ACTIVE Conversation. This is when Life Coaching gets dynamic!

To do a great role play only takes a few minutes. In this session with your coach you are going to do a quick practice, but in future sessions you will get into more elaborate practice.

Here is the 7-step method for a great role play:

1) Define the Situation



First you decide upon a conversation that you would love to play better.

Describe the positive influence that you are playing for in the conversation; what do you want the other person to say or do. Usually this means there is some offer or request that you want the other person to say “Yes” to.

2) Define the Role

You think of the person you want to influence. It can be a specific person or a type of person. Describe the persons’ general characteristics in 30 seconds.

Describe in a few words the persons’ point of view toward the issue/situation

Note: To play the role of another person, your coach will not change their voice. They will sound like themselves and still play the role.

3) Advanced Prep

In a more detailed role play you would define how you want to approach the situation.

4) Play together

Your coach will step into the role and play it out for a few minutes to see what happens.

5) Time Out!

You or the Coach **Call time out!**

6) Level Up

Both can share your observations. Your coach may ask you for feedback on how they are playing the role and refine if necessary.
Repeat.

4) Try it again.

The Coach may throw in a few twists to see how you respond. Repeat as many times as necessary until you feel improved confidence for the conversation.

Options

Your coach can offer to do a reverse role play where they play YOU in the conversation to demonstrate an alternative way to approach the conversation.










If you are experiencing some resistance while you are in the conversation, your coach can do the Pivotal Moment Technique with you.

We will explore that for Session #4

7) Debrief

You and your coach will talk it over to capture your clarity, confidence and energy.

###!###

Play Life Coaching Session #3 Notes		Date:
Session: <i>Play for Results</i>		
The BIG Dream:		
PEAK EXPERIENCE 	Explore the Fear / Growth Zone CELEBRATIONS 	ACTIONS and RESULTS 
Focus: Role Play 	Ah-ha Moments & Patterns 	
CREATE for Expression 	EXPLORE for Visibility 	EXPERIMENT for Change 
Growth Zone What did you learn... Playing For Your Dream  Self and Superpowers  PLAY PLAN		

The big point of this is to get into ACTIVE conversation where you can grow by practicing with your coach. Then you can go out into the world and play for your dream with more confidence.

Prepare for Session #03 – Play for Results

Warm up

We will start the session with the warm up. Come to the session knowing the Peak Experience that you want to visualize.

Come prepared with a few celebrations to share; your coach will love this!

Look over your Play Plan Play Sheet to gather the highlights from your actions and results.

The focus of this session is to co-create ways to play better for the results needed by your Dream.

Role Play ~ Relate for Influence

If you have an idea of a conversation that you want to role play that will definitely make the session flow more smoothly. At the very least, come to the session with a few Relate for Influence options to explore.

After the role play take a moment to write down a few ah-ha moments.

Create – Explore – Experiment Ways to play better

Have a few ideas for each of the 3 other types of Social Play.

You and your coach will have fun talking about what they are and how make each one a fun and playful growth experience.

Growth Zone

Then you will get into the Growth Zone near the end of the session.

Share anything that comes to mind about what you experienced from the Role Play.

And anything you see about how you can play better for your Dream.

The point of ACTIVE conversation and practice is that you grow while you are doing it. But often you don't recognize the growth until you talk about it after.

OR when you notice that something that seemed hard now seems easier.

I LOVE when that happens!

*****!!** {End of Player Playbook} **!!*****

Coaching Notes for Role Play

Role Play is a SUPER important Life Coaching Technique.

Remember in the Introduction I shared that there are 4 kinds of conversation in a coaching session? Role Play is one of the best ways to get into ACTIVE conversation.

Let's go a little deeper into the Role Play Technique and Model. Here are a few thoughts beyond what I included in the Player Playbook.

Coaching occurs by being a practice partner and playing together so that your player can experiment and grow. One of the primary ways we play life is by relating with other people; remember social play Relate for Influence. So as a coach you need to be able to create practice situations where your player can play better at relating; especially when the risk of rejection is present. You do this by role playing pivotal situations and conversations.

There are many possible scenarios for a pivotal moment in life:

- It could be "pivotal" because it happens over and over again without desired results
- It could be "pivotal" because the possible rewards are great
- It could be "pivotal" because it could be emotionally challenging in some way

The role play is where the coach plays the role of the person the player needs to talk with. It could be a specific person. Or it could be a "typical" person for a recurring activity.

Doing a role play can feel uncomfortable for both coach AND player but when you understand the power of it, it is well worth expanding your comfort zone.

Doing a role play allows you, the coach, to "observe" your player in action and get a much better idea of their capabilities as a player. And it allows the player to build confidence in their abilities as a relator; especially in a conversation for influence where they feel the risk of rejection.

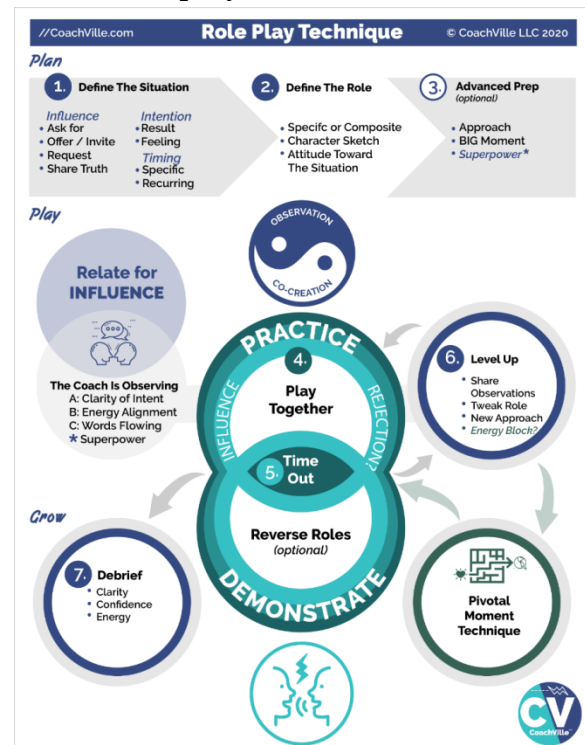
To do a great role play only takes a few minutes but often reaps huge rewards.

The bottom line is that playing for a big dream requires practice. Doing a role play allows you, the coach, to "observe" your player in action and get a much better idea of their capabilities as a player.

Going Deeper Into the Role Play Technique

The role play is where the coach plays the role of the person the player needs to talk with. It could be a specific person. Or it could be a "typical" person for a recurring activity.

Observation ~ Co-Creation



This is on the model to remind you that this is the centerpiece of the coaching relationship and that Role Play is the premium way to bring this framework to a coaching session.

Relate for Influence

Coach: while you are co-creating the scenario with your player and then practicing with your player you are also OBSERVING your player.

You are observing:

A) Clarity of Intent – listen carefully as they define the scenario and then in the role play assess how clearly they are moving toward their intention.

B) Energy Alignment – while you are playing in the conversation is it vital that you pay attention to the feelings that you notice within your Self and feel coming from them.

C) Words Flowing – The words that someone speaks are mostly effected by their clarity of intent and flow of energy. Yet, sometimes there are better ways to say things that you can suggest after a time out.

*) Superpower – This is a subtlety of advanced coaching. If the player wants to practice a particular Superpower for Influence – which is awesome – then be prepared to notice when they use it or AVOID using it.

We will continue our exploration of the Role Play Technique in the Coaching Notes for Session #3 in the next session.

Advanced Technique... Reverse Role Play

Reverse Role Play is where the coach plays the role of the player and the player plays the role of the person they are going to talk to.

This is not something you would do in your first Role Play together. But in the future it can be really powerful for 2 reasons.

1) It gives you – the coach - the opportunity to demonstrate a new way for the player to approach the situation; demonstrating new ways is a classic coaching move. This is the primary way that your experience can be of great value to your player; by playing together rather than talking about it or explaining it.

2) It gives your player the opportunity to put themselves into the perspective and mindset of the person they want to talk to. By “stepping into their shoes” and playing as them, they start to imagine new ways to approach them.

Combination Technique... Pivotal Moment

The Pivotal Moment technique can be used when the player experiences some inner resistance to something they intended to say or do in the conversation. This happens A LOT because we have all absorbed a lot of fears of rejection. These fears take many forms like the fear of asking for what you want or the fear of offering something that might fail; lots of things like this.

We will explore the Pivotal Moment technique in Session 4.

And we will practice the combination of the two techniques in Session 5. AWESOME!

TRANSFORMATION: Here we are doing just one role play. My hope is that your player hires you for a very long time and you do MANY role plays together. This will create a powerful coaching path to deep playful growth. YES!

Coaching Notes for Session #03

Quick Prep

In this session we will get into the details of Social Play and Social Results (AKA Influence). This will open up a path for practicing life to Play Life better.

We will do a quick Role Play in this session which is why I pulled out some detailed notes in the previous section.

##!!##

1) WARMUP

This will be the same for each session.

Practice it so that you can do it without looking at the Coaching Guide.

2) COACHING PLAN

SAY: Today we are going to flesh out how you are going to PLAY for your DREAM. And start playing together with one of the conversations for influence.

ASK: Does that sound good to you?

{Wait for the “yes”. (Agreement)}

SAY: Let’s talk about how you played since our last session.

ASK: What do you want to celebrate?

{Listen and Champion}

ASK: Tell me about some of your actions, results and experiences that you created?

{LISTEN! And don’t SAY too much! Highlight anything that seems important; in the future you will learn more about how to offer observations and suggestions}

{If needed you can ask about a few action ideas that you have on your Playsheet}

Hopefully your player jumped into at least a few new playful actions since the last session. Asking about them and celebrating them creates the feedback loop that is the essence of the Plan-Play-Grow Technique that we talked about in the last chapter.

Be enthusiastic about any playful actions they share with you. IT is a big deal.

3) PLAY TOGETHER ~ {Explore Playful Actions and Results}

SAY: Let’s get into this idea of playing Life for Peak Experiences **and RESULTS** while you pursue your dream. We are going to use a PLAY framework that includes 4 components: Relate for influence, Create for Expression, Explore for Visibility and Experiment for Change.

If they have been reading the Player Playbook and/or listening to the player prep then they will be ready to talk about the 4 types of Social Play.

RELATE FOR INFLUENCE

SAY: Let's first look at conversations where you can become more influential; And then we will do a short Role Play.

SAY: An Influence conversation is where the desired **RESULT** is another person saying "Yes".

ASK: Where do you want to play for another person to say: "YES"?

*{Co-create with them to figure out the relate for influence conversation
Hopefully, together you come up with a few examples.
If they bring up more than one...}*

ASK: Which one should we play with today?

They may be ready to go on this. Or they may need a little encouragement.

Many people have had bad experiences with Role Play so they may be hesitant about it at first.

{now look for the Spirit of Play}

ASK: What is the growth opportunity for you?

ASK: How can you make it fun?

This is important. Whenever you are about to practice something with your player, let THEM say what the growth opportunity is. And you can add on to what they put forward.

This keeps the session focused on growth vs. just talking about stuff.

Your goal should be to learn this technique so that you can do it with ease by looking at the model rather than the Coaching Guide.

QUICK ROLE PLAY

3.1) Define the Situation

ASK: Describe the situation of this conversation?

ASK: Briefly describe the "Yes" result that you want to create in this conversation?

{Co-create the practice scenario...}

3.2) Define the Role

ASK: Will I play a specific person or is this a composite of the typical person?

ASK: Please give me a brief, 30 second, character sketch of the role I will be playing.

3.4) Play Together (Get into the role)

{Get into the **ROLE PLAY**. Let yourself be the character. **Have fun playing together WHILE you are observing your player.**}

The key for you is to jump into the role and play with them. For this part you don't need to look at any notes. Just play together and observe.

3.5) Call time out

SAY: Let's call time out.

3.6) Level up

ASK: What are you noticing so far?

{Listen. Then...}

{Share **ONE** idea that you have about a different way they could approach it; or step into a **Superpower** that that they want to develop}

Let them share first about what they are noticing or feeling.

*Then share your observations about what you are **FEELING** on the receiving end.*

THEN you can share and co-create ways to play it better.

3.4) Play Together

{just do one more run through}

3.7) Debrief

ASK: What did you learn from doing this practice conversation?

{ **SHARE** what you observed; specifically, what you **FELT** on the receiving end of the influence}

!** End the Role Play **!

Here you want to be very encouraging and acknowledge them for being playful. This is just the start of conversations that you will practice with them.

Also, what else did you observe about their playfulness; about their ease in relating? Everything is a clue that you can use to assess where they are and find ways to guide them.

SAY: That was great! Now let's explore the other 3 ways to play for your Dream

The Next 3 parts go through each of the remaining pivotal moments of Social Play

CREATE for EXPRESSION

EXPLORE for VISIBILITY

EXPERIMENT for CHANGE

SAY: **Create for Inspiration** is doing things and creating experiences with and for other people and also engaging with people who enjoy what you create.

ASK: What are some things or some experiences that you aim to create and then share?

{Co-create with them to figure out the Create and Share aspect of how they will play}

You probably know a few of these already from the first 2 sessions. If they don't make the connection then you can get them started.

{now look for the Spirit of Play}

ASK: How can you make it fun?

ASK: From these Create and Share ideas is there anything you want to play for this week?

Keep your orientation on having FUN as they play for their dream. And then making a Play Plan to include all 4 types of social play each week.

4) GROWTH MODE

This is mostly the same for each session with one question specific to the plan for the session.

ASK: "How do you feel about your clarity for how you can play for your dream?"

{Coach: listen and share}

5) PLAY PLAN FOR THE DAYS AHEAD

SAY: "OK, let's recap the Play Plan... with one thing from each area: Relate, Create, Explore and Experiment..."

ASK: "What are the actions you will focus on?"

{Coach: listen for the Role Play conversation, Create & Share, Explore and Experiment}

You asked them about each of the 4 types of Social Play throughout the session so this is just a recap so you are both clear about the Play Plan.

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

{Coach, remember to make a few notes on the Play Life Playsheet for this player
AFTER THE SESSION}

ENDING

##!##

Play Life Step #03) Play for Results

Give your heart, soul and energy to co-creating results

AND enjoy the Peak Experiences! Have fun.

Playing for your dream is what life is all about. The key is to play with gusto and be respectful of everyone co-creating the dream with you. When you play for Peak Experiences you have purpose; you have the intention to give the very best of yourself. Playing for your dream means that you will do whatever it takes - within the context of fair play - to achieve your desired results. This way of playing always creates the best experience no matter what the outcome is.

ENJOY the experience of playing. The ultimate reward for all of your practice, planning and effort is the experience of playing well, the Peak Experience. YES!

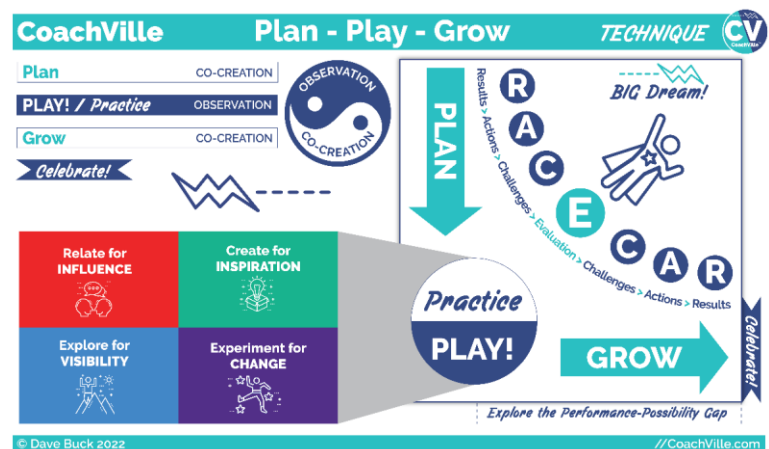
The joy, the fun, the self-expression, the growth, they all happen in the experience of PLAY!

Your purpose as a coach is to guide your player to PLAY BETTER.

Like Step #02, this step is also a very creative process. Here you will use everything you know about their Dream and combine it with what you have learned about your player and their situation to continue to craft the desired results, the actions and a specific time frame – like a week or two weeks. You will get your player into action – playing – and going for the results of their Dream.

You will help your player hone in on Social Play! Their Dream is calling them to Relate, Create, Explore and Experiment.

R-A-C-E-C-A-R vs Task



123456789,10,11,12,13,14,15...1,302...8,745...

R-A-C-E is an acronym that stands for Results - Actions – Challenges – Evaluation.

It is central to the Plan – Practice/Play – Grow technique that you repeat over and over again; but every time it is a new experience; especially as you become more masterful and more creative!

It is what playing for a dream every day is all about.

R = Clarify a desired result / peak experience

A = Take action to create the result / peak experience

C = Embrace the challenges you experience while attempting to create the result / peak experience

E = Evaluate what matters; What did you learn about yourself, your skill level in the actions, your approach for creating the result / peak experience?

GO BACK TO (R) and play again.

Plan – Play – Grow is sort of like: Lather, Rinse, Repeat.

This is very different than the industrial approach that we were taught – make a list of tasks and keep checking them off the list. Add new tasks to the bottom of the list. Keep checking off items until the project is complete.

To create a viable dream (AKA winnable game) you have to learn how to select – with your player – the 3-5 essential social play activities that will create the most important results that will lead to the Dream objectives. Play and practice; play and practice; keep going, do it again and again... be creative, keep it fun... in pursuit of mastery. This is the way to co-create our desired Peak Experiences and reach our most cherished Ultimate Experiences.

And you have to understand how to integrate necessary projects (lists of tasks) into the plan and make them as play-like as possible.

Important distinction:

Coaches help their players co-create better results from better actions, master the actions and enjoy the actions.

Managers control workers to complete their tasks the right way and on time.

In other words: Coach Results vs. Manage Compliance

Mastery = the pursuit of excellence

Here you will help your player develop their **master-ability**; the pursuit of excellence in the actions of the Dream. Your player will become more masterful NOT by focusing on the objectives but rather by focusing on the recurring daily and weekly social play activities of the Dream and the desired results from those activities.

To play better, you have to focus on – and enjoy - what you are doing right now (the activity and the desired result)– in the present moment – not on what is supposed to happen in the future (the objectives).

This can be challenging for many people because we have become so fixated on the objectives – just get it done - and lost focus on how to be fully present to the current moment of play.

I often tell my players: “You cannot play the game while looking at the scoreboard!”

Do 3-5 things consistently well vs. A task list of 1,000 things

One of the BIG challenges of life today is the feeling that we have 1,000 things to do. There are so many items competing for our attention! And because of our task-list orientation we tend to put all of these things on a big list we feel we have to do.

This often creates an underlying feeling of frustration and the experience of an unwinnable game.

As a Coach, you **MUST** focus your player on 3-5 essential social play activities that lead to results: influence, visibility, expression and change. Stay focused on these 3-5 things rather than trying to check items off of an endless list.

In other words... focus on the recurring actions and co-creating results.

While it is a challenge, it is also a relief

Focusing your player on mastery and creativity with 3-5 recurring actions and results and taking away the bottomless task list will be a BIG relief to most people because it reduces overwhelm by “simplifying the game”.

It also makes it easier to BE a Coach rather than a Task Manager. You can help them get better and better at 3-5 important activities (coaching) rather than holding them accountable for the next item on their task list (managing)

And it gives you a clear way to talk about what you do as a Coach with a potential player. Anything that reduces overwhelm will sound pretty compelling to most people.

A lot of time, people are NOT present to what they are doing because they are so overwhelmed by having so many things to do. Slowing down and being present is a gift (play on words intended) that they will be grateful for.

The distinction between recurring actions and one-time exercises / projects

While we shift our focus from the task list to the recurring social actions, there are still “tasky” things to do.

Any task that happens often can be converted into meaningful action in the dream.

But a task that is only done once or once in a great while should remain a task.

The key question: Is this activity something that you want to get good at?

If yes, then make it part of the play plan.

If no, then keep it on a task list and get it done as fast as possible. Consider making it a game using the “Beat the Clock” game technique.

Three types of projects coaches need to be aware of

There are three basic categories of projects and tasks: 1) play plan projects, 2) environmental upgrade projects and 3) unfortunately necessary projects. We will cover play plans and personal environments later in the program but here is some basic information.

A play plan project is one that has a positive impact on your ability to play the recurring activities of the dream at a higher level.

Business examples include:

- Build a website - makes it easier to establish credibility after talking to someone, or after an advocate refers someone to you. This is a create for inspiration activity.
- Develop a playshop - makes it easier to create visibility AND credibility; also a create for inspiration activity.
- Write a Book - to hone your message which makes it easier to talk to people about what you do and you become more media desirable; also create for inspiration.
- Getting Business Cards – helps you with follow through from networking events.

While these may be one-time activities, anything that is “create for inspiration” is coach-able.

An Environmental Upgrade project is anything that upgrades the people, places and things needed to play better.

Fix / complete something that is draining your energy

Find / create something that is missing

Business examples Include:

- Get a new office / creative studio to improve your playing conditions.
- Research and buy a new laptop to give yourself a better tool for communication.
- Go to a conference to meet new people and upgrade your network; relate for influence.
- Organize a local mastermind group to build deeper professional relationships; relate for influence.

Unfortunately Necessary Projects

There are always things that just have to get done even though they don't seem to add value to the Dream in any way. An example from a business Dream might be doing the bookkeeping or paying the bills. It is important though because the numbers are the scoreboard of the business game.

As a coach you don't want to get too involved in how your player approaches these projects other than encouraging them to find a way to have someone else do it. Remember: everything that must be done in the world is a meaningful dream for someone!

TASKS / Projects are SAFE – Playing for RESULTS is risky

A BIG reason why we fell into the task trap of the 20th century is because it is safe; MUCH safer than playing for results. We were SUPER TRAINED that mistakes are bad and to avoid making them. With this training it was easy to convince people that it is better to become a task slave than to live with the risk of playing for results where you might make mistakes and FAIL!

You have to keep this in mind as you become a coach. While you ARE setting your players free by teaching them how to play for results and experiences, it IS a big step out of the safety zone for most people.

So, you have to expect some pull back. Don't get freaked out when this happens.

Just stay calm, stay with them and gradually show them that the social risks and mistakes are part of what makes their Dream of life so much fun to play!

A few more points about PLAY design

Playing Seasons - Projects Off-season

Whenever possible it is a great idea to schedule a period of "project time" between playing seasons.

There are certain times of the year that are great for doing this.

(In the Northern Hemisphere) August and December are a great time for projects.

Play Language is the essential difference

When you start talking about "doing", it is easy to fall into the familiar pattern of task lists and deadlines. Watch out! There will always be things to do on time but keep the play plan focused on the recurring social actions and co-creating results.

Make the focus of your day (your players day) your essential 3-5 social actions and carve out the needed time for tasks; Rather than making your whole day about tasks and maybe squeezing in a few minutes for your 3-5 essential social actions!

Another thought about time.

Social Play actions do require a lot more energy – being "on" – than completing tasks. So, it is very possible that your player can play for an hour or two every day at peak energy. And do tasks – or a job – for a bunch of hours at half capacity, because it is generally routine. People get tired completing tasks not because they require energy, but because their brain goes to sleep! Adding some play to every day will bring aliveness to everything else.

Special Case: When the dream action really IS a project

An example is writing a book which could be seen as a project of many writing tasks – each section of the book is a task to complete.

But wait!

Can you re Design the project to make it PLAY-like?

You can make it a daily recurring action to write; to Create for Inspiration.

You can focus on a quest to "become a writer" vs. "write a book"

You can transform most things that are traditionally approached as a project into PLAY by looking for the mastery within the project; AND by finding a way to make it social.

Can the writer share part of what they write each day with a writing group, rather than working alone until it is complete?

Remember: Focus on what you want to get very good at doing; focus on the impact you aim to have on others.

The opportunity to PLAY is in there somewhere.

Don't let tasks stop the game actions

Also known as "when-then" syndrome!

As you are talking with your player about the recurring actions and co-creating results, often they will mention project tasks that must be done.

Make a note of them.

And often they will make these contingencies like: I can't go to networking events until I have my website perfect. And I can't get my website done until I have my logo. And I can't have my logo until my graphics person gets back from her 6 month vacation etc. etc. etc.

Or... WHEN my website is perfect THEN I will start talking to people about what I do.

Here is where you do two things:

- 1) Find a creative way to get the task done fast; don't wait for perfection.
- 2) Insist that the recurring social actions – relate, create, explore and experiment – can all be done before any projects are completed. **Completing certain projects may make the actions easier or better. But it is possible and important that they start playing right away!**

Our Social Game Platform is an example

In our Social Game Platform we have the 3 elements that match this framework: **exercise, recurring actions and results to play for.**

Power Ups:

An exercise that makes it easier to take actions that get results.

For example reflecting on a question about the spirit of play is an exercise that will help you be more effective when you talk with potential players for your coaching business.

A project of writing your coaching agreement is something you just have to get done. It makes it easier to start with a new player which is an important recurring action of the Dream.

Game Actions:

These are the recurring activities that constitute playing for your Dream.

On the game card you will see that there are multiple entry points for each action.

Big Wins:

The intended results of the game actions. This is where the big points are. On the game card the BIG Win items correspond to one of the Game Actions. These are typically recurring as well. So, if the game action has a place for 10 shares, there might be 3 places to share a BIG win.

How to play well at anything in life

- 1) Go into your play time with eager anticipation; have a clear idea about the results and peak experiences you are playing for and the actions you are planning to take.
- 2) Practice your Peak Experience – the action and the result – in your imagination often.
- 3) Practice the actions in a safe space with your coach on a regular basis; find ways to engage your Superpowers.
- 4) Play with enthusiasm. Have fun. Enjoy living the dream. Lose yourself in the moments of the play.
- 5) Be aware of what is happening around you. Stay awake; Be present. Let the Dream guide you and pull you forward.
- 6) Respond to challenges and setbacks with curiosity, grace and resourcefulness.
- 7) Don't get bogged down in self-judgment. Avoid making assessments about how you are playing while you are playing, there will be time for evaluation AFTER you play.
- 8) Keep playing; Experiment to co-create new ways to get the results you desire.
- 9) Maintain respect for everyone playing in your dream, the rules of the game AND yourself.
- 10) When the play time is over, IT IS OVER. Be grateful for the opportunity to play. Have the experience of feeling satisfied with your effort whether you co-created your desired results or not; whether you had a Peak Experience of playing well or not.
- 11) When you win, enjoy a little celebration. (Yeah Team!)
- 12) Be prepared to review how you played with your coach (Evaluate). Learn from what happened and what did not happen. Inquire with intensity: what can I do to play better next time?

Prep for Class #03

1) BIG Group: Coaching Experiences

2 quick shares about coaching experiences ...

Thanks Coach; Your players playing for dreams

@10 minutes

2) Transform Task to Play

From – on task (under control)

To – Social Play (grow influence)

Name a Relate for Influence play in your dream

Name a Create for Inspiration (sharing) in your dream

Name an Explore for Visibility in your dream

Name an Experiment for Change in your Dream

3) Transform from Passive to ACTIVE

From - Passive Conversations

To – ACTIVE Conversations (with observations)

What conversation are you going to roleplay with your coach?

4) Peak Experiences

From - Safe Routines

To - Peak Experiences

What is a peak experience you are playing for?

Thank YOU!

Thank you for exploring this sample of our Play Life Method Coach's Playbook!

Coach Dave