

PLAY LIFE



Playbook for Players
by Dave Buck, MCC



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

Welcome

Hello there! Coach Dave here with you.

I am the creator of the Play Life Method that your coach is using to guide you in pursuit of your dream; co-creating with our amazing team of coaches here at CoachVille.

While your coach is your Guide on the adventure, I will be your “Bonus Companion” with this playbook and a series of audios that I recorded to help you make the most of every session with your coach.

You may never have had a Life Coach before; and probably not a CoachVille Life Coach. It’s different. It’s AWESOME!



Our vision...

Everyone, everywhere with the courage to play BIG for their dreams, has a GREAT Coach!

Your coach is...

The champion of your dreams

The promoter of your playfulness

The unleasher of your superpowers

The true heart of coaching is playing together to play better. Just as a basketball coach will help you play basketball better or a violin coach will help you play violin better, a Life Coach will help you play life better.

But, this presents an interesting question: how do we play life?

That is the point of this playbook and the audio series. I will share with you the key ideas that will guide you on the transformational journey from working on tasks to playing for your dreams! Then... your coach will guide you on your unique personal adventure; it can be in business, leadership, community, personal growth... ANYWHERE your dream needs you to play better.

In this playbook I will share with you insights about HOW your coach is coaching you to play better at Life!

THE BIG IDEA: The more you understand what your coach is doing, the more empowered you will be to co-create the life you are dreaming of!!

Are you READY TO Play BIG for your own dream AND create a ripple effect of good that deeply touches others? I know the answer is YES! The good news is that it happens naturally when you play.

We are reinventing life with the spirit of PLAY! And YOU are a part of it.

Coach Dave Buck and the CoachVille Team!

Table of Contents

Note to reader:

This PDF contains the Play Life Player Playbook Chapter 3.

It is intended to provide a sample of the complete Player Playbook

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.

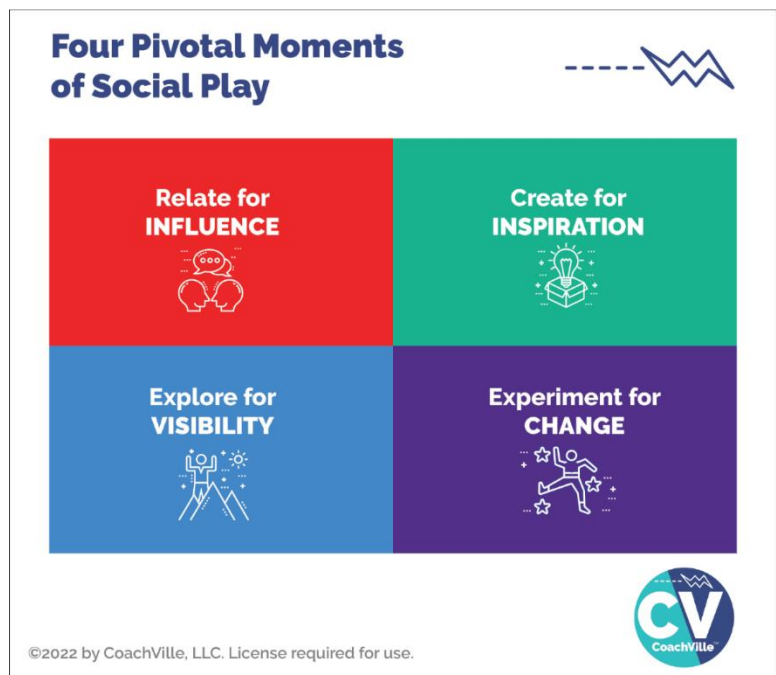
Any time you are doing something where you have 99% control of the outcome that is more like work. In work anyone can accomplish the same outcome by following the instructions and doing it the right way.

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 Expression.

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!

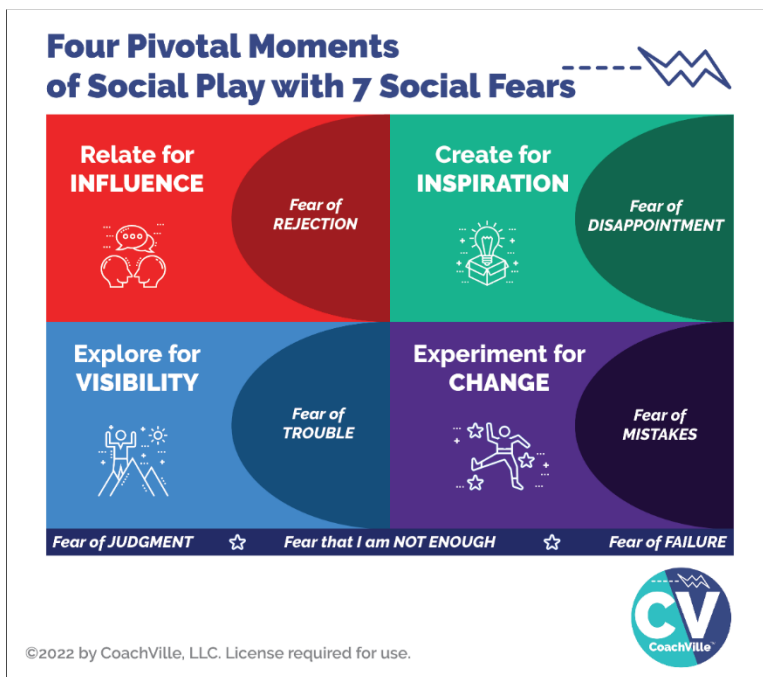
Here is a really BIG point about social reward and social fear: **it is almost impossible to transcend social fear by playing alone.** But together we can do it! This is why Life Coaching is so important. We talk more about this in future chapters. For now, YOU have a Life Coach... that is wise!

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, Expression 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 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.

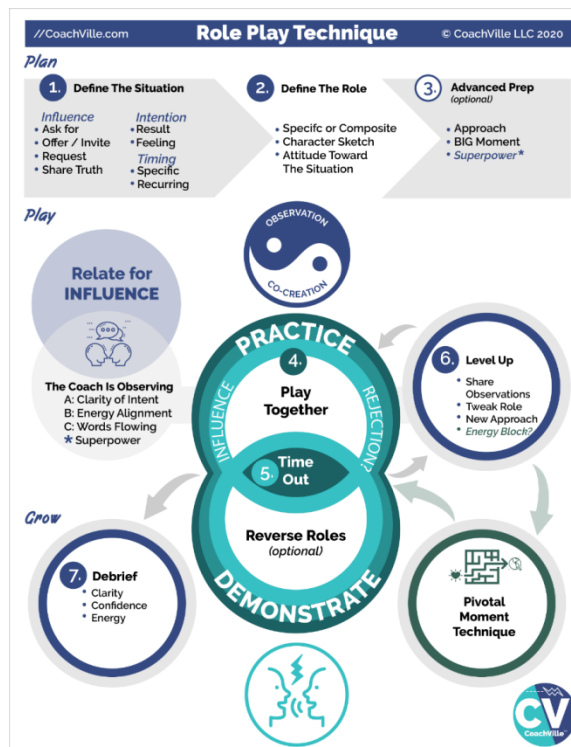
Here is the 7-step method for a great role play:

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.

##!##

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!

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		