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# PLAY *Life!*



**Method®**

*by Dave Buck, MCC*

## PLAYBOOK FOR COACHES



**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.

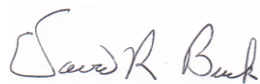
As a part of our DTMOPP learning method during the class you will play with a coaching partner throughout the program. You will coach and be coached by the same partner in the coaching practice sessions. You will also recruit and coach at least 3 practice players to coach during the program. This will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

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## **Introduction**

Most of these Introduction pages are excerpted from my upcoming book about coaching called: "Champion of Dreams".

The purpose is threefold:

- 1) For you to gain the advanced understanding about the craft of coaching
- 2) Get the background needed to make the most of this coach training program; and
- 3) To be a great coach in the world.

I have a few provocative ideas to share with you... that will shift how you see yourself, the world around you and your opportunity to thrive as a coach in a joyful way. AWWW Yeah.

## ***Pre-Class Play Plan***

The purpose of this playbook is to provide you with the important concepts to read and consider **prior** to each class session.

The purpose of this Introduction is to orient you to our CoachVille coaching framework and teaching philosophy and prepare you to thrive in the program. I will share with you a few BIG ideas at a high level to spark your curiosity – essential to all learning! Then we will dive into the details as we move through the program together.

If this is your first CoachVille class this section is very important.

If you have taken a CV class before then you can skim this Introduction as a review up to the Player and Coach Missions. While these Missions are similar in each program, each has a unique flavor. And as a returning student you KNOW that being ready to play AND recruiting your 3 (or more) players is essential to your success.

This playbook is used for both Teleclass and Self-paced study students. Where the instructions differ slightly, I will make note of it for you.

The Chapters of the Playbook coincide with the classes of the program. Some of the content is specifically connected to what we will do in the class; while other content is shared to add to what we cover in class. There is a LOT to learn in the field of coaching and in this program that we don't have time to cover in class sessions because the classes are dedicated to conversation and practice.

**So the point is... to get the complete program you need to read this playbook!**

### **Get started Actions**

It looks like a lot... but it will be fun to prepare for our adventure.

- 1) Read the Introduction of this playbook (Wooo Hooo! You are doing that now!)
- 2) [Get the Play Life Coaching Guide PDF](#);

I recommend printing this and putting it in a binder.

- 3) Get on the Game Card for this program:

On your program home page there is a link to the Game Card.

On the Gamecard, read the “how to play” Playbook (for first time students only)

### **Enrollment Resources < you need to recruit 3 practice players!**

- 4) [Get the Play Life Manifesto PDF](#)

This is a fun read that you can send this to your potential players to entice them to sign on for the life-changing experience you are offering them! Team Play for Transformation.

- 5) [Listen to the Player Prep Audio for the Exploratory Session](#)

You can send your potential players this audio as an enticement to have an exploratory conversation with you; OR send it to them to help them prepare for the exploratory conversation with you.

## **Prepare to recruit 3 players**

6) [Listen to the Sample Exploratory Session](#) (with Player Kim)

7) Recruit 3 players to coach by reaching out and having exploratory conversations.

This Introduction contains a detailed plan for doing this. Aim to have your 3 players signed before class starts; or during the first week at the latest.

## **Prepare to Coach**

8) [Get the Play Life Playsheet Pack PDF](#);

Follow the printing instructions.

Send this to your players after they sign on with you.

9) [Get the Play Life Player Playbook PDF](#)

Send this to your players after they sign on with you

10) [Listen to the Player Prep Audio for Session 1](#)

Send this to your players after they sign on with you for the Play Life Coaching experience. (Team Play for Transformation!)

## **Prepare for Class**

11) Give some thought to what your BIG Dream is and what your Play Life “Mission” will be for the 12-week program

12) On the program home page, read the “Dyad Guide” (for first time students only)

13) [Listen to the Coaching Demonstration Session 1 Audio with Player Steve](#)

14) Read Chapter 1 of this Playbook

15) [Read the Coaching Guide for Session 1 a few times](#) (at least once out loud)

16) Update your Gamecard to share about what you learned during all of these activities!

You are READY for the first class!

## **I promise that the play plan for weeks 2 – 12 will be much lighter!**

1) Share on the Gamecard your insights from class!

2) Coach your players using what we practiced in class (then share on the Gamecard about each one)

3) Listen to the player prep audio for the upcoming session.

4) Read the Chapter in this playbook for the upcoming session (then share on the Gamecard).

5) Listen to the coaching demonstration audio for the upcoming session (then share on the Gamecard).

6) Read the Coaching Guide a few times for the upcoming session; at least once out loud.

7) If you missed class... Listen to the class audio from the class you missed.

See! Easy.

6) You are **READY** for the first class!

## **The Game Card**

**Your REAL LIFE is PLAY!**

Each week you will play a fun and challenging game where you earn points for doing and then **SHARING**:

- 1) Read your class Playbook; **SHARE** your insights.
- 2) Participate in class; **SHARE** about what you have learned in class conversations
- 4) Listen to the recorded coaching demonstrations; **SHARE** your insights
- 5) **Complete Missions** to coach your players; **SHARE** what happened in the sessions.
- 6) Complete Missions to play BIG for your dream; **SHARE** what you have discovered.
- 7) Stay in contact with your class partner (player/coach) **SHARE** what you have discovered together.
- 8) Inspire your team mates And being inspired by them. **SHARE** your You Inspire Me points (**YIM**).

Your personal “game card” will provide you with a visual display of what you need to do and what you have already accomplished. And... when you share you will attempt to inspire your classmates. (so that they give you “You Inspire Me” Points)

The class leaderboard will allow you to see how everyone else is doing. Then you can explore the game cards of your class mates for ideas and inspiration. (And to give away your “You Inspire Me” Points)

## **BIG REQUEST: Highlight your wins and insights**

In the Gamecard there is a feature called “Highlight”.

When you highlight something that you share, it goes onto the BIG CoachVille Member board that pulls in the highlights from all of the classes.

We then choose selected highlights to share in our CoachVille Member News emails. This keeps the whole community engaged in the awesome things we are doing in the world!

And... you have a % chance with each Highlight to get a 2X or 3X score... FUN!

Just like YIM, you are allocated a bank of highlights for each Gamecard so use them with a little care; and you can earn more as you play.

## **We don't give tests! We play together**

At CoachVille we don't give right/wrong answer tests... that is not our thing!

Center for Coaching Mastery Students need a minimum of 150 points total on the three game cards for the program (basically 1 game card for each 4 sessions) to get credit for the

class from a certification perspective. It's all about participation; not competition. Though if you are into playing your way to the top of the leaderboard... WE LOVE that too.

## **Team Play for Transformation!**

Life is a co-creation.

Freedom is a co-creation.

The coaching relationship is a co-creation.

At CoachVille we play with co-creation all the time. CoachVille founder Thomas Leonard was a wildly successful co-creator with a group of coaches he called his "R&D Team". So it is part of our DNA.

We have taken this idea to a new level by co-creating a set of informative and compelling resources for you to share with your players. These resources will make your coaching more impactful... but they will also make you look really good in the eyes of your players! (Status Matters)

There is a collection of concepts that when your player absorbs them your Coaching will be more impactful; for example the concept of "Pivotal Moment". When your player understands how to recognize a Pivotal Moment in their life they will make much better use of their coaching time with you.

At the same time, it would take a bunch of time for you to explain it to them... and this would take away from the time that you can be practicing with them, observing them and listening to them; which is where the magic happens.

So we have created a playbook and a set of audios that you can share with your players that explain all of the concepts needed for Play Life Coaching.

In the playbook and audios I explain to the player that I will be their bonus companion while they are on the coaching adventure with you.

There is a playbook chapter and an audio that will help the player prepare for each session and make the most of their time with you.

There is also a playsheet PDF with a sheet that matches the unique flow of each session. (If you follow the coaching guide ;-)

Your players will love these resources and you will love that they come to each coaching session ready to play. SO GOOD.

Meanwhile, this will make coaching with you a step above anything else they have experienced in the coaching or personal growth space. Like I said... status matters. It leads to impact, advocacy and referrals.

## **The Benefit for us at CV... and the World!!**

There is a BIG benefit for us at CV with regard to your players; in addition to you being the most awesome coach they have ever had!

It happens often that people who experience transformation with a Play Life Coach want to learn how to be a Play Life Coach – or coach approach leader – themselves.

Free People, FREE PEOPLE!

It is our hope that with their experience of your coaching and these impactful resources that they will join us in our school. And our world changing team of “rebels with a cause” to uplift the Human Family will continue to grow!

## **Teleclass Welcome!**

A quick note to the reader: this playbook is used for both the teleclass and the “self-study with a buddy” version of the program.

This little section is just for the teleclass participants.

In every class you will participate in a variety of provocative exploratory conversations and coaching sessions.

A few key points to consider as you start this class.

- 1) Our programs are based on dialogue-based learning. So we expect you to jump in and participate in the conversations. Be **BOLD!** Share your thoughts and questions; Your voice is a contribution to everyone else in the program. Your instructor is a highly trained coach and very capable of weaving diverse thoughts into a web of learning for everyone!
- 2) You will coach in every class. It is possible that this will be your first coaching conversation. So be easy on yourself! Don't expect to be a masterful coach on day #1.

If you have been coaching for a while – maybe even a **LONG** while - coaching in class is your opportunity to experiment and try new things. Enjoy the opportunity to stretch and learn.

**Self-study with a Buddy students:** plan to listen to the class audio and then engage your buddy with the class prep questions at the end of each chapter.

- 3) You will coach in every class. If you are a new student at CV it is likely that you have little coaching experience and possible that you have never conducted a coaching session before. So be easy on yourself! Don't expect to be a masterful coach on day #1. Coaching in class is your opportunity to experiment and try things that you have not done before. Enjoy the opportunity to stretch and grow.

## *Quick Introduction to Me (Coach Dave)*

I was one of the first professional Life Coaches in the world when I started in 1997.

Prior to becoming a Life Coach I was deeply involved in the personal growth movement that really took off in the 1980's. I did most of the programs offered by Landmark Education and listened to hundreds of Nightingale-Conant programs many times each. I spent a lot of time in "New Age" book stores.

While growing up my Mom was a piano and voice coach. Her music studio was right below my bedroom in the house so I heard a lot of coaching every day. That experience shaped what I do as a Life Coach.

I was always the freedom seeking, ambitious entrepreneur type as a teenager (I still am! LOL) I bought my first personal computer as a junior in college and started writing programs for local businesses. After college I worked as a computer programmer for a few giant companies. Then I got my MBA. I did a lot of talking with people to try to figure out what they wanted the computer programs to do.

I have been an avid soccer player since the age of 12. A few years prior to starting as a Life Coach I landed a dream gig as the Assistant Soccer Coach of the Men's soccer team at Seton Hall University with Head Coach Manny Schellscheidt. Coach Manny is in the US Soccer Hall of Fame and you will hear more about Manny in a few places in this book. Coach Manny's life wisdom is all over the Play Life Method.

When a good friend of mine from the Landmark community told me about Life Coaching in late 1996 I had an immediate knowing that that was what I was meant to do! I just knew.

It has been a wild adventure every day since then.

By combining business skills, years of listening to my mom piano coach, soccer coaching and deep study of personal growth concepts, I took off as a Life Coach.

Shortly after starting my Life Coach training my ambition kicked in and started calling Thomas Leonard – the person who invented Professional Life Coaching. Through a quirky set of events he and I became close friends. I was coaching so many people he was always curious about what I was doing and learning.

When he started CoachVille in 2001 I was his right hand man. That was fun! In February 2003 Thomas died of a heart attack. I inherited the business, the community and more importantly the Cause of CoachVille: To lead the Global Life Coaching Movement to Uplift the Human Family. Thomas' wisdom is baked into this program as well.

Over the years I have Life Coached over 1,000 people! Through those experiences I came to the big insights that 1) people have so much more power than they realize, and 2) life is for PLAY, not for work!

I have taught Life Coaching to the thousands of students in our Coach Training program at CoachVille. Those experiences led me to the insight that to do something well, you need a method. Thanks also to one of my most impactful coaches ever, the great Marshall Thurber, for showing me that truth.

It was those experiences combined that led me to create the Play Life Coaching Method that you are about to experience.

Let's Play!

## *Understanding Coaching and it's greater purpose in the world*

### **The Practical... The Problems ... The Purposeful**

As your guide on your Play Life adventure, my role is to prepare you for each leg of the journey so that you can really LOVE it and thrive as both a player and a coach.

So the first thing I want to do is share with you a few of the “real world” benefits of Life Coaching in general - and Play Life Coaching in particular - in the form of practical benefits, problems solved and bigger purpose and aspirations.

I have phrased these from the perspective of the player. From the coach's perspective, they explain what you will guide people to accomplish and experience.

### **The Practical**

- If your dream or purpose feels fuzzy or lost, it will come into focus and gain energy.
- Positive actions that used to seem hard, will start to feel easy.
- Your life will start to feel like a fun, growth-oriented adventure... MOST DAYS
- You will have more fulfilling experiences with people you enjoy; in ALL aspects of your life!
- You will gain awareness of where your doubts and fears are coming from... and you will feel more and more FREE!
- You will greatly expand your “body awareness” and “emotional awareness” which will increase your intuition, inner knowing and self-trust. << ***THIS IS A BIG ONE!***
- You will feel more ALIVE... and feel like your life is more vibrant than it used to be!



### **The Problems**

Coaching is NOT an intervention for problems! It is about playing better for your dream.

However... as you play better with your Inner Freedom coach, many of life's common problems will lessen or disappear completely.

- You will experience LESS anxiety.
- You will experience LESS self-doubt.
- You will experience LESS procrastination on important actions.
- You will experience LESS negative self-talk;
- You will experience LESS limiting beliefs; and the idea of self-sabotage will disappear.
- You will experience LESS frustration, isolation and overwhelm! (***A LOT LESS***)
- OFTEN... You will experience LESS of unwanted addictions.

You have to admit... this will be awesome!

### **The Purposeful... and Aspirational**

- You will gain influence. You will begin to see yourself as powerful and capable of having a profound positive impact in the lives of others and in the world!
- You will gain creativity. You will gain clarity on the YOUnique qualities that you have within you that you can use to co-create the results and experiences you desire.
- You will make changes. You will feel more confident in taking risks that can bring about positive rewards for your dream.
- You will gain visibility. You will feel more courage in being seen and owning your value.
- You will develop the ability to tap into your body wisdom to make bold choices.
- You will develop the ability to tap into the Supermind for needed insights and possibilities... and then ACT on them.
- You will feel like your energy is flowing and aligned with your dream and greater purpose.
- ***Last but not least...*** you will stop the futile exercise of trying to control life; you will instead rekindle your Human Superpower of Playfulness. This will lead to an extraordinary boost in your FREEDOM.
- As you practice exploring your playfulness in social situations, you will rediscover your lost YOUnique capabilities. AKA Your Superpowers!

AWWWW Yeah!

## What coaching is

Next I want to share with you a few thoughts about life coaching because there is a lot of confusion about this.

Here is our definition of coaching:



# Coaching Is...

1. A profound personal relationship
2. Wherein the coach guides the player
3. In pursuit of playing better for their **dreams**
4. Through perceptive observations
5. And co-creative conversations

Some folks have gotten the idea that coaches talk with you to help you solve your own problems. Others think that coaches tell you what tasks to do and hold you accountable.

Life Coaching is not about problems or tasks because life is not about problems and tasks. Life is for playing for our dreams and Coaching is about playing together to play better; also known as practice.

Let's go a little deeper into each of the elements.

### ***1. A profound personal relationship***

Coaching is a personal relationship. Your coach will care about you as a person and you will care about your coach. It is very different than the ideas we got about Industrial Age Professional that was robotic and impersonal.

Coaching is profound because it goes beneath the surface of life into feelings, emotions, beliefs, desires, possibilities, fears, visions, ideas... the important stuff.

### ***2. Wherein the coach guides the player***

Coaching is NOT hierarchical... which is an important detail we will explore in a moment.

Guiding another person on an adventure is a real artform. It is not the same as directing or controlling; but it is more than a passive companion.

Think about the guide on a hero's journey like Star Wars Obi Wan Kenobi to Luke Skywalker. They are on the adventure together, they are both actively involved. Obi Wan is sharing observations with Luke BUT... Luke makes his own choices about what to do.

Another way to think of this is the Olympic Coach. They are in the Training Center with the athlete every day sharing the dream together. Olympic athletes deeply thank their coach when they win a medal; they could not have done it alone.

### ***3. In pursuit of playing better for their dreams***

Playing better is the essence and the purpose of what ALL coaching is about.

Playfulness is an awesome Human Superpower. Helping you restore and maximize your playfulness is a big part of Life Coaching. I will get into that much deeper in a few moments because the idea of play may be scrambling your mind right now.

To ease into the exploration here are a few ideas to help you understand what I mean by PLAY and playfulness:

- Curious and Creative
- Resourceful and Resilient
- Explore and Experiment
- Fun! (usually, but not always)

### **The 3 Frameworks of Play**

There are 3 areas of life where we see play all the time. One way to get into playing for your dream is to identify with one or more of these and re-imagine your dream with this framework.

1) **Performance Art:** You have talents, a “voice” or perspective and something to say or share. You practice A LOT to refine both your skills and your message. You use your talents to co-create experiences with your audience.

2) **Game / Athletics:** The urge to compete drives you to hone your skills to perform at a high level. You enjoy the thrill of victory and embrace the difficulty of defeat. You enjoy the camaraderie of your team mates and the competitors. The definition of compete from the ancient Greek language is actually quite inspiring.

To Compete: to seek the best in oneself in the company of others likewise engaged.

3) **Epic Quest:** You have been “called” to adventure. There is something you **MUST** do even though it means leaving behind the comfortable of your well known surroundings and place in the world. You face great challenges in pursuit of your mission. If you are successful, you reap some great reward which you can bring back to your tribe for all to enjoy.

## **Your Dreams**

This is another topic we will talk about A LOT in this playbook and with your partner coach. Your Dream is your vision for who you want to become and what you want to experience in the world.

In the next section we will get into the details of The Dream.

### ***4. Through perceptive observations***

We are ALL yearning to be seen by someone who knows what they are looking at!

Your coach is going to observe you as you adventure together and share with you what they see in a judgment-free way!

We all have blind spots in our thoughts and actions because we can't see ourselves very clearly...a trusted outside observer can really accelerate our growth.

This is the way life is meant to be played; we are meant to co-create life with others.

### ***5. And co-creative conversations***

Talking together is a big part of how coaching happens.

The key in Life Coaching and Life Playing is to co-create a safe space for deep and provocative conversations.

This brings me to one of my favorite things to share with new Life Players!

### **The ancient power of co-creation!**

In the ancient Aramaic Language there was a power phrase: **Abera Ca Dabera** – It means: “I create as I speak”. You have probably heard of it being used in the context of a magic

trick but it is much more practical than that! When two people are talking together in deep conversation with purpose, permission and presence – as happens in a Life Coaching relationship – it can take on a life all its own.

With your words you can speak your dream into existence and create the new version of YOU needed to fulfill your dream. This is the “magic” of co-creating that makes coaching such a powerful force in the world!

With focus and determination you can experience this transformational power as an Inner Freedom Life Coach and Player!

### **The Global Life Coaching Movement... to FREE THE PEOPLE!**

I want to take this co-creation idea one step further here and share with you that as a Life Coach you are part of a global movement of vital importance to the Human family.

### **We Free Each Other... The Global Life Coaching Movement**

By signing on to become a Play Life Coach you are participating in one of the most important movements happening in the world today!

The movement is to free the people from the dehumanizing, traumatizing and demoralizing hierarchical control structures that are dominating life today like a bad virus.

The movement is to “RE-Humanize” the human family to be the connected, playful, feircly egalitarian, FREE co-creators we were born to be.

While hierarchical controls aim to suppress Human Nature, Life Coaches play to unleash Human Nature. We are awesome!

I like to refer to us as “Rebels with a Cause”; even though I know that is a quirky cliché.

All around the world Professional Life Coaches as well as Coach-Approach leaders, managers and entrepreneurs are uplifting the Human Family – one person at a time - out of the dehumanizing Industrial Age of Control and into the Connected Age of Play by unleashing the Superpowers of Human Nature: Become – Believe – Belong! (whew... that is a doozy of a sentence!)

### **Dehumanizing Hierarchical Control**

The idea that the best way – or the only way - to organize human endeavor is through top-down control hierarchies is like a bad virus that has infected the Human Family; it started a few thousand years ago but it has really spread over the past 150 years.

The way I see it:

- Schools are all about controlling the human nature of children.
- Most religions are about controlling human nature
- Corporations are based on command – control - compliance
- And because of all this control everywhere... even families are often focused on controlling each other.

It's REALLY BAD... IT's traumatizing and dehumanizing.

Why do I say dehumanizing?

Because ... we HUMANS HATE being controlled. We do. We hate it. Human Nature is egalitarian. Yet somehow human systems based on control are everywhere.

What happens is, when a human is subjected to control everywhere they go, eventually they succumb to it... most do anyway – except for us rebels... they absorb it and pass it on.

In hierarchical control structures:

- Our dreams are squashed
- Our playfulness is shamed
- Our voices are silenced

Just look around at the anxiety, depression, addictions, all the supremacies (white, male, wealth, religious), the discord, the growing power of authoritarian political leaders and the pervasive mean spiritedness we see; It's EVERYWHERE. It's all caused by dehumanizing control hierarchies suppressing the goodness – the awesomeness – of Human Nature.

**Controlled people, control people.**

**Hurt people, hurt people.**

**Life coaching is our way out of this mess.**

Rather than trying to intervene or fix people, we can transcend the situation by uplifting people through Life Coaching!

**Life Coaching is about freedom!**

- Freedom to be your playful self and continue to grow and become a new version of you easily and naturally.
- Freedom to express ALL of who you are and contribute your YOUUnique value to others and enjoy the rewards.
- Freedom to pursue your own dream with a team of people who share your dream.
- Freedom to co-create belonging with people who enjoy ALL of YOU and who you are becoming and what you are contributing.

Every person who “gets free” in this way then passes freedom on to everyone around them; co-creating a ripple effect of good.

A key point here is that we don't get free by struggling alone! Freedom is social. We only get free together... we must free each other by stopping the status quo habits of Industrial Control and sharing the rebellious joy of Connected Play and Co-Creation.

## **Free people, free people!**

We will explore your “Dream to Believe In” from the Life Coaching Starts here model when we get to Chapter 1.

The BIG Kahuna...

Remember I shared with you the 3 BIG THINGS, 3 transformations:

- From Worker to Player
- From Do-it-yourself to Co-creator
- From Task focus to Energy Flow

Each of these will dramatically improve your quality of life.

And they also add up to what I call the BIG Kahuna for the Human Family.

# The ability to BE Unique AND Care Collectively At the same time!!

This is the most important shift within the Human experience. If most of us can make this shift then Humans can thrive on this Earth for a very long time. If we don't make this shift then our long term survival is not likely. For real!

We ALL need the ability to be our unique selves; to express ourselves fully; to THINK for ourselves; while feeling valued by the Collective.

And at the same time we need to develop the ability to care for the whole of the Human family; to think together; to see the big picture; to act in ways that may not be optimal for us as an individual BUT are clearly better for WHOLE.

We all have done this to some degree; for example when we put our own plans aside to do something – a small or big sacrifice - for the good of our family or friends.

We need to be become fast and fluid in our ability to do this for THE WHOLE FAMILY.

This is next level Humanity and this is the BIGGER purpose of the Global Life Coaching Movement in the world.

I am super excited to have you on our team as a Play Life Coach!!!

## *Understanding Playing*

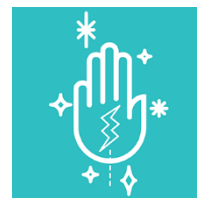
Since coaching life is all about guiding another person who desires to play life better in some way, the next thing we need to explore is how we PLAY life.

This is a big topic for sure. For now we will talk about two main ideas:

- Playing for a BIG Dream
- Playful social actions in pursuit of Peak Experiences

## **Possibilities for your BIG Dream (and the Dreams you can Coach)**

The first thing your partner coach is going to talk with you about (and you with your players as well) is your Dream; because going for your Dream is what playing life is all about. An important point here is that playing life with a Life Coach is MUCH different than going it alone. So I am encouraging you to think – to imagine - bigger than you might normally allow yourself to think.



## **Why Dream... rather than objectives or goals?**

- Your Dream includes your imagination.
- Your Dream includes your vision.
- Your Dream includes your heart's desires.
- Your Dream includes how you want to contribute to life.
- Your Dream includes who you want to become.
- Your Dream includes the experiences you want to co-create.
- Your Dream includes the spirit of play.
- Your Dream includes a sense of wonder and mystery.

Often we don't think too much about our dreams, we just focus on what we can control by working alone. This is how we were trained to think in the Industrial Culture. (We will get to this in a moment) This approach tends to keep us pretty small; which is OK sometimes. But truly life can be MORE.

You may be very clear on your Dream and already in pursuit. Or you may be a little fuzzy about the details but just know you are ready for more. Wherever you find yourself now is the perfect place to start your adventure. The purpose of this little section is to spark your imagination for what your BIG Dream can be.

## **Our mantra is: The world is a playground. Let's Play Together.**

Here is a "starter" list of the endeavors that people dream of playing better. This will spark your imagination for the many possibilities you have with your Inner Freedom Life Coach AND as an Inner Freedom Life Coach for your players!

## **Aspects of Life you can play better with a Life Coach**

- small business ownership,
- career development & transition into something joyful & meaningful
- business growth through team play,
- leading a worthy cause
- growing a vibrant community or tribe
- spiritual quest through community participation,
- financial freedom through value creation,
- corporate management and/or leadership of a great team
- artistic expression and performance
- health and wellness through engagement
- personal growth through self-expression and participation (this includes co-creating relationships and partnerships)

## **How you will grow as you play for your dreams...**

- You will express your superpowers, energy and creativity
- You will enjoy the company of people on your growing Dream Team
- You will grow your skills and capabilities
- You will experience personal transformation; to become, believe and belong
- You will grow in status within a community
- You will change your world or THE world in a positive way

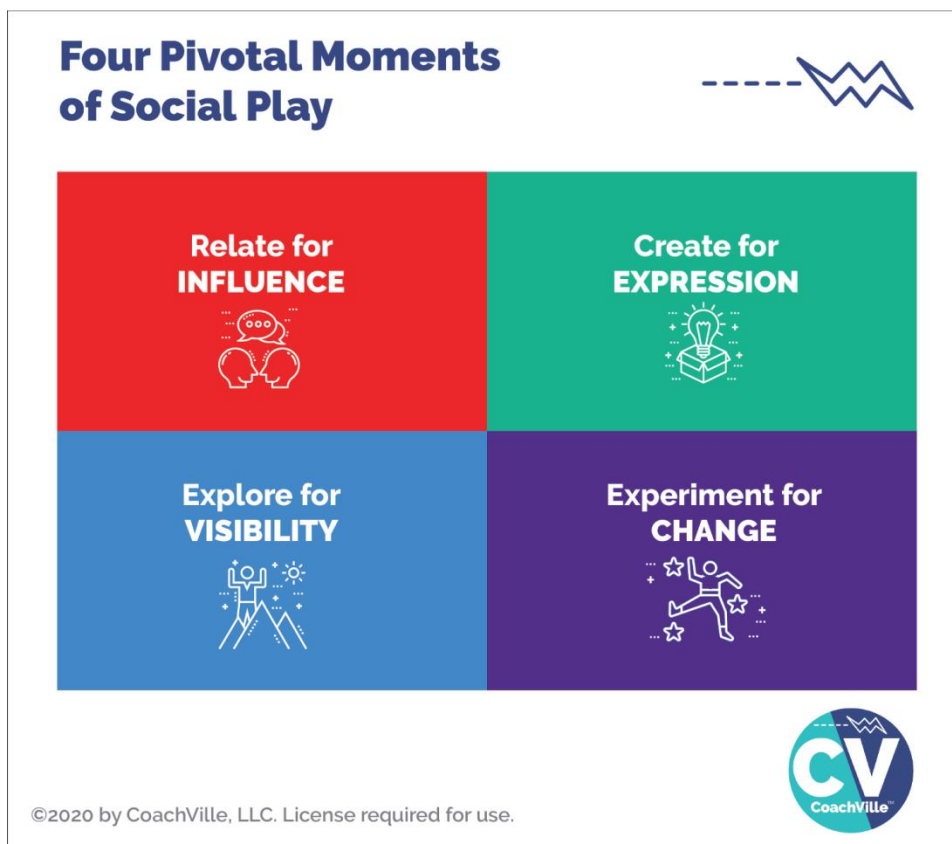
You will LOVE playing for a Dream that is engaging, supportive, challenging, purposeful and fulfilling.

## The 4 ways to Play Life. The 4 “things” we desire!

A BIG difference between playing with a coach and working in isolation is well... a focus on play... specifically Social Play.

These are the four things EVERYONE playing big in the world wants more of; wants to do better or bigger in their own unique way to make a positive impact; to matter.

By adding activities in these four areas into your plan each week, your coach will be able to guide you toward the experiences you desire, the impact you desire and personal transformation AT THE SAME TIME!.



Here is an important insight to consider: **Anything that you cannot control but you can influence is an opportunity to play and play better with a coach!**

So I want you to wonder... to dream... of what you would do if you were able to increase your influence in the world around you.

These are the four essential activities of the Connected Age of Purpose.

**We call them pivotal moments of social play.**

- Relate, Create, Explore and Experiment
- A pivotal moment is a coach-able moment that you can improve through practice and energy alignment.
- Social play means that it involves co-creating the experience with one or more other people rather than completing a task in isolation; as was the norm in the Industrial Age of Control.

And here is another BIG point: Everyone has unique superpowers within them that can be unleashed to become AWESOME in each of these 4 types of social play.

**The Four “Things” people playing life want more of...**

Entrepreneurs, leaders of teams and organizations, people with a cause, people with an idea... anyone who aims to move beyond the status quo of life wants these four things:

- Influence
- Visibility
- Expression
- Change.

That means YOU!

#### Relate for Influence

Relate means talking to other people! This is pretty much what we do all the time in life. It becomes playful where there is an opportunity for positive influence like when you are asking someone to do something with you and they might say “yes”, but they might say “no”.

#### Create for Expression (AKA to Share)

Creating is when you make a thing or you design an experience that you aim to share with others; for examples: writing, recording, designing, planning. The sharing part is all about participation and contribution. This is very much in line with the “Life is Performance Art” concept.

#### Explore for Visibility (AKA to See and Be Seen)

Exploring is when you go into a new territory; you are stepping into the unknown (hopefully with a sense of wonder) It can be a physical place, a social media platform or even a new idea. You explore to see and experience new people and new places; and also to BE SEEN by new people.

#### Experiment for Change (AKA to Try New Ways)

Experimenting is any time you do something that you have not done before OR you do something that you have done in a new way. Often when we experiment we have an idea

or a hope of what will happen but we don't actually know. A key to success 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 energized about playing for your Dream!

## **Peak Experiences... an introduction**

This is something that we will talk about often throughout this program. It is a powerful idea.

The idea is that there are moments in life where we come alive; where our energy is flowing freely; where our skills and superpowers are a match for the moment; where our intention for the situation comes to fruition. This is a peak experience!

You can imagine an example in a Relate for Influence situation. You are engaging with another person. You would LOVE for them to say "Yes" to something you are offering, inviting or requesting. You are sharing from the heart with clarity of intention. You can feel that they are grooving with you. There are some twists and turns in the conversation that you could not predict but somehow you feel prepared and spontaneous at the same time. You feel capable AND stretched. Then... they say "YES!"

WOW!!!! That was awesome. You feel that YOU and the way you played made the difference. YOU matter.

These are the moments in life that we play for. And with coaching we can play for them every day. They may not happen every day or even most days... but they happen often enough to keep you energized to go out into the world to play again the next day. They keep you practicing to develop your skills. They keep you wondering how to express more of your Superpowers.

Life coaching is guiding our players in pursuit of these peak experience moments; and practicing with them to prepare them to co-create these moments.

Play Life is a transformational method of Life Coaching where you practice pivotal moments of social play that lead to peak experiences of influence, visibility, expression and change.

You will experience this fully over the next few months and you just might be inspired to take a "coach and play" approach to many of your future pursuits in life.

The next step toward understanding playing for a dream is consider how YOU will play for your Dream and the peak experiences it elicits.

Next I will share with you the PLAY mission for this program. Remember, you are both a player and a coach in every CoachVille program. Giving some thought and conversation to playing for your dream will prepare you to explore dreams and play plans with your potential players.

Also in this "Mission" are references to the CoachVille Gamecard... Power Up, Game Action and BIG Win. We do this to introduce you these language patterns.

## *The Play Mission = Your BIG Dream as a Player*

### **Outline:**

- 1) **Introduction:** You are on a mission to PLAY for your Dream! A quick overview of the DREAM Play Plan
- 2) **Deeper into Social Play:** Relate, Create, Explore, Experiment
- 3) **Power Up:** Design your Dream Play Plan Version 1 (many examples provided)
- 4) **Game Action:** Share about your Dream with 3 members on your TEAM; family, friends, colleagues, clients...
- 5) **BIG WIN:** An enthusiastic “YES!”
- 6) Find the fun!



**“Life is Performance Art; or a game; or a quest; or all three!  
The important point is... Life is for PLAY” - Coach Dave**

### **1) You are on a mission to PLAY for your DREAM!**

(if you haven't already) Listen to this audio about how to prepare to be a player.

[Play Life Exploratory Invitation LINK HERE](#)

**BIG Idea:** When you Play Life, you live to co-create peak experiences every day; meaningful, provocative, joyful, growth experiences. To live this way we will transform the way you pursue your dream from a list of TASKs into a Dream Play Plan: Results, Actions, Challenges and Evaluation (RACE); And Social Play: Relate, Create, Explore, Experiment. It's YOUR Dream, It's your LIFE, let's play.

### **A few points to remember:**

- You are both a player and a coach of life.  
Growing as a player will accelerate your growth as a coach.
- As a Coach you are always leading by example!  
Remember that coaching happens through Observation and Co-Creation. While you are observing your players, THEY are also observing YOU!

Your Dream Play Plan will be focused on taking action using your Superpowers with the intention to impact the world around you. In other words, something happens in the world as a “result” of your action.

How/What would you LOVE to contribute to the world? (AKA your fellow humans)

### **Be a GOOD Player**

The first step is to identify a few Play Moves that you can play with during the 12 weeks of this program. This may be a radical new idea for you. There is a chart below to spark your imagination.

- 1) Choose something that you are DEFENITELY doing in your life right now. Do not choose something that you may not have time for on a given week.

- 2) Choose something that you have a desire to do better; **to get better results.**
- 3) Do NOT choose something that you are doing but wish you were not doing.
- 4) It can be something you are already doing; it does not have to be a new thing.
- 5) Here are a few areas of life to consider for PLAY:

- Boost your career,
- Build your business,
- Energize your relationships,
- Expand your network,
- Rejuvenate your health,
- Reduce your tolerations
- Financial freedom
- Spiritual quest
- Personal leadership
- Athletic performance
- Community leadership
- Artistic expression and performance

## We PLAY LIFE:

We will use the Pivotal Moments of Social Play framework to create a fun weekly play plan to pursue your Dream and Peak Experiences out in the world!

**RELATE** to be a positive **INFLUENCE** (also called Play for “YES”).

**CREATE** for self-**EXPRESSION** of things and experiences that you aim to **SHARE** with people.

**EXPLORE** for **VISIBILITY** with new people, groups and places to see and be seen.

**EXPERIMENT** for **CHANGE** by trying new ways of doing things.

Influence, Expression, Visibility and Change... these are the four experiences that we are all playing for in the Connected Age of Play.

As you think about your **PLAY MOVES**, consider that playing **BIG** means to express yourself and create results that contribute to the lives of others. It's not just about you doing something; it includes influencing or sharing with other people in some way.

Even if you are not 100% sure what your **PLAY MOVES** are, dive into play. You only need an inkling about where to start.

## Plan-Play-Grow

In the Play Life program you will use the Plan-Play-Grow technique to create opportunities to play on the edge of your self-preservation zone; to play in the fear/growth zone and... the Superpower Zone!

You will learn later in the program why we use the term self-preservation zone rather than what is typically called the comfort zone.

| Play Life Play Plan # _____                                                                                                                                                 |                                                                                                                     | Date: _____                                                                                                                  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|
| <b>Your BIG Dream:</b><br>                                                               | <b>Your Focus this week:</b><br> | <b>Your Superpowers:</b><br>              |
| <b>PLAY IN THE FEAR / GROWTH ZONE</b><br>Relate for <b>INFLUENCE</b> > Risk Rejection<br> |                                                                                                                     | <b>NOTICE &amp; JOURNAL</b><br>Challenges / Results / Playfulness                                                            |
| Create for <b>EXPRESSION</b> > Risk Disappointment<br>                                  |                                                                                                                     |                                          |
| Explore for <b>VISIBILITY</b> > Risk Trouble<br>                                        |                                                                                                                     |                                         |
| Experiment for <b>CHANGE</b> > Risk Mistakes<br>                                        |                                                                                                                     |                                         |
| <b>Insights on the Adventure:</b><br>                                                  |                                                                                                                     | <b>Environmental Upgrade Ideas:</b><br> |

As we move beyond the Industrial Age of Work into the Connected Age of Play it is important to **PLAY** for your Dream rather than **WORK** on it. You do this by being co-creative in the way you make play moves in pursuit of recurring results and new experiences.

When you **CHOOSE** to play your life as performance art (or a game or a quest), you step into a massive opportunity for personal transformation that will require some practice!

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

**TO:** Playing with others to co-create peak experiences as you live into your Dream every day.

When you take **ACTIONS** to co-create **RESULTS** that you really care about, you tap into your unique abilities – AKA Your Superpowers - in a powerful way. You express yourself more fully; even parts of yourself you may have forgotten about. You begin to see resources around you that you may have become blind to. Your Superpowers start to emerge. It is like magic.

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

The **KEY** distinction is to embrace and enjoy the challenges because they make living your dream interesting and fun.

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

What is the dream that you are playing for that is **BIG** enough to need a coach to play better?

## **Your Performance-Possibility Gap**

Another way that we describe this is your Performance-Possibility Gap. As a player, you always look for the next level; for how you can play bigger and better.

Think about what a **HUGE** opportunity this is. **YOU PROBABLY ALREADY KNOW WHAT YOUR PLAY MOVES ARE!** The activities and results that if you played them with freedom, grace and energy every day – it could send your business / career / relationship into a state of awesomeness!

Make sure your play moves involve other people!

I will say this to you a bunch of times because I need to counteract the number of times you were told to do your own work or don't bother anyone.

We are going to do this together! With the powerful assistance of your new Play Life class partner and your Play Life colleagues you will be able to take actions and get results that have eluded you in the past. Let's **DO IT!**

**Finally stay connected to these FUN ideas about the Play Life Method:**

- We **BECOME** the next version of ourselves by playing with others
- **FEAR** is your Friend; You can **PLAY** with **FEAR**

- To experience the reward of a peak experience you will have to embrace a social risk
- To go bigger out in the world, you must go deeper into your “SELF”

## 2) Let's go deeper into Social PLAY: Relate, Create, Explore and Experiment

Now we take the idea of playing life and we make it REAL by doing it in your life every day. You start the adventure when you CHOOSE to play BIG. You choose activities where you will embrace some risk in pursuit of rewards. These are the activities where you can grow. You choose to do activities where you will experience some fear, doubt or uncertainty.

*Choose Play Moves you can do at least a little bit most days. These activities will keep you over the edge of your preservation zone and into the Fear / Growth Zone and give you lots of experiences to explore with your partner / coach.*

In the Play Life Method we explore what happens in your body and mind during pivotal moments when you choose to do something where you will experience some fear, doubt or uncertainty.

Playing Life is about what you can accomplish in the world and discover within your Self by taking social actions with some social risk in pursuit of desired resulting impact or influence; AKA risk and reward.

***Take fun actions for desired results.***

***Embrace social risks for social rewards.***

The examples provided are meant to spark your imagination for how YOU want to play for your dream right now.

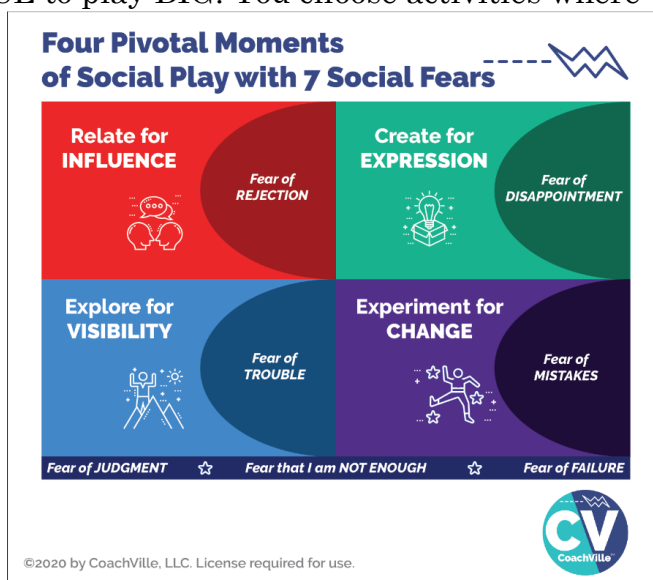
There are 4 types of Play MOVES that we will focus on.

### 1) RELATE for INFLUENCE: (play for “YES”)

Here you take the relating action with the intention of producing a resulting positive influence on another.

You embrace the risk of rejection (and judgment).

| <i>Relate for influence</i>                                                  | <i>Risk Rejection</i>                           |
|------------------------------------------------------------------------------|-------------------------------------------------|
| Enrollment and recruiting for your business: Connect with potential clients. | Play for “YES, I would LOVE to be your client!” |
| Enrollment and recruiting for your ideas: share with colleagues about        | Play for “YES, I will support you”.             |



|                                                                                                                                                         |                                                           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------|
| something important to you in order to enlist their support.                                                                                            |                                                           |
| Reach out to an influential person that you know to share about your dream and ask them to introduce you to a person or group.                          | Play for “YES, I will introduce you”.                     |
| ASK people involved with your company in any way - as employees, customers or advocates - to talk with you about THEIR vision for your company / cause. | Play for “YES”, I will talk with you contribute my ideas. |

## 2) A “CREATE for EXPRESSION (Create to Share)

Here you take action to CREATE a “thing” or “experience” and then share what you have created to get the resulting engagement, participation or feedback.

It can also be expressing an ability that you have that you rarely if ever use.

Usually it is the “sharing part” that involves the risk disappointment (or failure).

The rewards are many including the joy of seeing that your “thing” had a positive impact and the feedback that you receive that helps you improve it for the next time.

| <i>Create for expression<br/>(sharing a thing or an experience)</i>                                                                                                                                                                         | <i>Risk Disappointment (and judgment)</i>                      |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|
| The self-expression/business skill of blogging/posting: write provocative posts that spark engagement.                                                                                                                                      | Play for comments about the value of your article”.            |
| Write a chunk of your book and ask for feedback from different readers.                                                                                                                                                                     | Play for “YES, I would love to read it and give you feedback.” |
| Create a “beta” version of a program / product / experience / method and invite people to be a part of the “beta” group.                                                                                                                    | Play for “Yes” I will participate in it and share my feedback. |
| Organize a talk, “meetup”, zoom event or even a party.                                                                                                                                                                                      | Play for “YES, I will attend.”                                 |
| A Personal challenge to do an action every day (for example: exercise in a unique way) and share the experience WITH a different person each time; or a rotation of a few people.<br>(expand out from the typical “accountability partner”) | Play for “YES, I will participate with you.” AND they show up. |

## 3) EXPLORE for VISIBILITY (to see and be seen)

Here the action is to venture out to meet new people, participate in new groups or visit new places where you might meet someone or be inspired. The desired result is that you connect with someone and co-create a positive experience.

The risk is that you can find trouble in an unknown place or group.

The reward is when a new relationship leads to a new possibility for your dream.

| <i>Explore for visibility</i>                                                                                                                                          | <i>Risk Trouble</i>                                                                               |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|
| The business skill of networking and follow up: attend networking events and make a follow up call to every person that you met. <b>The magic is in the follow up.</b> | Play for “YES, I want to know more about what you do.” OR “YES, I will recommend you to someone”. |
| Reach out to someone that was referred to you.                                                                                                                         | Play for “YES, I want to know more about what you do.”                                            |
| Give a presentation to a group of people; either that you don’t know OR you know them but they don’t know about your dream.                                            | Play for “YES, I want to know more about what you do.”                                            |
| Engage with the posts of folks in a social media group... invite them to talk with you.                                                                                | Play for “YES, I would love to talk with you.”                                                    |
| Visit a new place with the intention to meet someone by chance; or to get inspired by something you experience.                                                        | Play for “YES”, I will engage with you in this moment; then anything is possible.                 |

#### 4) EXPERIMENT for CHANGE. New activities and ideas

Experimenting is about using your imagination to try new actions. This can be doing an action that you have never done before; OR doing an action in a new way.

The desired result is that what you expect happens or something even better than you expect happens.

The risk is that you make a mistake or make a mess. Often you will experience a feeling of fear, doubt or uncertainty because of this risk.

The reward is that you discover a new way to do something that is really effective or that you learn something or get an even better idea. And you gain practice in judgment-free awareness.

| <i>Experiment for Change</i>                                                                                                            | <i>Risk Mistakes</i>                                         |
|-----------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------|
| Pick an area of your life / business and look at all of the actions and results. Proactively think of a different way to do each thing. | Do it and observe what happens with judgment-free awareness. |
| Pick an area of your life / business and                                                                                                | Do it and observe what happens with                          |

look at all of the actions and results.  
Proactively find a person / partner to co-  
create new ways with; (perhaps someone  
who does a similar things)

judgment-free awareness / learn from  
each other.

### 3) **Power Up: Name your Hearts Dream and Play Plan**

**Play Power:** Create version 1 of your compelling Dream Play Plan; a pursuit that will energize your day every day and create LOTS of coach-able moments for you and your coaching partner. This Dream may last through the entire program or it may evolve into something else as you play it.

#### 1) **Come up with a fun name for your Dream.**

Use just a few words to capture the idea with some ENERGY!

#### 2) **Identify a few of your Superpowers**

Name a few abilities that you want to express and develop into Superpowers – aka ability to IMPACT others – while you play.

REMEMBER! It is OK if you feel that you don't know too much about your own Superpowers. That is normal. Just go with your intuition at this time. As you play for your Dream, WITH your coach, your unique abilities will emerge.

#### 3) **Start with your Action -> Result sequence.**

Whatever it is, you are going to do it in a way that expresses your unique abilities AND requires participation with other people! Remember: a result is when something happens “in the world”; **the world is other people!**

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

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

#### **Examples:**

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

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

Remember this idea: “Life is Performance Art”.

Take note of this idea: “Feedback is the breakfast of champions!”

#### 4) **Next, identify the growth oriented Challenges.**

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

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



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

For each challenge that you can imagine, imagine a superpower that you can develop to overcome the challenge.

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

### 5) Finally, prepare to Evaluate

This step will evolve and emerge a lot as you play. At this point you think about your desired results, your actions and anticipated challenges and ask yourself: “How will I know how well I played at the end of each day? If someone observed me at play, what feedback would I want?”

Got it? OK, you are ready to play.

### 6) Update your game card.

Once you have your initial idea for your Dream Play Plan, update your game card!



A **POWER UP** is an activity where you listen, read or do an exercise and then share your insights and/or plans.



***Play Mission #0:** I read Play Mission #0 in the Coach Playbook Introduction (pages 26-36). I just created my first Play Plan for my BIG Dream. Here is the name of my Dream and the Social Play actions...*



#### WHAT TO SHARE:

- 1) Share the name of your Dream,
- 2) Name a few of your Superpowers,  
(You can get ideas from the Superpower Playsheet)
- 3) Describe a few social Play actions  
(Remember: Relate, Create, Explore, Experiment)
- 4) Describe a few Challenges.

### 3) Game Action: Enlist support for your Dream

This is the Connected Age of Purpose. Your life is NOT a game of solitaire. Your DREAM involves becoming a positive influence in the lives of others... so you need to get other people on your team. AND you need to enlist their support and co-creation.



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

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

Your Dream Team = family, friends, colleagues, advocates, customers & employees;  
ANYONE who shares your Dream is on your TEAM!

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

Example: **Say something like:** “I am participating in a program called Play Life where we create a play plan each week pursue our dreams to co-create value with others. Can I share my Dream with you?”

Go for it! Talk with your people about your Dream and a few of your RACE details and then share about each conversation you have on the game card whether they like your Dream or not!

Note: Trust us! We KNOW that sharing about this with your team is a really BOLD move.



A **GAME ACTION** is an activity where you do something in the world and then share about what you did and what you learned.



**Play Mission #0:** *I just shared about my Dream with someone on my team. Here is what happened and what I learned...*



**WHAT TO SHARE:** Share about the experience you had sharing about your DREAM. How did you feel? What did you learn from the experience? What happened? REMEMBER: if you got a positive response share about that on the **BIG WIN** tab.



**POSSIBILITY!!** Whenever possible, share a photo of you in action talking to someone on your team!

After you share in the Game Action area, a new item will pop up in the BIG WIN section. This is where you can share your results! This structure helps you settle in to the progression between actions and results which is different than completing tasks.

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

When someone on your team listens to you share about your Dream and expresses their desire to support you... THAT IS A BIG WIN. Relish it and share about the experience on your game card.



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



A **BIG WIN** is when you get the desired result or experience from an action you take in the world. This is a BIG DEAL and we want to celebrate you!



**Play Mission #0:** *I just got an acknowledgement of support for my Dream from someone on my team! I am so grateful because...*



**WHAT TO SHARE:** Share about the desired result or experience happening in your world. We want to celebrate you!



**POSSIBILITY!!** Whenever possible, share a photo of you in action celebrating with someone on your team!

## 5) Find the Fun!

**Make the game your own!-** When you play for a Dream it is fun to customize the game for your personal desires; then bring the spirit of play to all of the actions.

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

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

### Transformations from worker to player

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

|                                |                                                                                        |
|--------------------------------|----------------------------------------------------------------------------------------|
| routine and eliminate mistakes | Challenge your mind to find creative ways to pursue your Dream in a new way every day. |
|--------------------------------|----------------------------------------------------------------------------------------|

## Understanding Human Nature

### The Social FEAR of Social Play

Now you might be thinking: “Yes, these social play actions and results and peak experiences are exactly what I want!

“But when I think about it:

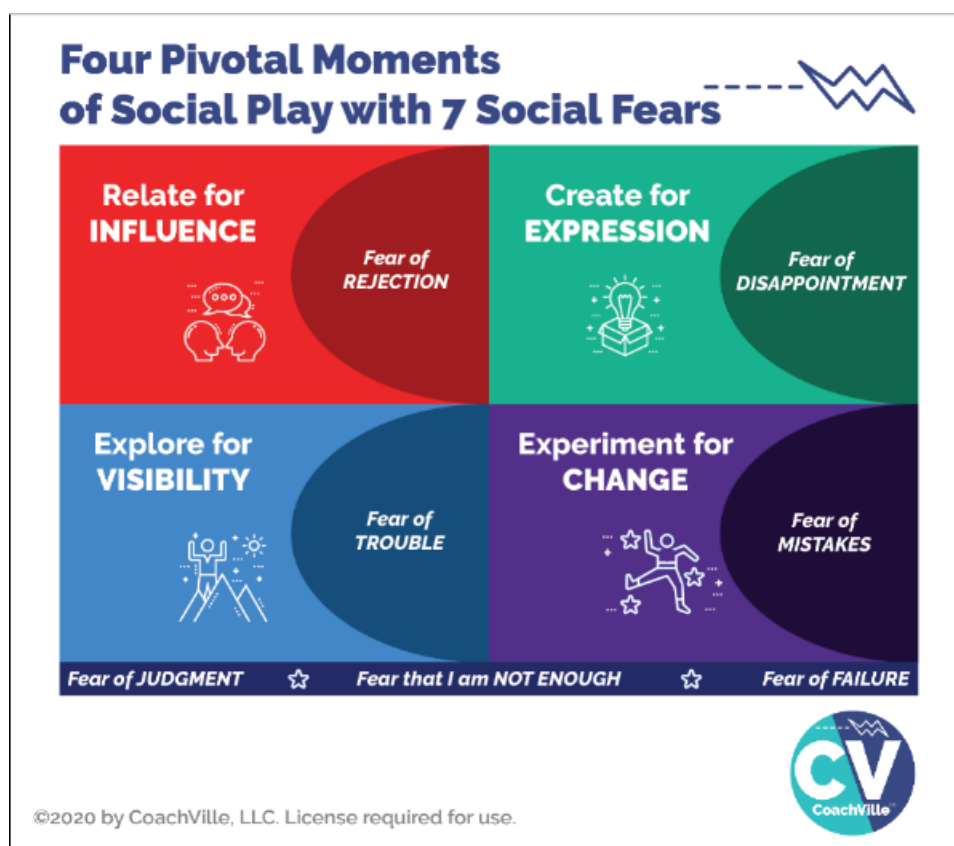
- Asking for what I want or need is pretty hard for me.
- Sharing what I create can be a real struggle.
- I know I need to “get out there” and be more visible, but it’s not easy.
- Trying new things often feels too risky so I stick with what I always do.”

EXACTLY.

These feelings are the opposite of playfulness.

**These four social play activities will bring up seven really intense FEARS!**

As you explore these fears in your own life, you will become more capable as a Guide for your players on their journey.



While all of us with a BIG Dream to contribute our unique value and voice to others want these four experiences... we are all also navigating through these seven intense fears; mostly on a non-conscious level and mostly with a variety of not-so-effective methods! (Hah! That is an understatement).

- Fear of Rejection
- Fear of Trouble
- Fear of Disappointment
- Fear of Mistakes
- Fear of Judgment
- Fear of Failure
- Fear that I am NOT ENOUGH (The “BIG Kahuna” Fear)

### IMPORTANT POINT!

In Play Life we explore Social Fears like the ones stated above. We do not explore physical fears like fear of heights or fear of spiders. We also do NOT explore the fear of another person physically harming you.

#### 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 Expression = Fear of Disappointment

Playing BIG for your dream will include creating and sharing experiences (or content) in a variety of forms. 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.

Create and share is the essence of the idea that life can be played like performance art!

#### Explore for Visibility = Fear of Trouble

Exploring for visibility is often described as: “I need to get out there”. And for many people this is a BIG struggle; this is because the Fear of Trouble is VERY REAL.

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

As coaches, entrepreneurs and leaders we are change-makers! But at the same time we are often crippled by the fear of mistakes.

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.

### **Fear of Judgment ~ Fear of Failure ~ Fear that I am not enough**

These fears are basically accumulations of the four fears of playfulness. They are deep artifacts of the Industrial Age of Control and they impact our thoughts and feelings in a debilitating way.

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.

If you aim to play for your Dream at a high level you need to embrace and explore these fears with profound curiosity. This is what I mean by explore your fears like a treasure map. The treasure is your playfulness and unique superpowers - for Influence, Visibility, Expression and Change - that are deep within you waiting to be activated.

**BIG POINT regarding the power of coaching: it is almost impossible to explore social fear by playing alone. But together we can do it!**

More about that in a few chapters.

So by playing with your Inner Freedom Life Coach, who is a very capable guide of the Human Journey... out in the social world... through these intense fears... you can become very capable in Pivotal Moments of Social Play in pursuit of your BIG Dreams.

**YES!**

That's why you are here with us.

### **The BIG question you might be wondering...**

How / where did I get all of these fears?

How did I become so fearful of activities that seem so natural and essential?

**This is the question of the century! (quite literally)**

Let's talk about how this happened to all of us.

### **We were born to play but then we were trained to work.**

I believe that the idea of playing life is the most natural, effective and joyful way to live. I also believe that the Human Spirit of Play is the most untapped resource in the world today. It has the power to transform lives, relationships, families, communities, businesses and the sustainability of life on the planet. Yeah... it's that BIG.

But all of us were trained in the Industrial Age to look at everything as work; as something that needs to be controlled. School was work, jobs and business are work, and we also work on our relationships and even our golf game! UGH!! In the Industrial Age you were trained to work in isolation rather than play in the world.

**The essence of Industrial Age work is hierarchical control.**

**The essence of Connected Age play is egalitarian co-creation.**

In his TED Talk Steve Kiel says that: “the opposite of play is not work. The opposite of play is depression”. Remember all those problems I mentioned at the beginning? They start when we stop playing. And we stop playing because we were made to feel shame for being playful at school, often at home and then at work.

What we are talking about here is our approach to life: we can work on it in an attempt to control it or we can play and co-create with it.

**Hint: playing is more fun, less stressful and WAY more effective!!**

Play is a better way!

The “Industrial Age” – which became mainstream around 1880 – made routine work the central theme and approach to life for most humans.

Many historians say that the Human focus on work and authoritarian hierarchical control began when humans started farming food and domesticating animals. At that point they became tied to the daily grind of working on the same plot of land every day. Whereas our hunter-gatherer ancestors lived every day as a free spirited adventure among an egalitarian band where everyone had a voice in group decisions; albeit with additional risks.

But in 2010 something BIG happened... suddenly almost every human had a super computer in their hands and with it the ability to connect with anyone in the world in an instant. I call this the dawning of the Connected Age.

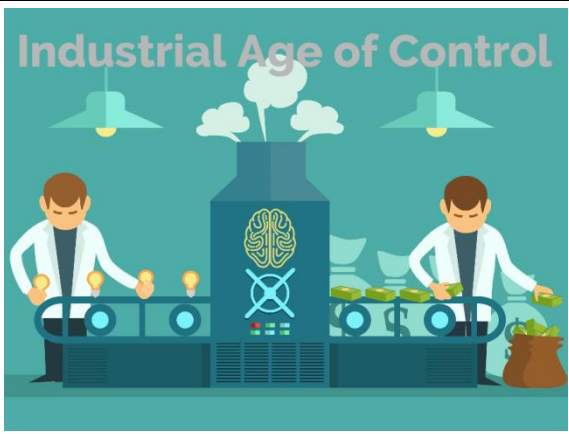
I believe that as the Connected Age unfolds there is an opportunity for playfulness to become the central theme and approach to life. We can restore the free-spirited co-creative playfulness that is our Human heritage and combine it with the security of well-organized shelter and food production that our ancestors lacked.

**WOW! SO GOOD.**

I made a little chart to help us go a little deeper and recognize the differences between The Industrial Age of Control and The Connected Age of Play.

The important thing to notice is how the Industrial Age of Control culture created a HUGE need for Life Coaching! And especially Play Life Coaching.

## The Transformation from Control to Play

|                       |                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                          |
|-----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                       |  <p><b>Industrial Age of Control</b></p>                                                                                                                                                                                 |  <p><b>Connected Age of Play</b></p>                                                                                                                                                                                                                   |
| <b>Time frame</b>     | 1880 – ~2030                                                                                                                                                                                                                                                                                              | ~2010 - ????                                                                                                                                                                                                                                                                                                                             |
| <b>The Framework</b>  | Everything – schools, businesses, communities - is run by authoritarian control like a military operation.                                                                                                                                                                                                | Most things are run like a talented performance art or athletic team co-creating inspiring experiences.                                                                                                                                                                                                                                  |
| <b>The Approach</b>   | <p>Innocent teachers, managers and business owners become unwitting henchmen for the dehumanizing top-down hierarchy.</p> <p><i>The 3 C's</i></p> <p><b>Command</b><br/>Tell them what to do</p> <p><b>Control</b><br/>Show them how to do it</p> <p><b>Compliance</b><br/>Make sure they do it right</p> | <p>Inspired Life Coaches and coach-approach teachers, entrepreneurs and leaders play to unleash the best of Human Nature.</p> <p><i>The 3 B's</i></p> <p><b>Become</b><br/>The urge to Become through play</p> <p><b>Believe</b><br/>The ability to Believe in a dream</p> <p><b>Belong</b><br/>The need to Belong with a dream team</p> |
| <b>The Power</b>      | In the “system”                                                                                                                                                                                                                                                                                           | In the YOUNique Superpowers of Individual Players in an uplifting environment                                                                                                                                                                                                                                                            |
| <b>Where we learn</b> | <p><b>In School.</b></p> <p>Sitting silently at a desk<br/>memorizing the right answers<br/>working alone completing tasks<br/>preparing for the test</p>                                                                                                                                                 | <p><b>Life (and Online)...</b></p> <p>Learning from the world<br/>co-creating, sharing, connecting<br/>playing games with global friends<br/>pursuing the next level</p>                                                                                                                                                                 |
| <b>Memes</b>          | <p>Do it right the first time<br/>or don't do it at all;</p> <p>(at school) Do your own work</p>                                                                                                                                                                                                          | <p>After you fail, play again</p> <p>Together we play better</p>                                                                                                                                                                                                                                                                         |

|                                          |                                                                                                                                          |                                                                                                                                                                            |
|------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                          | if you help your neighbor<br>you are a cheater                                                                                           | Get to the next level                                                                                                                                                      |
| <b><i>You are a</i></b>                  | Worker / servant<br>Consumer                                                                                                             | <b>Player<br/>Co-Creator / Investor</b>                                                                                                                                    |
| <b><i>You have a</i></b>                 | Job<br>with a Manager / Boss<br>(enjoyment unlikely)                                                                                     | Dream / Purpose<br>with a Coach<br>(enjoyment assumed)                                                                                                                     |
| <b><i>What you do</i></b>                | Complete tasks<br>Fix problems                                                                                                           | Co-Create Results and Experiences<br>Express Superpowers to add value                                                                                                      |
| <b><i>Why?</i></b>                       | To earn a living                                                                                                                         | To live your dream and GROW                                                                                                                                                |
| <b><i>The<br/>Feeling?</i></b>           | Suppressed & Traumatized<br>Dreams squashed<br>Playfulness shamed<br>Unique voice and power silenced                                     | Rewarding and challenging<br>experiences and opportunities to<br>contribute make every day a fulfilling<br>adventure                                                       |
| <b><i>The Path to<br/>Success...</i></b> | Do it right<br>Don't make mistakes<br><br>Fit in by being like the others<br>Don't try to be special<br>Mind your own business           | Play big to make a difference<br>Risk failure, learn fast and grow<br><br>Find a place / group that embraces<br>ALL of who YOU are<br>Own your value.                      |
| <b><i>You buy...</i></b>                 | Things - More is better<br>Things will make you happy (NOT)<br><br>Entertainment to<br>“get away” from meaningless<br>or repetitive work | Things that inspire you<br>and tools for creation;<br><br>Experiences that expand your skills<br>and awareness;<br><b>Coaching</b> to play better<br>and pursue your Dream |
| <b><i>You aim to</i></b>                 | Save some money for retirement;<br>then you can enjoy life.                                                                              | <b>Co-Create a freedom-filled<br/>lifestyle<br/>economic freedom<br/>creative freedom<br/>emotional freedom<br/>spiritual freedom<br/>location freedom</b>                 |

I know this chart paints a pretty bleak picture of our current culture in the left column. You may be an optimistic person and think: “it’s not that bad”. I understand. I am an optimistic – make the best of any situation – kind of person myself. However... for most

people in the world it IS bad. AND we have normalized it so that we have become numb to it. AND most importantly we have been taught that we are powerless to change it.

I have been a professional Life Coach for almost 25 years for over 1,000 amazing individuals. I can tell you: even folks who are optimistic, investing in themselves and aiming big are boxed in by fears of their own Human Nature. They have no idea what their REAL powers are and their capacity to engage in social play activities is severely stunted.

Meanwhile, the situations we face as a human family demand that we stop “making the best of it” and start reclaiming our Human Superpowers to make change! Especially when we consider that most of the trauma, pain and suffering that is happening... we are doing it to each other without even being aware of it!

Together we can change the experience of life for the better... for everyone.

## Get Your Human Nature Back!

There are three Superpowers of Human Nature that you need to unleash in order to play BIG for your Dream: Become – Belong – Believe.

You saw the “3 B’s” in the chart about the Connected Age of Play.

1) **The Urge to Become.** All humans have an inner urge to become the next version of themselves; to grow and expand. We become by playing. If we stop playing we stop becoming and stay the way we are.

2) **The Need to Belong.** This is the strongest of all human needs. It operates mostly on a non-conscious level and drives almost everything in the human experience. We Humans always seek belonging and status within the environment we are in.

3) **The Ability to Believe.** Humans are believers. The ability to believe is the catalyst of all human civilization.

**All of our beliefs – about how life works, who we are and what is possible for us – come from navigating between our urge to become and our need to belong. In other words, we get our beliefs from our interactions with the world around us.**

Some of our beliefs are conscious and we think and talk of them often. Most of our beliefs settle into a non-conscious level within us and have a non-stop profound impact of what we do and don’t do on a moment-to-moment basis.

To create change we need to unleash all three superpowers!

- We need to PLAY to become the next version of ourselves. This is the primary focus of the Play Life Method



- We need to find or create a new environment of profound belonging where we are supported and challenged to become the next version of ourselves; where we feel safe to be our Superpower selves!
- We need to believe in our own dream. Then we need to explore our beliefs and choose the ones that we need to uplevel in order to live our new dream.

This is where you REALLY need a great Life Coach! We are not meant to unleash our Human Superpowers alone. This is the underlying purpose behind becoming a great Life Coach!

## Life Coaching Starts Here

When a player signs on with a Life Coach there is a purpose behind it.

They want to:

- Accomplish something
- Experience something
- Get better at something
- Change something

They probably don't think: "Oh, I need help unleashing my Human Nature Superpowers!"

LOL

True. However, to get that "something" they want, that is exactly what we need to do.

And not only will it energize the path to the "something", it will also open doors to amazing new possibilities!

In this little diagram called: "Life Coaching Starts Here" you will recognize the structure but the words have changed.

### Promote Playfulness

The Urge to Become... Promote Playfulness

This is essential because coaching and playing go hand in glove since the purpose of coaching is playing better. So you will co-create ways for your player to PLAY life in pursuit of their dream.

### A Dream to Believe In

The Ability to Believe... Believe in your Dream

Life coaching is about living our dreams! So you will focus in on what your player's dream is. Don't worry if it is not clear. You can start with even the smallest inkling and grow it into a BIG Dream.

We can uplevel what we believe about who we are and what is possible for us to do – we do this by exploring our choices and fears. As a Play Life Coach you will become fluid in these explorations.

### Profound Belonging for Super YOU



The Need to Belong is super powerful. We ALWAYS adapt to the environment because of our deep yearning to belong.

As a coach you start the transformational experience by providing a new environment for your player to adapt to. Then you guide the process of co-creating and finding environments that call forth the qualities and abilities the player wants to develop.

You will start by creating a “safe space” – a judgment free space – for your player to express their dreams and practice being Super YOU!

As their confidence grows from your time you will begin to encourage your player to be Super YOU out into the world so they can find where they BELONG!

### *A new understanding of “inner resistance”*

I am excited to share this quirky model with you because it will illuminate many of the deep challenges people experience when they go for their BIG Dream... And it will illuminate your role as a Life Coach.

One of the main things that thwarts people when they play BIG for a dream is the experience of inner resistance. This feeling is greatly misunderstood in the personal growth world resulting in a LOT of NOT HELPFUL concepts like:

- self-sabotage
- limiting self-beliefs; negative self-talk
- can't get out of your own way
- a gremlin inside your mind

I am going to tell you right now that I flat out do NOT believe in self-sabotage or any of these concepts that degrade or demonize our Human Nature. We encourage the coaches in our program to take these phrases out of their vocabulary!

We believe in **tenacious self-love**; which means that we embrace every aspect of our humanness... including the self-preservation instinct that is mislabeled by these phrases.

# The Co-Creation Dynamics of “you” or SUPER YOU!



## The Transformational Journey from “you” to SUPER YOU!

Here is the story of how we lost our superpowers and playfulness and how to get them back on a modern day Hero's (Human) Journey... with a CoachVille Coach!

A quick note: this model with a slightly different explanation is also included in the Player Playbook in Chapter 7.

This is a really big deal. I am going to share with you the high level understanding from this diagram so that you can understand where many of our challenges come from when we aim to play bigger than we have in the past.

Here is the basic story of YOU! (and all of us who lived in the Industrial Age Culture)

You were born onto the Earth to experience the Human Journey! You were born with a collection of unique abilities to express and share with the people of the world.

You were born into an environment of people, places things and ideas. This is also known as a culture.

As a little person, your urge to become kicks in and you start to play. You play everything. As you play you grow... you become the next version of YOU day after day, month after month, year after year.

At the same time, as you play, your environment reacts to you and the need to **belong** kicks in... HARD. When your environment reacts favorably to you, you come to **believe** that it is good and safe to do what you are doing and you do it more. If your environment reacts negatively to you, you experience trouble or trauma, you come to **believe** that it is NOT safe to do what you are doing and you curtail it or stop completely.

This is a good system for learning how to get along in the world of people. You come to **believe**, for example, that people don't like it when you throw a rock at your little sister; this belief is a good thing.

However, if for example, you are crawling around following your curiosity and a BIG person yells: "NO" and puts you into the isolation pen (for some strange reason they are often called a playpen), you may come to **believe** that it is not safe to be curious; this is not such a good thing.

At home, in the Industrial School System and then in Industrial jobs, your urge to **become** through play moves you into life. And as you do this the environment reacts to you. When the reactions are unfavorable – which happened a lot in Industrial Culture - your needs for **belonging** and status are threatened. As this happens you develop **beliefs** about yourself and life. Over time we come to believe a whole lot of limiting things about ourselves and our possibilities in life.

As various aspects of YOU go into the "not safe to express" category in your beliefs, you become a smaller and smaller version of you. You come to FEAR your natural playfulness and your unique powers because at one time expressing them threatened your belonging.

Fast forward to now...

So, when you experience inner resistance or doubt or FEAR attempting to do the any of the needed activities of your BIG Dream – which are playful and need your unique power – it is not because there is something wrong with you! It is simply because you are a human being who grew up in the Industrial Age and absorbed the Industrial Culture's fear of play and unique personal power.

I believe that this process of losing our unique power as we grow up has been a part of the Human experience since the beginning of modern civilization. All of the Heroes Journey

stories include the pattern of going out into the world, facing new challenges and discovering lost inner powers.

I also believe that the fear of playfulness and uniqueness was extreme in the Industrial Age of Work.

I also believe strongly that since all of these beliefs were established in social situations (AKA belonging) we need to explore and uplevel them in a socially safe space. This is why 1-1 and small group personal coaching is such a powerful force for personal growth.

The CoachVille Coach Training experience is designed to create a powerful experience of **belonging** where you can play to **become** the next version of you and create the new **beliefs** needed to fulfill your coaching dream!

## *Understanding Energy Alignment*

### **There is more to life than meets the eye!**

Another way of saying this is: there is more to life than what we can control.

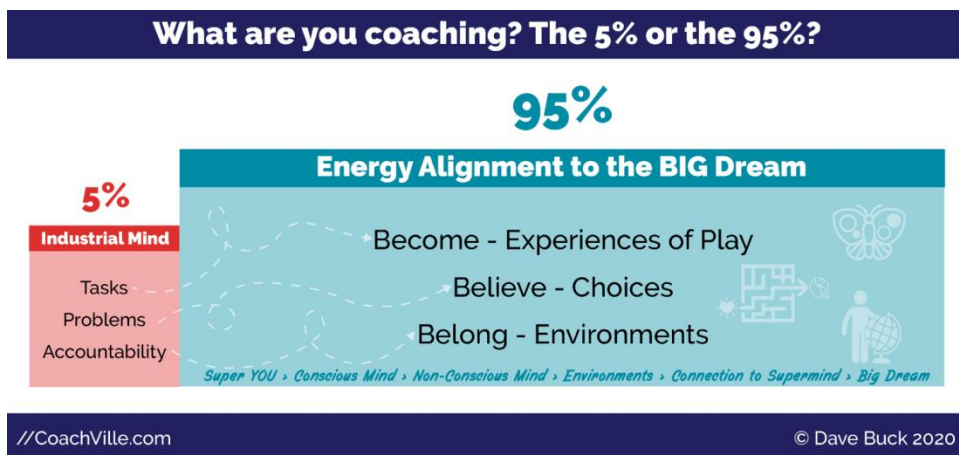
A LOT MORE!

There are a lot of coaching programs where the coaching is a hybrid between project management and humanistic counseling: focused on tasks, problems and accountability. While these do have a small role in our lives, they are not what coaching is about.

This is a BIG idea that I want to share with you to give you the bigger picture of Life Coaching and playing for your dreams.

We call it “Energy”; or Energy Alignment.

Here is a little diagram to show the elevation of Life Coaching from the Industrial Mindset focus on Control to the Connected Play mindset focus on playing with energy.



Life Coaching has come a LONG way in the past 25 years... and at CoachVille we have been a really big part of that evolution.

In the early days of Life Coaching – in the 1990's – we were greatly influenced by the culture of the Industrial Age. So as a result, Life Coaching got tangled up in concepts like tasks, problems and accountability.

But in the grand scheme of life, completing tasks, fixing problems and holding accountability is only a small fraction of what it takes to live a joyful life of freedom and co-creation!

Rather than identifying tasks to complete in isolation, we play together with players to facilitate becoming.

Rather than identifying problems to solve, we co-create conversations and experiences with our players to explore choices and fears in a way that uplevels their beliefs.

Rather than holding people accountable, we guide our players to create and find environments where they enjoy belonging and flourish as they adapt.

A BIG thing to realize is the becoming, believing and belonging happen at what we call an “Energetic Level”. This is why coaching is so transformational! Playing together and observing reveals non-conscious patterns and growth opportunities. Talking together illuminates new possibilities for the whole being of the player to pursue.

Hint: talking about problems, tasks and accountability is a strictly Industrial Mind process that is slow and laborious and rarely creates transformation.

You may have wondered:

Why is the life I imagine so difficult to realize?

The answer is: The energy is not aligned!

And most Industrial Age “success” training ignores Energy Alignment.

One way of thinking about this is in concepts you already recognize: attitude, intuition, attraction and synchronicity.

Energy Alignment makes these ideas very practical while adding the sense of mystery and wonder.

As a Play Life Coach will be focused on guiding your players to their BIG Dream through:

- becoming the next version of YOU through playful practice and the freedom to BE your powerful self,
- upleveling their non-conscious beliefs and choices and exploring your fears of your own power
- leveraging the need to belong by upgrading their environments to embrace their power.

When you develop in these areas you seem to make the right moves at the right time without a lot of wasted effort. And good things and opportunities just seem to come to you.

**Yes, here we see yet another variation on the Become – Believe – Belong theme.** It's everywhere because your awesome Human Nature is everywhere!

The idea is to play for your dream and live in the flow of energy RATHER than holding you accountable for an endless list of tasks and problems.

WOOO HOOOOO!

## The Energy Alignment Game Overview

Let's explore Energy Alignment a little deeper because it is woven throughout the Inner Freedom Coaching Experience.

I am going to share with you the picture and a brief overview to energize you and spark your curiosity. We will go into each of the elements as we move along on our Play Life adventure together. (Something to look forward to ;-)

You don't need to "worry" about understanding this; it will happen naturally as you practice the Play Life Method.

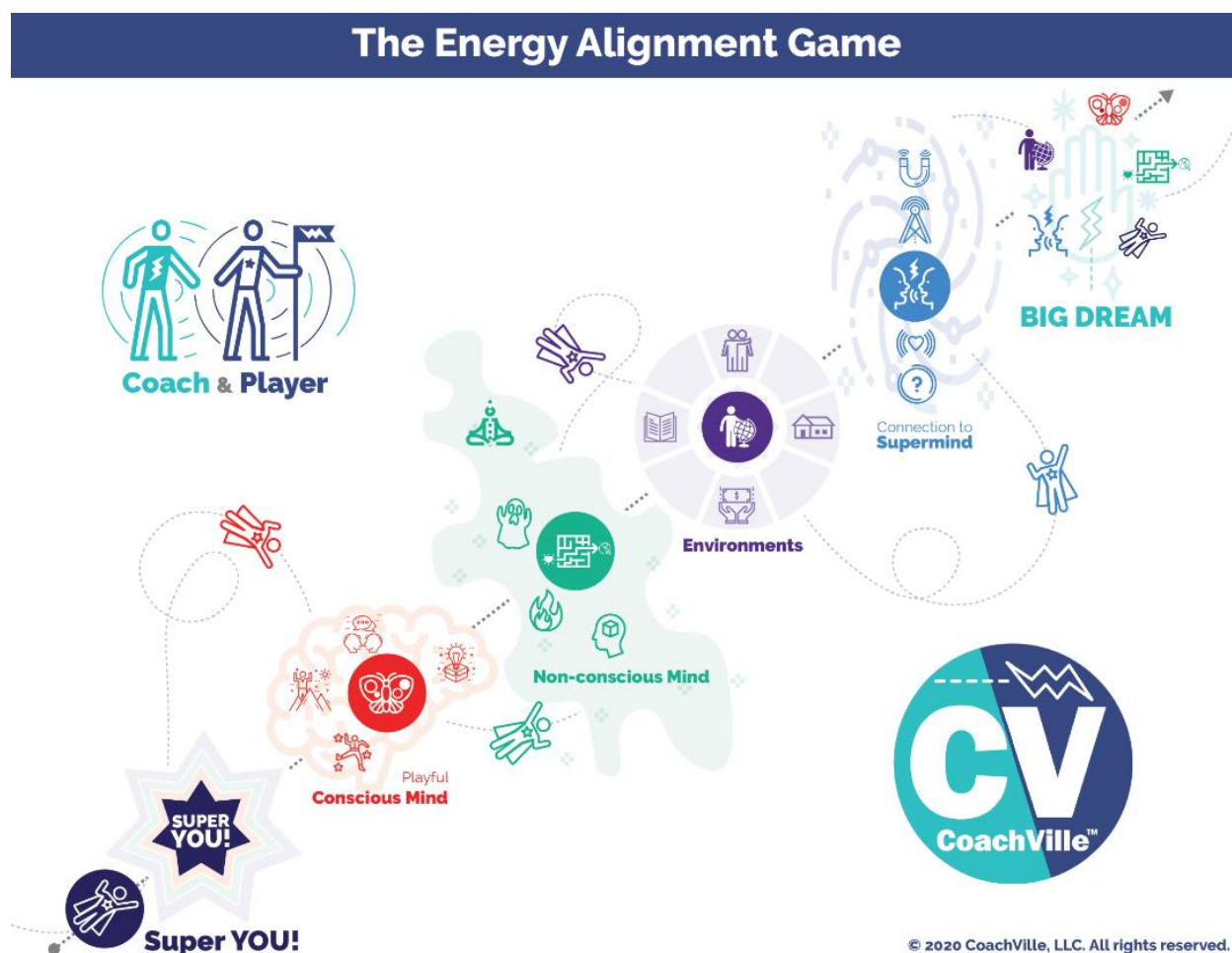
The "Game" is to align all aspects of YOU with your BIG Dream to create a state of flow.

## Energy Alignment Game

SO MUCH FUN!! Learning about this concept was one of the big moments of my life.

This definitely goes in the realm of play; as in something that you cannot control but you can influence with skill, strategy, imagination and playful effort.

One little note: There are MANY MANY ways to play with Energy so this is not intended to be a definitive guide.



## Your BIG Dream

This is your vision of what you aim to accomplish, experience, express or co-create in the world. Your Dream comes from your hearts desires but is often sparked by what you see – or don't see – in the world around you.

Often our hearts dreams are a little mysterious; even to the one who has the dream.

Most BIG Dreams include an essence of contribution.

Next we will go to the lower left to explore all of the energies that we can align with your dream.

## **Super YOU**

Your BIG Dream is asking you to become the next version of YOU... SUPER YOU. That is the primary purpose of your dream: it wants you to contribute you awesome unique abilities to make the world a better place! There is a next-level version of YOU that you must express fully and become in order to fulfill this big dream.

One of the reasons your Heart has dreams is so that you can discover and express more of your abilities.

## **Playful Conscious Mind**

Relate. Create. Explore. Experiment.

There is a playful version of your focused thoughts and deliberate actions that you need to use in an intentional way to uplevel your skills to align with the new dream. Your playful conscious mind responds to the urge to become the next version YOU. Play is all about becoming. In the model hopefully you recognize the 4 symbols for the Pivotal Moments of Social Play that we explored earlier.

## **Non-Conscious Mind**

Body Awareness. Fears. Desires. Beliefs.

Whoa, this is a big one. Your non-conscious mind is the power source of belief and desire within you. It is like an energetic bridge between the urge to become in your playful conscious mind and the need to belong in the environment around you. You will need to expand your body awareness; where your intuition and inner knowing live.

You will need to uplevel your relationship with fear from enemy to friend and a treasure map to your Superpowers. Your dream will need you to tap into your hearts desires for focus and fuel. You will need to cultivate belief in a whole new set of possibilities to align with your dream.

The non-conscious Mind is the main focus of the Pivotal Moment Technique that is part of the Play Life Method... whew! We need it.

## **Environment**

People. Places. Things. Ideas.

The need for belonging is a mighty force in our Human experience. Your non-conscious mind - which is super focused on belonging - is in constant connection with your environment. You will need to uplevel many aspects of the world around you so that the powers of belonging, believing and becoming align with your dream.

And as you unleash your Superpowers, you will need to find or cultivate an environment where it is safe for you to express them. Playing Life will give you the creative expression to make those changes.

Our World Power Method is a program in our curriculum where we focus on our Environments. A few of the World Power techniques are included in the Play Life Method.

## Connection to the Super Mind

Big Questions. Gratitude. Intentionality. The Magnet.

There is a timeless web of human consciousness that we are all connected to. Through big questions, gratitude and intentional thoughts your dream can become a magnet for the insights, inklings, spontaneous awareness, opportunities and synchronicities that you need to live your dream.

Pose BIG questions and stay open to “answers” as they come to you. Big questions often start with the phrase: “I wonder...”

Practicing gratitude for “what is” is an essential practice for Supermind Connection.

Invest time on a regular basis thinking about and speaking your intentions; putting them “out there”.

You are a **magnet** for life experiences. The key is to play with them AS IF they are all designed to guide you toward your BIG Dream. The essential practice is called: Recognize the Perfection of Every Situation.”

But be prepared, life out in the world can be rough sometimes so you need to expect a tumble or two.

## The pursuit of Flow

Your dream is calling you out into the world to discover a bigger contribution and more fulfilling joyful life; a life where you co-create peak experiences with others. As you endeavor to align every part of your energy to the BIG Dream, it begins to FEEL – feel is the key word – more natural. This is called getting into the flow. It is not the ultra-safe under control routine. It is engaging, yet safe enough that the potential rewards seem worthy of the potential risks. This is when pursuing your BIG Dream feels less and less stressful and more and more fun!

Flow – and Peak Experiences – are what Play Life Coaching is aiming for.

## *Quick Primer on How to Learn How to Life Coach... The CoachVille Way*

To say that we think and feel deeply about the craft of coaching would be an understatement. HAH!! It’s in our DNA as a company with the original mission to: “Improve the quality of coaching worldwide”. That was in the year 2001 and we are still focused on this profound and nuanced question: **how do we guide another person in pursuit of becoming a truly great Life Coach?**

It’s not a question that you can definitively answer... like many awesome questions it is one that we **live** into rather than **solve**.

There are some fundamentals to the pursuit of getting good at anything – also known as the pursuit of mastery - that we utilize here at CV.

# Theory, Framework, Pattern Language, Methods, Techniques, Skills and YOU

Before we get into the specifics of the pursuit of coaching mastery, here is a basic structure for the pursuit of mastery of anything. Knowing this will help you in two ways: 1) you will understand how we are guiding you here at CoachVille. 2) You can use this to develop your own path to mastery in other areas of your life like your coaching specialty if you choose one.

## Theory

A **Theory** is why you approach an endeavor in a particular way.

**Definition of Theory:** *a coherent group of tested general propositions, commonly regarded as correct, that can be used as principles of explanation and prediction for a class of phenomena.*

- dictionary.com

Whether you are aware of it or not, all teaching of a craft, or a field of study, is based on a theory. Any time you choose to learn something from someone, you should ask them about their fundamental theory for what you are learning.

- If they can't tell you, then you should think twice about learning from them.
- If they do tell you, then it is wise to consider if you resonate with their theory.
- If you choose to teach something to others, make sure you can articulate your theory.

## Framework

A framework is a basic structure of something. Often it is referred to as a container. Everything in the framework is based on the fundamental theory.

## Methods

A method is the sequence of what you do; a step-by-step way of doing something to create a desired result.

## Techniques

A technique is the body of specialized procedures used in a specific field.

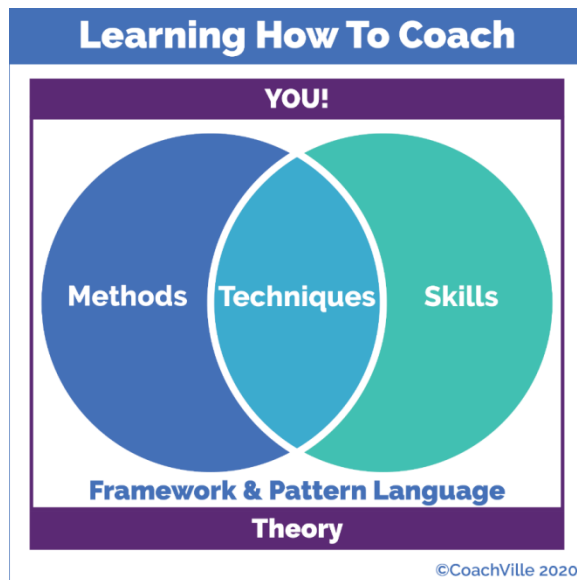
## Skills

A skill is a fundamental ability to perform a specific activity.

## YOU

You are an individual with a unique combination of qualities, awareness, life experiences, knowledge and lifestyle who will creatively apply the methods, techniques and skills of coaching to each player's unique dream and situation.

**Next we will explore – VERY BRIEFLY – the CoachVille Coaching Theory, Methods, Techniques, Skills and your role in the coaching experience.**



## CoachVille Coaching Theory {Why we do it this way}

1. *The world is a playground.* All humans are born with the Spirit of Play. We are here to play together in pursuit of our individual and shared dreams. Any endeavor in life can be played as a quest, performance art or game.
2. *The coaching relationship is initiated by the player who has a Dream* – a vision – **to play better**, to accomplish something, engage in new experiences, develop abilities and / or become a new version of themselves.
3. *The purpose of coaching is to play together to play better;* also known as practice. To Coach is to practice with someone (or team of people) **to guide** them to play better for a shared dream; to co-create the peak experiences they desire.  
**Coaching is NOT an intervention for problems.**
4. *Coaching is a co-created relationship between two people.* To coach someone you have to know them personally. To be a coach for someone you have to be willing to be known personally by them.  
**Coaching is NOT a detached, impersonal relationship (the 20<sup>th</sup> Century version of “professional”)**
5. *There is a Superpower version of YOU.* There is a version of YOU – and your players - that can emerge through the experience of playing BIG for your dream WITH a Life Coach at your side for the journey. A superpower is a unique ability that can be refined through practice until it is capable of creating a big impact on other people or situations. We all have superpower potential within us that we are not aware of until it is called for by the challenges and growth opportunities presented by playing for our dreams.
6. *Coaching can be transformational.* While in pursuit of a BIG Dream the coach can guide the player to unleash the three superpowers of Human Nature: The Urge to Become, The Need to Belong and the Capacity to Believe.

## CoachVille definition of Coaching:

You saw this in the beginning of this Introduction. Here it is as a quick refresher.

*Coaching is a profound personal relationship*

*Wherein the coach guides the player*

*In pursuit of playing better for their dreams*

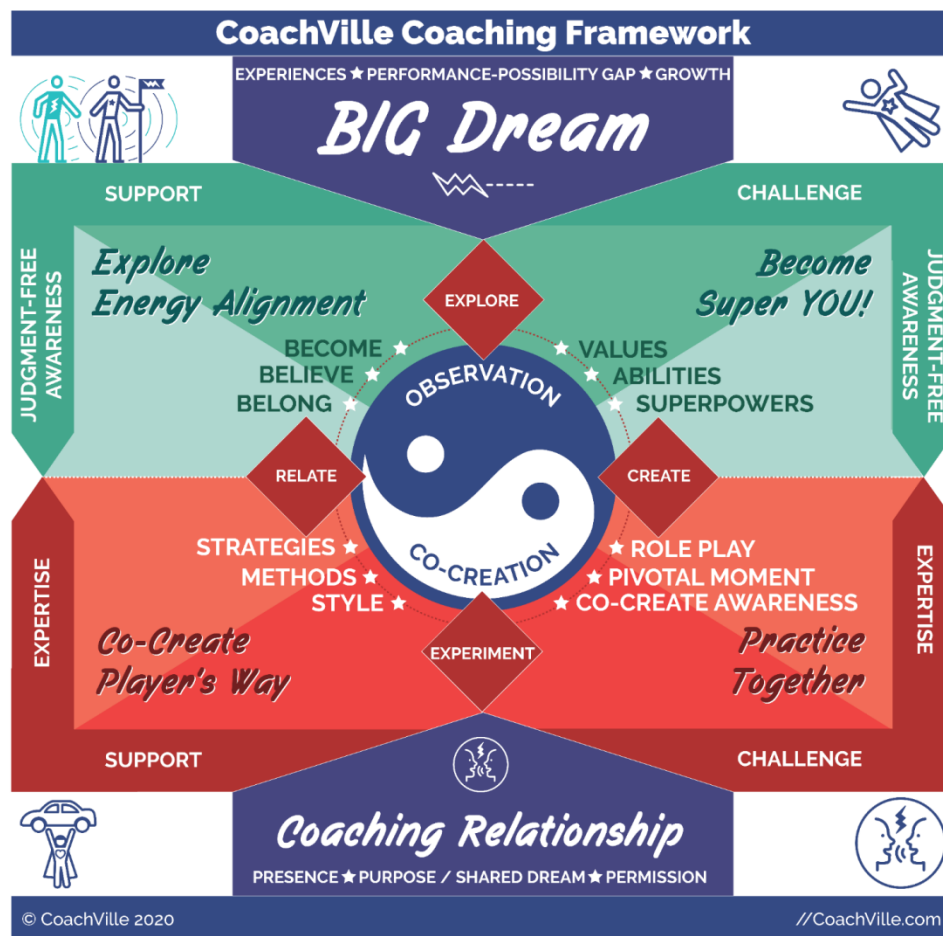
*Through perceptive observations*

*And co-creative conversations*

## CoachVille Coaching Framework

A framework is a structure or container for something. The CoachVille Coaching Framework has quite a few elements and key distinctions. I will give a quick overview of

this framework here. Then as we move through the content of the program certain aspects of the framework will be illuminated in greater detail.



## Observation ~ Co-Creation

The first thing to notice is the center which is the core of the coaching experience: the yin~yang type balance between **observation** and **co-creation**. This is the core of the coaching relationship!

This notion is super important for two reasons.

- 1) Coaching happens by practicing with someone and by observing and co-creating as you guide them toward playing better.
- 2) We are ALL yearning to be seen... for who we really are... for the value we co-create with the world... by someone who can truly appreciate what we are doing.

This is what a great coach brings to the relationship!

The coach and player practice together. The coach observes the player and shares what they see and can offer alternatives. And the player observes the coach to learn new ways of playing. Along with observation there are life-changing co-creative conversations that lead to new awareness and bigger possibilities. It is a powerful form of balanced partnership. It is a magical experience that can lead to transformation.

## Play Life: Relate, Create, Explore, Experiment

Next notice the Four Red Diamonds that display the ways that we play life in the Connected Age: Relate, Create, Explore and Experiment. We will explore these in great detail in every CoachVille program. These are the fundamental activities of how we play just about anything in life and as such these are the activities we coach to play better.

## **The BIG DREAM**

The players' BIG Dream is the catalyst for the coaching experience. We will talk about the BIG Dream in every coaching session; it is always the topic. The BIG Dream creates the players vision to play something better: this vision is the Performance-Possibility Gap. The player seeks out a coach to guide them in the navigation of this GAP. All coaching happens in this gap. The coach guides the player in pursuit of the dream for new experiences and opportunities for growth.

## **The Coaching Relationship**

The coaching relationship is unique in the world of human relating. It is a co-created experience where both individuals are equal partners with different roles; no one is "in charge". The player is setting the destination with their dream, the coach guides the pursuit using their coaching abilities and any relevant knowledge of the quest.

The essential Three P's of the coaching relationship are noted here:

**Purpose** – the coach must share the players dream 100% with no reservations.

**Permission** – the player must choose the coach and the coach must choose the player. Coaching can only exist when the coach has permission to be the coach.

**Presence** – coaching presence is the somewhat magical essence of the relationship. The coach is "on the journey" with the player. The coach is present to practice with and observe the player. The coach hears what the player shares. The coach notices "things" that others don't see and shares them with the player.

## **The Two Dynamics of the Framework**

### **Support and Challenge**

The coach is the ultimate supporter of the player providing encouragement and energy; we all need more support than we are getting! At the same time the coach must be able to challenge the player to grow in healthy ways. Most players are yearning for someone who can see them and show them places where they can grow. The true knack of coaching is being able to read the player and the situation and know which to provide – support or challenge - at any time.

### **Judgment-Free Awareness (JFA) and Expertise**

Judgment-free awareness is the juice in the coaching relationship. It is the essential ingredient to providing a safe space to play, practice, experiment and explore new ways of being. We all need a place where we don't need to be perfect; where we can just BE.

Expertise is the sum total of your knowledge and experience; it is knowing ways to do things and ways to approach situations. While coaches don't need to be the expert all the time, the right bit of wisdom at the right moment can really make a difference. Also, expertise is really valuable when role playing together because it helps the coach co-create realistic scenarios for the player to practice.

A Life Coach provides a healthy blend of both JFA and expertise.

## **The 4 Quadrants of the Framework**

### **Explore Energy Alignment**

Become ~ Believe ~ Belong

Energy alignment is the secret sauce of Life Coaching. While plenty of attention is put on actions and skills, the more you coach you come to realize that they are just the visible tip of the iceberg; the real play in co-creating results in the world is Energy Play. Just like the bulk of the iceberg is unseen beneath the surface... the bulk of what makes things happen in the world is the unseen world of energy alignment.

When the energy is aligned, results just happen with ease and flow; when the energy is not aligned results come about only through lots of struggle and often not at all.

You will notice the three forces of human nature: Become ~ Believe ~ Belong that are at the core of the Energy Alignment Game. Energy alignment happens by playing intentionally with these three forces of change. While in pursuit of Peak Experiences players will explore and express these forces of change within their lives. This is quite exhilarating and illuminating. As a coach you are guiding this process every step of the way.

### **Become Super YOU!**

Values ~ Abilities ~ Superpowers

This is the “unleash your unique power” portion of the coaching experience! This is where the coach can point out what they are seeing in the player that they probably don’t see in themselves. You do this with your player in every step of the Play Life Method.

You help your player clarify their values – what is important to them – as they hone in on the details of the BIG Dream.

The player’s purpose – the big WHY - is the fuel of their BIG Dream that will come up for exploration on a regular basis.

**Important! We are ALL yearning to be seen and known for who we really are.**

One thing that accelerates and deepens this experience is frequency of contact. This is why we recommend that as a coach you connect with your players between coaching sessions in a way that suits your lifestyle.

### **Practice Together**

Role Play ~ Pivotal Moment ~ Co-Create Awareness

This portion of the coaching framework is ALL about playing together while observing. As the player you have experienced each of these techniques on a regular basis... and probably you have been surprised about how powerful they can be!

We put a lot of emphasis on role playing. This is how you guide your player to develop new relating skills. The reason is: our success in life comes down to our ability to relate for influence; which requires a lot of practice.

When you jump into these experiences as a coach you also get better as a player. As you play roles that your player needs to practice, you become more playful and resourceful as a

coach and also as a player in life. In addition as you observe your players in both Role Play and Pivotal moment exercises you expand your observation abilities.

Doing a reverse role play is an awesome way to demonstrate a new way to do something. A reverse role play is when the coach plays the role of the player and the player plays the role of the person they want to approach. It can be really illuminating.

The Pivotal Moment technique is a game-changer... specifically the Energy Alignment Game! By identifying pivotal moments of play and then replaying and preplaying them it is possible to explore the energy to create breakthroughs in perception and awareness!

The Co-Create Awareness Technique is a core technique of Life Coaching. We also call this the Abera Ca Dabera technique. Abera Ca Dabera translates to: I create as I speak. It takes practice AND it is magical. The coach asks a provocative question, then provides a space of deep listening for the player. In this space of listening the player is able to say things they have never said before. The coach also shares what is coming to them through direct communication. When two people are listening and sharing in this space new awareness is co-created. With new awareness, new possibilities emerge.

## **Co-Create Player's Way**

Strategies ~ Methods ~ Style

The bottom left of the coaching model refers to action; the “how” of playing better.

This is where you guide your player to create their own way of doing everything they want to do; and that their dream needs them to do.

A part of this includes showing your players YOUR way. But that is just a starting point for the player, NOT the end.

You need to help your player unleash their superpowers and then use them in a strategic way to co-create results in the world; a way that is perfect for them.

You will guide your player to express themselves fully, find their voice and develop the style for who they want to become. All of this is in service of guiding your player to develop their own methods and unique way of playing better for their dream.

While we are on the subject of methods, as a coach you have the Play Life Method! And your player has the Play Life Method too. This method is a robust way to approach any BIG Dream.

As you continue to coach you will develop your own coaching style and over time you will develop your own coaching methods as well.

## **The Language of Play = The Language of Coaching**

The language of play is the natural language of coaching. In all CoachVille programs you will be introduced to Play Pattern Language.

A pattern language is a collection of terms that brings an experience to life. So for example the simple phrase “play better” would evoke a wide variety of thoughts, feelings and experiences. And while two people may have different experiences there would be enough common elements that each would understand what the other is saying.

Examples of terms in the play pattern language include: performance, strategy/approach, play plan, desired results, skills, inner game, winning environment, practice and rest.

In addition, every playable endeavor has its own unique pattern language.

So playing business has language like: marketing, close the deal, deliver the service, customer satisfaction, referral marketing, key performance indicator etc. Each word or phrase has a life of its own – just thinking of “close the deal” can evoke a variety of memories and emotions.

Or the dream of a romantic partnership has a language all its own as well: Showing appreciation, eliminate blame, create intimacy, building trust etc.

As you learn to coach you will be using the language of the endeavor your player is pursuing, which you probably already know, and combining it with play language. The two BIG benefits of this are: a) People already know play language so it will be a natural way to talk about coaching, and b) using play pattern language will bring about aliveness like nothing else! ENJOY IT.

You may be uncomfortable with Play Language right now and that is OK. As we use it together in class you will develop the confidence to use it with your players and in the rest of your life.

A key point is that you want to distinguish what you do as a Coach from other endeavors that people often confuse with coaching like: friend, manager, training guru, counselor or therapist.

When you use the language of play the other person will quickly figure out that you are a coach. This is a good thing.

## CoachVille Curriculum Model

### CoachVille Coaching Methods

In our curriculum you will study three methods: Play Life, Inner Freedom and World Power. Play Life is the core coaching method. It contains small parts of both Inner Freedom and

## CoachVille Transformational Life Coaching Curriculum



World Power which then each branch out into a complete method.

Each CV Coaching Method is comprised of 9 steps.

## **Play Life Method <<(You are here)**

The Play Life Method is for re-learning how to tap into the Human Spirit of Play and the Urge to Become the next version of ourselves. You also learn how to play in the Connected Age which includes: relating for influence, creative self-expression, exploring for visibility and experimenting for change. Rather than an Industrial Life of completing tasks, you can co-create a connected life of meaningful and joyful Peak Experiences.

## **Inner Freedom Method**

The Inner Freedom Method is for cultivating the freedom and capacity to choose new beliefs; ones that will serve you in pursuit of your dream. You also develop the freedom to choose when and how to play BIG and when to stay safe. Another fun aspect of the experience is learning how to explore FEAR like a treasure map to our lost playfulness and unique superpowers.

## **World Power Method**

The World Power Method is for learning to leverage the Need to Belong – the most powerful human need – by designing an environment that is PERFECT for you and your dream. You learn to see your pursuit as if you were an Olympic Athlete and then design your own personal “Olympic Academy”. The Method utilizes the 9 Environments of YOU model developed by Thomas Leonard.

## **Comprehensive Coaching Guides**

A unique feature of every CoachVille Method is a sequence of comprehensive Coaching Guides. The methods are designed for a 12-session coaching engagement where the coach and player traverse a designed path together. Using the guides makes it possible for the Coach to provide a remarkable coaching experience for their players even while they are learning.

As an awesome bonus... these 12-session coaching engagements can become the foundation of a thriving coaching business.

## **CoachVille Coaching Skills**

In our curriculum we have several programs that are focused on Skills. Coaching Superpowers, Coaching Proficiencies and Advanced Communication are skills programs. Mentor Group and Coaching Practicum are small group co-created learning experiences.

## **Coaching Superpowers**

A superpower is the ability to do a skill in a way that impacts a situation or other people. The Coaching Superpowers are an uplifted version of the original ICF Core Competencies. (International Coaching Federation)

## **Coaching Proficiencies**

A proficiency is how you do something in the best possible way; an advanced skill. The coaching proficiencies were developed by Thomas Leonard to explore the unique qualities of the coaching relationship.

## **Mentor Group**

The Mentor Group program is an experiential guide to the coaching skills where a small group gathers with a Certified Coach to explore real world coaching situations and Coaching Ethics scenarios.

## **Advanced Communication (The 5 15's)**

This is a collection of 75 powerful coaching communication skills that a coach can use with their players. They were created by Thomas Leonard to accompany the 15 Coaching Proficiencies to boost the Coach's ability to co-create powerful coaching conversations. They include 15 Ultimate Outcomes, 15 Communication Stylepoints, 15 Clarifiers, 15 Life Frameworks and 15 Deliverables.

## **Coaching Practicum**

The Coaching Practicum is an evaluation based on the ICF Core Competency Markers. Each participant will coach a colleague for 30 minutes while being observed and then receiving feedback from a Certified Coach and peers in the Practicum.

## **CoachVille Coaching Techniques**

There are several techniques that are essential to CoachVille coaching: Role Play, Pivotal Moment, Co-Create Awareness, Plan-Play-Grow and Elevate the Supermind Connection.

The first three techniques here were already explained in the CoachVille coaching Framework: role play, pivotal moment and co-create awareness.

You will learn and practice all of these techniques in the Play Life program.

## **YOU {The one doing it}**

Coaching is a personal relationship between a coach and a player. Coaching is not a “generic” service or transactional relationship. YOU matter. The “YOU” that oozes out of you – metaphorically speaking – has a HUGE impact on your players' experience of coaching. Remember... they are observing you as much as you are observing them. So you need to be prepared to bring “all of you” to every coaching session. The truth is it will happen even if you don't want it to!

Here is a vintage Thomas Leonard Venn Diagram...



### **Who you are (Qualities)**

Who you are is a combination of who you were born to be and who you have become through the challenges you have faced and the choices you have made.

### **Where you're at (Path of Development)**

Where you're at refers to the accumulation of your experiences and knowledge.

### **How you live (Life, Lifestyle)**

How you live is about how you see the world and how you express your uniqueness.

### **Understand the 5 types of conversation / 4 within a coaching session**

This may be one of the most important distinctions in the field of coaching.

It is something that makes a CoachVille Coach very different than other types of Life Coaches. I am going to give you the basic idea here. Then you will discover it in great detail throughout your experience as a player and coach.

**Let's say there are five kinds of conversation and 4 that apply to Life Coaching Sessions:**

- 1) **Passive conversation** – this is talking about whatever to experience belonging; “chatting”; this is a lot of Human conversation. It is very important for relating but not strong enough for Life Coaching.
- 2) **Reporting conversation** – this talking about events that happened for the purpose of sharing information and co-creating belonging. This is probably the most common form of Human conversation. It is very important for Human connection and cooperation; but we keep it to a minimum for great Life Coaching because #3 is more powerful.
- 3) **Reflective conversation** – this is talking about events from different perspectives with the specific purpose to gain awareness. It co-creates cooperation, belonging AND growth. This is a staple of Life Coaching Conversations
- 4) **Pro-Active conversation** - this is talking about how to do something; how to do something better; a plan to do something; a strategy; brainstorming. It builds deeper belonging and starts a shared experience. This is essential to a great Life Coaching Conversation.
- 5) **ACTIVE conversation** – This is when you actively do something or practice something in the conversation. Examples include doing a Role Play or a shared visualization; this creates a powerful shared experience and promotes profound belonging, enhanced co-creation and rapid growth. When we play together, we grow together. This is how coaching works.

Most Life Coaches do mostly type #2 and #3 with a little spritz of #4. This is pretty tame Life Coaching. When you have a lot of reporting and reflective conversation and then jump into a quick pro-active (planning) conversation at the end, it will generally be quite tepid; planning to do more of the same.

As a CoachVille Coach you will co-create ACTIVE conversations! You will provide a hearty mix of types #3, #4 AND #5 in most coaching sessions. This will be growth oriented and can be transformational for your player and sometimes for YOU as well. When you have a healthy dose of ACTIVE conversation, the Pro-Active part will be full of imagination, energy and bold moves.

## **ACTIVE conversation changes everything; figuratively AND literally.**

It will feel really strange at first and **it might freak you out**. (Actually, it's more likely than a might. LOL). Soon, you are going to love it; you will realize that you are doing something special.

Let's play!

### ***How to Learn How to Coach***

Whoa! There is a lot to say about this topic. I will share just a few points for the purposes of helping you jump into the coaching class experience.

First, it takes over 100 hours of coaching for most people to go from bad to good; many more to go from good to great. This is a real conundrum because no one wants to be a “bad” coach for the person they are coaching; especially because most of the time when we start out we are coaching someone we know!

This is where the Coaching Guides come in! By following the Guides you will co-create a good – sometimes even great – coaching session way before you are good at it!

Coaching is a performance art. It is a LOT like learning to play music. When you first start learning there is a LOT going on. You are learning how to make sounds with the instrument, you are learning the techniques of the instrument and you are learning how to read and understand music; then after a lot of practice you figure out how to put these three things together with your personal artistry to create music that expresses you in a meaningful way.

When you learn an instrument, your desire is to make music; you have heard other people play and it sounded so beautiful. But when you play, it doesn't sound like that! This is why there is music for a new player that allows them to learn all of these things a few steps at a time. And with a little practice they experience music that is fun to create and pleasing to listen to.

Following this metaphor, the Coaching Guides are like the “music for new coaches”. At the same time they are fun for experienced coaches who want to learn a new style of coaching.

Let's explore this metaphor a little closer. We will use learning to play the piano as a quick and relatable example.

On a personal note: as I have mentioned before, my mom was a piano and voice coach and her music studio was right below my bedroom in our home. So I heard this process happening every weekday for over 10 years!! It works... and it is truly amazing how people can transform through coaching.

To learn how to perform music on the piano there are a few distinct steps. But we generally learn simultaneously.

1. Learn how to read the notes & chords on the paper
2. Learn how to make sounds on the instrument
3. Learn to practice and play a song
4. Learn how to perform a song for an audience

| <b>Learn to perform piano</b>                 | <b>Learn to coach</b>                                                                                                               |
|-----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|
| 1a) Learn how to read the notes on the paper  | 1a) Learn the coaching skills / superpowers                                                                                         |
| 1b) Learn how to read chords etc.             | 1b) Learn the coaching proficiencies                                                                                                |
| 2) Learn how to make sounds on the instrument | 2) Learn coaching techniques                                                                                                        |
| 3) Learn to practice and play a song          | 3) Learn the steps of the Method and how to follow a Coaching Guide to create a complete coaching session; practice with a partner. |
| 4) Learn how to perform a song                | 4) Learn to co-create coaching sessions with a player                                                                               |

What most coach training programs do is steps 1a and 2; they skip steps 1b, 3 and 4.

This would be like teaching you how to read a sheet of sequential notes and play them on the piano (like the scales if you are familiar with music) ... then they say: “OK, go and make music for people!”

You would say: “WAIT! I don’t know any songs, how can I make music?”

## **The Coaching Guides are the songs.**

### **HOW TO PRACTICE AND LEARN THEM DEEPLY**

1) The BEST way to practice is to read each coaching guide OUT LOUD several times. You need to get the feel of the words in your mouth, in your ears and in your brain. After a few read through’s you will be able to follow the guide and put your attention on your player at the same time with ease!

2) There will also be a pre-class recording where I read the Coaching Guide for you. Listening to these a few times will also get the “music” into you faster.

3) Then in class you will practice with your coaching partner. This is your time to practice with another person. This time is for YOU to get the feel for the guide and how to observe another person as they respond to what you are exploring. This is your time to follow the Guide and NOT to worry too much about the special needs of your partner. They need to step up and be a player so that you can practice coaching.

4) Then the next step is to follow the Guides as you coach your practice players. Here you practice observing your player within the structure and content provided by the Coaching Guides.

Then... and this is the important part...

5) They will become a part of you and you will be able to perform them naturally.

6) Then... you will start to perform them with your own interpretations and styling (sort of like jazz piano)

7) You will create your own music; AKA coaching guides that you write for yourself that become your coaching methods!

### **Perceptive Observations**

Another point about life coaching (actually ALL coaching) is that the MOST important thing that makes you good is the ability to observe your player at play and then share perceptive observations that help them gain awareness and play better. What the coaching guides allow you to do is take your mind off of figuring out what to talk about or what questions to ask and put it on listening deeply and observing your player.

Another aspect of the Coaching Guides is that they provide a pathway to “play jazz”; meaning they provide a basic structure that sounds good and then as your abilities improve you can improvise – add your personal flair and imagination – within the structure.

### **Practice bypassing your Industrial Mind!**

A BIG thing most people need to UNLEARN when they start coaching is the Industrial Mindset pattern of looking for a problem to solve. Most people in a conversation have a desire to be helpful by looking for a problem that they can help solve with some advice. This is a habit you need to pay attention to and practice bypassing because coaching is NOT about solving problems; coaching is about playing better. Following the guides will really help with this! The Guides will coax you toward playing together to play better and away from Industrial Age problems and tasks.

## **What to do in a coaching session while learning how to coach**

### **Follow the guide!!!**

Coaching is a co-created experience between a coach and a player. It is a very distinct experience. However, it looks a lot like a “normal” conversation and when we converse we tend to fall into comfortable conversational patterns like: friend to friend; colleague to colleague; boss to employee; parent to child; counselor to “counselee” etc. It will take a little practice to avoid falling into other patterns while you are coaching. You will need to be both patient AND vigilant to BE the coach.

It is a very good idea to set a specific time frame for the coaching session. This can be anywhere from 30 minutes to one hour; 50 minutes is very common for professional coaching sessions, 30 minutes is common for coach approach leader sessions with a team member. Some coaches like to do an extended session for the first session of a new “season” where you are clarifying the dream and desired experiences. In my coaching sessions I am usually hustling to try to complete the session within an hour because I get so into the experience I lose track of time. But I often have my next session with another player at the top of the next hour!

One thing that really frustrates people new to coaching “not knowing” what to talk about in a coaching session and this makes it very difficult to learn how to coach.

As explained above, we have solved this by providing clear Coaching Guides for your coaching conversations. These outlines will guide you and your player through a sequence of inquiries, this way you can focus your attention on two things:

- 1) Using the Skills, Techniques and Methods that you are studying. It is very effective.
- 2) OBSERVATION – you must cultivate your coaching presence which is the ability to put your attention on the other person and observe them on multiple levels while you are co-creating with them. Not worrying about how to orchestrate the whole conversation will allow you to practice this.

Follow the guides and you will co-create great coaching sessions with your players.

## **How to do a great coaching practice session**

**(In class with your partner or with your self-study buddy)**

- 1) You will both get to be Coach and Player. So choose who will be the coach and who will be the player in the first session
- 2) Get RIGHT INTO the coaching – skip the traditional small talk
- 3) When you are the Coach - **Follow the Coaching Guide**

Ask the questions and then BE CURIOUS to clarify what your player is sharing. Focus your attention on deeply observing your player.

4) When you are the Player, DO NOT READ GUIDE – just be real, be yourself; tap into your desire to play for your dream.

**A few more points for when you are the coach:**

1) The questions and exercises are a guide so you can focus on being the coach; rather than trying to think of what to ask or do next.

2) Follow the Guide! BUT don't treat it as a task or a test to finish it all before you run out of time.

You can think of it like an actor performing in a play. When you observe it, it looks natural. You don't think: "Oh, they are only reciting lines."

Or you can think of it as a singer performing a song. They are creating an experience for you. You don't think: "Oh, they are only singing the notes on a page that someone else wrote".

3) As you talk with your player about each inquiry, allow your intuition to pop with insights and follow up questions. BUT don't go too far down a "bunny trail". Follow your intuition for a few moments and then move to the next inquiry.

4) Stay on track and stay loose at the same time.

This takes some practice, but you will get it.

5) HOLD YOUR TONGUE if you feel the urge to tip or fix the situation!

Tipping is for waiters and waitresses - NOT coaches

Tipping - is when your player shares something about their situation and you think you have a good, quick solution....

"Did you ever try..."

There IS a time and place to share solutions and ideas. This will come when you are role playing or exploring pivotal moments together.

This is GREAT practice.

**An important point for teleclass participation:**

You WILL NOT have enough time to do the whole coaching guide during the practice time in class. Your instructor will advise you about which sections to focus on during in-class practice.

Also, you will want to stick closely to the guide and avoid going too deep into any one inquiry. When you get into it you will see that it is possible to do a quick version or a deeper version of each Coaching Guide.

Do the quick version with your class partner; do the deep version with your players.

Also, if both you and your class partner can do it, meet up outside of class to finish the parts of the guide that you didn't get to while in class.

## How to use the Coaching Notes Playsheets

**The MOST important thing to focus on while you are coaching is your player!!**

At the same time you need to be able to look at your Coaching Guide and Coaching Notes Sheet. This is like looking at the music while you are playing a musical instrument.

The Play Life Coaching Notes Sheet is also great because it follows the flow of the Coaching Guide and it gives you a visual of the session.

With a little practice you can coach the session with just the Coaching Notes sheets and you won't need the Coaching Guides.

When you master these elements you will then be able to focus only on your player – sort of like a musician learning to play with total creativity and presence because they KNOW the music.

**A Note about notes:** While you are in a coaching conversation it is a good idea to make a few notes HOWEVER... it is not like a class or a dictation! You do not need to remember everything they say.

After each session, look over your notes sheets for anything from the conversation that you know is important but that you didn't write down during the session.

## Team Play for Transformation

Included in each program are a Player Playbook and a series of audios that correspond to each coaching session. Sharing these resources with your players will significantly increase the value of the coaching experience with your players! Your players will come to each coaching session knowing the focus of the session and prepared to jump into it with you.

While coaching is about guiding another person to play better, the situation is that most people have no idea how to PLAY Life or Business or Career etc. so often people confuse life coaching with counseling. The resources will provide your players with a little bit of information and concepts that they need to understand to get into playing for their dream rather than focusing on their problems.

The idea is that in your coaching sessions you don't want to spend your precious time together explaining concepts. The playbook and audios take care of that for you!!

You and I make a great team!!

## *Coach Mission #0: Recruit 3 Players*

### Outline:

**1) Introduction:** You are on a mission!  
The What, Who, Where and How of recruiting players.

**BIG POINT:** hosting conversations where you invite people to share their BIG Dream with you is absolutely a fundamental occurrence of your life as a coach!

**2) Power Up:** Make your REACH OUT plan and DO IT!  
(sample messages included in this playbook)



You can include this audio by Coach Dave with your “reach outs”:

[Link to play life exploratory invitation](#)

Consider your replies to the reach out and schedule your exploratory sessions.

3) **Game Action:** Conduct exploratory conversations with your potential players. A detailed Conversation Guide is included in this playbook. Read it over a bunch of times before you use it to get familiar with the flow.

4) **BIG WIN:** A potential player says: “YES!”

5) **Find the fun!**

### **1) Introduction: You are on a mission!**

Recruiting good players needs to become one of your favorite activities in life. So consider this the start of lifelong adventure. For real!

You are on a mission to become a Play Life Coach. To do this you need to reach out and schedule exploratory conversations with potential players.

**NOTE:** Even if you reach out to someone who wants to say “Yes” before having an exploratory conversation, I recommend that you have the exploratory conversation anyway. This is good practice and you can make sure that you are both set up for success.

To become a great coach you need to coach a lot of players! Coaches are ALWAYS looking for good players. Then they set out to help them become GREAT players.

To enjoy a successful class experience we recommend that you recruit 3 “practice” players specifically for the Play Life program.

**HINT:** If you register for class early, it is a great idea to start this process before the class officially starts!

**A quick note about game card badges:** in all CoachVille classes, you earn points toward your Coaching Superpowers Badge through coaching activities and conversations. You earn points toward the Method Badges – Like the Play Life Badge for example – by applying the concepts in your own life.

### **WHAT you are recruiting them to do with you.**

As we move beyond the Industrial Age of Control into the Connected Age of Play more and more people are yearning to play BIG in Life. They want to express their talents (aka Superpowers) to contribute to the lives of others. Their dream is their Hero’s Journey call to adventure out in the world!

However, the Industrial Age was pretty harsh in the way it programmed people to suppress their unique qualities and to fear mistakes. So when they step out to really express their value they are going to bump into FEAR which will lead to frustration. In the Hero’s Journey this is the refusal of the call and it happens EVERY DAY.

You have people around you who are ready to play BIG but they need a pathway to transformation. They need a great coach. **They need YOU to ask them to be your player.**

## **You are recruiting them for a 12-session coaching engagement.**

- If you are in the teleclass then we recommend you do the engagement in 12 weeks.
- If you are in the self-paced program then the timing is up to you. I enjoy doing 3 sessions per month; doing the 12 sessions over a 4 month period.

In each coaching session you will have a 1-1 conversation with your player. These conversations can be over the phone, face-to-face or via any other audio/video connection tool. 45 minutes is a good time frame for each session though it can be done in 30 minutes if time is a constraint for you or your player. While it is VERY easy to stretch these sessions into an hour long conversation, aiming for 45 minutes will keep you AND your player focused on the topic at hand.

Note: Texting or messaging back and forth for 45 minutes will NOT match these requirements.

For each session, you will have a detailed Coaching Guide with questions to ask, ideas to share and visualization practices to guide. You will practice each session with your class partner in class (or self-paced buddy) before doing it with your practice players.

Also each session will have a 15-20 minute “Prep Audio” from me, Coach Dave, that you can send to your player with a few key ideas that will help you dive right into the coaching when you have your sessions. Team Play for Transformation!

We also recommend checking in with each player at least once each week in between coaching conversations via email, text or whatever means both you and your player like to connect.

### **What about the money?**

If you are new to coaching then we recommend coaching your practice players “pro bono”. If you are a seasoned entrepreneur who is good at charging for things, then you are welcome to charge a fee. Using the Play Life Method, the value will absolutely be there even if you are brand new to coaching.

If you are a personal service provider adding coaching to your offerings, you may be able to charge your existing clients for coaching.

If you are an experienced coach, you can recruit new paying players for this engagement or invite 3 existing players to do this with you. However, I recommend that you plan to coach 3 players specifically using the Play Life Method rather than blending it with what you are already doing. This will help you learn the Method AND it will set you up to add 12-Session Play Life Coaching engagements to your business model. SMART!!!!

### **WHO to Recruit**

The Play Life Method is DEEP coaching; it requires a blend of openness AND tenacity. So you need players who have a STRONG desire to stretch their comfort zone in pursuit of their BIG Dream to contribute to the lives of others in a YOUUnique way. We say that FEAR is like a treasure map to our Superpowers.

You honor someone when you offer to coach them. Think of it as the highest compliment.

Who do you know who is doing good things and seems poised to step into greatness? Who has great potential to be a difference-maker... a game-changer?

Who do you know who has the desire to play life at a higher level or live a new Dream?

Having a coach is a choice people make when they have a dream to play BIG, perform at a higher level or step into a new possibility.

Who is up to something big AND ready to go DEEP? Think of people of all ages; of all levels! Don't only think of people younger than you are; or "lower" than you are on the "status ladder".

Do **NOT** look at your existing connections and think: who has lots of problems and "needs a coach"? Coaching is NOT an intervention for problems!

This is not to say that good players don't have any problems! Of course they do. However, while some people just seem to have problems, players have challenges that arise out of their DREAM to play BIG. These are the type of challenges we want to explore with the Play Life Method.

YOU do NOT need to be an expert in what the player is doing. Life coaching - and specifically the Play Life Method - is powerful without specific subject matter experience. **Note:** When you move into high-end professional coaching the best plan is to combine Life Coaching methods – like the Play Life Method - WITH subject matter experience.

Another thought...

Look for people who never really "fit in" to traditional structures where they needed to comply to do well. These folks could be poised for greatness in the Connected Age where curiosity, creativity and contribution are replacing command, control and compliance. These folks will LOVE the Play Life Method.

## **Where to recruit**

This will depend on your situation. A little later in this playbook I will share with you some sample "REACH OUT" messages that you can use.

## **There are 3 basic scenarios:**

**A)** You are a manager / leader and you have a group of employees and colleagues from which to recruit your 3 players.

Extend a personal invitation to the people you want to coach.

**IMPORTANT:** When coaching folks who work for you, you must obtain express permission from THEM to coach them AND you will need the 30 minutes per week of established 1-1 coaching time.

**ALSO IMPORTANT:** The Play Life Method is DEEP, as I mentioned before. So you will want to choose folks with whom YOU are ready for vulnerable conversations.

**B)** You are already coaching or providing a professional service to clients.

In this case you have client pool from which you can recruit 3 players. If you want to recruit from your existing clients, you can offer them the opportunity to coach with you using a new format for 10 coaching sessions over a 3 month period. It will be important to let them choose to engage in this new approach with you.

C) You are an awesome person learning a new coaching method.

In this case you need to recruit 3 players from your network of friends, colleagues and social connections. You have colleagues or friends who you can reach out to personally.

Many students use Linked In, Facebook or email to find their potential players using an “opportunity post”. Also, even if you have a group of people right around you, you may want the experience of opening up to coach people who come through your social connections. Remember!!! It is PLAY. Sometimes opening up to a bigger world can really spice things up nicely.

**Important!** Your CoachVille class colleagues do NOT qualify as practice players. The idea is for you to go boldly out in your community – geographical or virtual – and recruit players!

## 2) **Power Up: Play plan your recruiting mission and REACH OUT!**

- Read this guide with sample REACH OUT messages
- Make your plan to reach out to your potential players and invite them to talk with you.
- Do your reach out.
- Share about your approach on the game card.

### Sample REACH OUT messages

*Replace the text that is **highlighted in yellow***

#### **Invite someone you know:**

“Hey **Sally**, I am participating in a 3 month Life Coach Training program called Play Life and I am recruiting 3 amazing people to be my players while I am in the program. The Play Life Method is loosely based on the Hero’s Journey. We will unleash your playfulness and expand your ability to influence the world around you. What if we discovered that your Superpowers are concealed behind your common doubts and fears? It is VERY possible.

We will have 12 weekly 45-minute coaching sessions as part of the engagement. I think of you as someone playing big and I would love to set up an exploratory conversation to see if this is a fit for you. It is going to be great fun.

You can listen to this 9 minute audio by Coach Dave who created the program to get a little insight into what we will do together.

Are you interested? Let me know.”

#### **Example opportunity social media post:**

I am taking a Life Coach Training program with CoachVille called Play Life. I am very excited about it! I am looking for 3 “players” for a 12 Session **pro bono** coaching engagement over a 3-month period. Each session will be 45 minutes.

The Play Life Method is loosely based on the Hero’s Journey. We will unleash your playfulness and expand your ability to influence the world around you. What if we

discovered that your Superpowers are concealed behind your common doubts and fears? It is VERY possible.

Together we can do it.

You can listen to this 9 minute audio by Coach Dave who created the program to get a little insight into what we will do together.

If this sounds like you please contact me so we can set up a brief exploratory conversation. It is going to be really fun and potentially life-changing. I only have 3 openings so please respond quickly!

If you know someone who might love this, please pass it on to them. Thanks!

**Here are a few “catch phrases” that describe the Play Life Method that you may want to weave into your message.**

- Unleash your playfulness to expand your influence in the world
- FEAR is like a treasure map that leads to your Superpowers.
- To go bigger out in the world, you must go deeper into your SELF
- You can practice life and go confidently in the world for your Dreams

\*\*\*

Use these samples to craft something that sounds like you AND uses some of the Play Language.

Then send it out! Don't wait for perfection.

### Share on your Game Card



A **POWER UP** is an activity where you listen, read or do an exercise and then share your insights and/or plans.



**Coach Mission #0:** *I read Coach Mission 0 the Coach's Playbook (Pages 67-79). Here is my plan to recruit 3 players for Play Life Coaching...*



**WHAT TO SHARE:** Share a few details about your REACH OUT plan. If you want, share the content of your reach out message. It may inspire one of your classmates.

### 3) **Game action:** Recruiting conversations with potential players

Receive the replies you get to your “reach out”s and schedule exploratory sessions with your potential players!

- **PRACTICE!!!**

- Read this section and PRACTICE the Conversation Guide; read it out loud a few times. It is structured like the Coaching Guides that you will use in class and with your players. We call it a “Conversation Guide” because at this stage you are not officially coaching them yet.
- This Coaching Guide is in your [Play Life Coaching Guide Book](#) (Page 4)
- Use it to talk with your potential players;
- Play for “YES! I want you to be my coach!”
- Share about your experiences on the game card.
- HINT: Share about it on the Gamecard even if you are they don’t say “Yes”.

## Introducing the “Recruiting” Conversation

[Here is an audio demonstrating the Exploratory Session](#)

The next step of this mission is to have a brief exploratory conversation with each potential player. This is important because coaching should always be a mutual agreement between the coach and the player. You can only coach someone if they want to be coached by you AND you believe in the dream they are playing for.

This exercise is powerful for your life as a leader as well as a coach because you are practicing relating for influence. Some of the most important moments in life are when we are making an “ASK” where you are playing for influence and a mutual “YES!”

This Conversation Guide will provide a simple structure for this conversation. Also, it is similar to the coaching outlines you will use in class so it will set a positive tone for the relationship.

Remember, YOU are the coach. So:

- A) You need to guide the conversation
- B) It is mostly about asking questions and listening. You don’t need to say too much!
- C) At the conclusion, YOU must choose if you want to coach this person.

If you are a “yes”, then ask them if they want to be your player. Your aim is for them to say “YES!”; If you don’t want to coach them, don’t ask them.

### What to look for in the moment of choice.

In the conversation outline you will do a lot of listening. As you are listening you want to check in with your intuition. This is an essential coaching skill so you should start learning it right now!

Wonder to yourself:

- Do I have a good connection with this player?
- Do I support the dream they are playing for?
- Will I enjoy coaching them?
- Or will I at least enjoy learning something by coaching them?

It is OK if you think they will be a challenge, as long as you will enjoy it in some way. It is OK if it will stretch your comfort zone or require you to look at things from a new perspective.

Avoid taking on a player if you think it will be a “rescue mission” for someone in trouble.

## **PRACTICE!!!**

Read the conversation outline OUT LOUD a few times to get used to saying the statements and questions!

You don't “say” the numbered lines to the other person; **NOR the statements in RED.**

You only say to them the lines that start with **Say:** and **Ask:** .

### **\*\*\* Recruiting Conversation Guide \*\*\***

**You are the coach, so start the conversation by guiding it right away.**

#### **1) WELCOME**

**Say:** "I am looking forward to doing this session with you. I really appreciate you and I can't wait to see what we discover together. It will take about 30 minutes.

**Ask:** Are you ready to go?

**{Coach: wait for them to say: YES}**

**Say:** "OK. Let's go. So as I mentioned I am participating in a Life Coaching Training program at CoachVille called Play Life and they are really big on looking at business, career and life as a playing for your dream. My role as the coach is to help you play better, unleash your superpowers and step into new possibilities as you pursue this dream."

#### **2) COACHING PLAN ~ Discover the Dream**

**Ask:** If you looked at your life / business / career as living your dream...How would you describe your big dream is right now?

**{Coach: listen and ask any curious questions that pop up for you}**

**Discover their definition of success**

**Ask:** What does success look like for you over the next **3** months?

**{Coach: listen and ask any curious questions that pop up for you}**

#### **3) PRACTICE / PLAY TOGETHER ~ Explore the Gap**

**Say:** In coaching we are always looking for the GAP between how you are playing now and how you imagine that you can play for this dream.

**Ask:** How do you see yourself playing bigger or better or exploring new possibilities?

**{Coach: listen; stay judgment-free; people are yearning to talk about seeing themselves as really BIG but they rarely feel the encouragement or safe space to do so; some people will talk about possibilities others will start sharing about challenges or obstacles}**

**Ask:** What are some activities that are pulling you outside of your current comfort zone?

{Coach: listen; stay judgment-free; again **AVOID AVOID AVOID** offering solutions!!}

**Ask:** Anything else come to mind?

### **Find/Articulate the “Drama” / BIG Growth Opportunity / Challenge**

**Say:** In coaching we like to look at playing for your dream as a Hero’s Journey. So there is always some drama in the form of a growth opportunity or challenge.

**Ask:** How would you describe your big challenge or growth opportunity using epic adventure language?

{Coach: this is meant to be fun; you may need to help them get into the spirit of it}

**Say:** Let’s have some fun with your imagination

**Ask:** Are there any aspects of YOU – like creative ideas or talents - that you would love to bring out into the world in a bigger way?

{Coach: listen and then **have fun with them**; encourage them to dream bigger

**IF** you know them **OR** you sense something about them this is a great opportunity to champion what you see in them }

**Ask:** In the Play Life Method there is a saying that the Human spirit of play is one of the most underutilized resources in the world today. What would it be like if we unleashed your Spirit of Play?

{Coach: listen with your energetic presence; it will be very interesting to see where they go with this question. This is where you pump them up with the possibility that having a Play Life coach like YOU will make a big impact on their dream!}

## **4) GROWTH MODE ~ Moment of Choice**

{Coach: Here you have to choose! Do you have a good connection with them? Does something about them intrigue you as a learning opportunity for you?}

**If YOU are a “YES”:**

**Say:** I love your Dream and I think we could have great success together.

**Ask:** Would you like to be one of my players?

If they say “yes”, move on to #5A. If not, skip to 5B.

If YOU are a “no”, skip to 5B.

## **5) PLAY PLAN**

### **5A) CONFIRM THE COMMITMENT**

**Say:** Excellent. I just want to confirm that you are committing to meet with me for about 50 minutes each week. If we can’t do a session one week for some reason, we will try to make it up as soon as possible.

**Ask:** Are you good with that?

{Coach: wait for them to say: YES}

**Say:** Let's get our first two sessions on the calendar now.

{get your first 2 sessions set up in your calendar for as soon as possible after the start date for the program}

5B) If either of you say “no”: thank them for their time.

**Say:** I have learned a lot from this conversation. Thank you. But I don't think we are a good match for coaching together. Thanks so much for your time today!

\*\*\* Playbook continues \*\*\*

### After the conversation

No matter how it turns out, share about your experience on your game card.



A **GAME ACTION** is an activity where you do something in the world and then share about what you did and what you learned.



*Coach Mission #0:* I just had an exploratory conversation with a potential player. This is what happened and what I learned...



Share

**WHAT TO SHARE:** Share a few details about your experience in the conversation. What did you learn?  
REMEMBER: if you got a “YES” response share about that on the **BIG WIN** tab.

After you share about the exploratory conversation in the GAME ACTION tab, a BIG WIN item will pop onto your game card.

WHEN one of your potential players says: “Yes”, click through to the BIG WIN tab on the game card and share about that as well.

### Relating the Exploratory Questions to the Human Situation

In this conversation you are talking with your potential player about their dreams, about being playful, about their unique abilities... exactly the things that have been squashed, shamed and silenced by the Industrial Culture.

Don't expect your potential players to be fluid in these explorations! It might be difficult for them. They may have no idea what to say.

This is OK!

It is not a test! There are no right answers. It is meant to be provocative and aspirational.

It is meant to spark possibilities within them.

When you ask these questions in an affirming way – as if to say: yes, of course you can do these things – it will start to wake up these elements within them.

A BIG key to coaching is to always remember that EVERY human has dreams, playfulness and unique power.

It is your role to create a safe space for the player to explore and practice and BECOME the version of themselves that expresses their power in the world.

In the conversation be gentle, empathetic and affirming that they CAN speak it and they CAN do it.

#### 4) **BIG WIN: A potential player says: YES!”**

This is something to celebrate!



A **BIG WIN** is when you get the desired result or experience from an action you take in the world. This is a BIG DEAL and we want to celebrate you!



*Coach Mission #0: I just signed up a player for Play Life Coaching! WOO HOO! This is why I am excited to coach this player...*



**WHAT TO SHARE:** Share a few details about your experience and why you are energized to coach them.



**POSSIBILITY!!** Whenever possible, share a photo of you in action celebrating with someone on your team!

#### 5) Find the Fun!

You know those fun adventure movies where the “hero” is putting a collection of people together with special skills to accomplish a mission together? Well that is YOU right now.

**Putting a team together is fun!**- As a coach or coach approach leader you are always looking for good players for “your team”. If your players are not necessarily going to play together they are still on your team so they will probably have some shared purpose even if they don’t know it yet. You may even want to find a way for your players to get together at some point either face-to-face or virtually.

You will probably want a variety of players with different dreams or different talents; it can be fun to put the right mix together.

**Treasure hunting is fun** – You can think of every person who signs on to coach with you as a treasure. Looking for them can be really fun. You are looking for game changers to share a powerful experience with you. Finding the right players can be a fun adventure.

**Recognition is fun** – People love to be seen and known for who they really are – A BIG Player in Life. This is what happens when you reveal their BIG DREAM in life and the BIG Purpose they can pursue by playing rather than working or controlling. Being recruited is a form of recognition.

### **Transformations from worker to player**

| <b>Industrial Control Mindset (the old way)...</b> | <b>Spirit of Play Mindset (the new way)...</b>                                                                                                                                                                                                  |
|----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| You work alone and don't bother anyone.            | You find your players through personal and social connections. You leverage your relationships and network in your search for good players. You are not alone. You are part of a vibrant community and YOU are the coach in this community now. |

### **Coaching Notes for the Exploratory Session**

The main purpose of the exploratory conversation is to figure out if you would like to coach this player.

- You know you will enjoy coaching them
- You know you will learn a lot from their situation
- You know they will love the Play Life Method and will make great progress

Any one of these 3 is good enough!

The secondary purpose is to set the stage for Life Coaching

- Focus on their dream
- The use of play pattern language
- Exploring growth opportunities

And along the way they start to get a feel for the structure of a coaching conversation and the types of questions you will be exploring together.

LOTS of good things.

The main thing is to co-create the feeling that you will be guiding them but not telling them what to do. This is confusing for some people at first because somehow they got the perception that a Life Coach tells you what to do.

Another key, that we will talk about more in the Session 1 notes is to be really pro-active in the conversation sharing observations WITHOUT giving the idea that you are going to try to fix them or solve their problems.

### **The Drama**

This part is meant to be really fun. You may need to coax them along a little bit. You want them to get the idea that this is going to be an epic adventure with you as their guide. EVEN if they just do the things they were doing before – like going to work each day – with you as their coach it is going to take on a lively new feeling.

## The Spirit of Play

Most people have no clue what their spirit of play can do in the world. The point of talking about this is to spark their conversation and whet their appetite!

### CHOOSE

Most people are fun to coach even if they are a challenge; there is almost always a valuable growth opportunity. However, if you get a bad vibration from someone or feel that they are really not open to personal growth, then I recommend not taking them on as a player; not even as a pro bono player.

Coaching is meant to be FUN!

## Sample Coaching Agreement

Feel free to use the text of this agreement completely or as a starting point for your coaching agreement. Also, there are two additional examples in your class syllabus.

If you are jumping right into professional coaching – even if it is pro-bono – it is important to have an agreement.

If you are going to use your coaching skills as a Coach Approach Leader, preparing an agreement or not is up to you; The benefit is that it will let your player know that you are intentionally adding this new element to your relationship.

**\*\*!!\*\*** Agreement text starts here

Coach **YOUR NAME** – **Champion of Dreams!** {Your Tag Line}

### PLAYER / PLAYER COACHING AGREEMENT

Welcome as a player! I look forward to being your partner in creating the life you desire by playing BIG and winning on your own terms! I'm not big on rules – but here are a few things that honor the professional nature of our relationship.

### PLAYER / PLAYER FEE POLICIES AND PROCEDURES

FEE: There is **no fee** for coaching while I am a student in the {class name} class.

### DEFINITION OF SERVICE

- a) CALLS: Our agreement includes weekly 50 minute conversations.
- b) Check in calls during the time in between our coaching sessions. These calls will be 5-10 minutes.
- c) Email: I am available by email for questions and “sharing”: news, insights, challenges, and accomplishments. I will typically reply to these communications within 24 hours, though if my travel schedule has me out of the office for an extended period it may be a few days longer.

### LENGTH OF AGREEMENT

Our agreement is for **12** weeks; with an option to continue if you want to continue on as my player for my next Coach Training class.

### PROCEDURE

For our official coaching sessions **I use a flexible schedule**. We will set up our next appointment each time we talk. For our check-in calls call me when you have a few free minutes during the business day.

## CHANGES

If you need to reschedule your session, please give me at least 24-hours notice. Occasionally I may need to reschedule and I will give you at least 24 hours notice as well. If an emergency occurs for either of us, we'll work around it and reschedule.

## PROBLEMS

If I ever say or do something that upsets you or doesn't feel right please bring it up. I promise to be open to anything you need to say and I will do my best to make it right.

## CONFIDENTIALITY

I recognize that certain information of a confidential nature may be shared during our sessions. I will not use this information for personal gain or disclose this information to anyone else without your specific approval.

## THE NATURE OF THE RELATIONSHIP

Our coaching relationship is not to be considered psychological counseling or any type of therapy.

## The MOST IMPORTANT THING

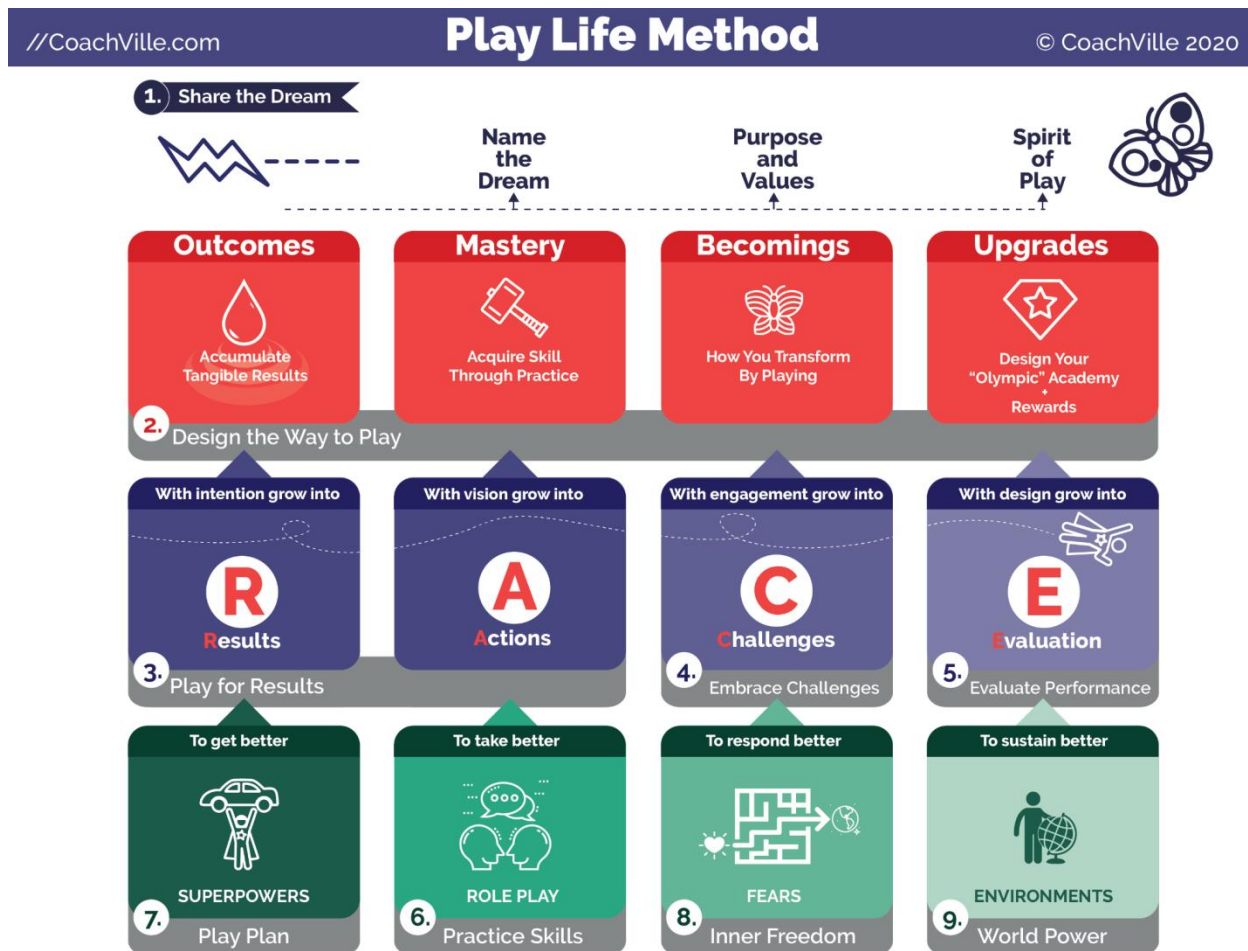
The most important thing is that you are ready to play and win the games of your life on your own terms. I cannot play the game for you. I will support you and challenge you in every way that I know. When you win, we both win.

|                                 |             |                                     |             |
|---------------------------------|-------------|-------------------------------------|-------------|
|                                 |             |                                     |             |
| <u><b>Coach Name</b>, Coach</u> | <u>Date</u> | <u><b>Name</b>, Player / Player</u> | <u>Date</u> |

\*\*\*!!\*\* Agreement text ends here

# 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                                                                                                                                                   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Step #1) Share the Dream</b><br>Clarify the BIG Dream, the experiences they are playing for, the purpose of those experiences; Explore values.                               | <b>1) Creative self-expression</b><br>This is WHY you play. Make sure the DREAM has real purpose for you and expresses your values.                                           |
| <b>Step #2) Design the Way to Play</b><br>Identify the Objectives: Outcomes, Mastery, Becomings and Upgrades;<br>Identify the RACE: Results, Actions, Challenges and Evaluation | <b>2) Play Plan for results and Peak Experiences</b><br>You know what you want to accomplish. Next you can create and your approach to doing it.<br>Make it PLAY... not work. |
| <b>Step #3) Play for results with actions (and observe your player)</b>                                                                                                         | <b>3) Play for results with Actions</b><br>Find the fun in everything experience that                                                                                         |

|                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 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.                         | is part of your dream.<br>Enjoy practicing pivotal conversations with your coach. Experiment with new ways of being.<br>Be aware of your desired results but keep your focus on playing.                                                                                  |
| <b>Step #4) Embrace challenges</b><br>Teach Resourcefulness with support and challenge. Explore your players’ choices and fears.                                                                                                                        | <b>4) Respond to challenges</b><br>Get the best result possible from the situation. Notice the fears that you experience while playing.<br>Embrace what you are feeling; Know that every challenge overcome will make you a better player.                                |
| <b>Step #5) Evaluate what matters</b><br>Evaluate results and feedback with judgment-free awareness; Highlight opportunities for growth. Celebrate!                                                                                                     | <b>5) Devour Feedback</b><br>Look at everything and learn from results, messes, mistakes, failure and success. Celebrate.                                                                                                                                                 |
| <b>Step #6) Practice Skills</b><br>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.                                                            | <b>6) Pursue Mastery</b><br>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.                                                                              |
| <b>Step #7) Play Plan</b><br>Co-create the strategies and approaches with the player that leverage and unleash their superpowers.                                                                                                                       | <b>7) Get strategic about your approach</b><br>Make the most of your abilities; Be open to discovering your hidden Superpowers. Be smart about how you go for the results you want.                                                                                       |
| <b>Step #8) Expand Inner Freedom</b><br>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”. | <b>8) Step out of your preservation zone</b><br>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.                                                               |
| <b>Step #9) World Power (Design a winning environment)</b><br>The environment always wins; Help your player create the conditions for sustainable success                                                                                               | <b>9) Co-create and Accumulate Resources</b><br>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. |

## 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.

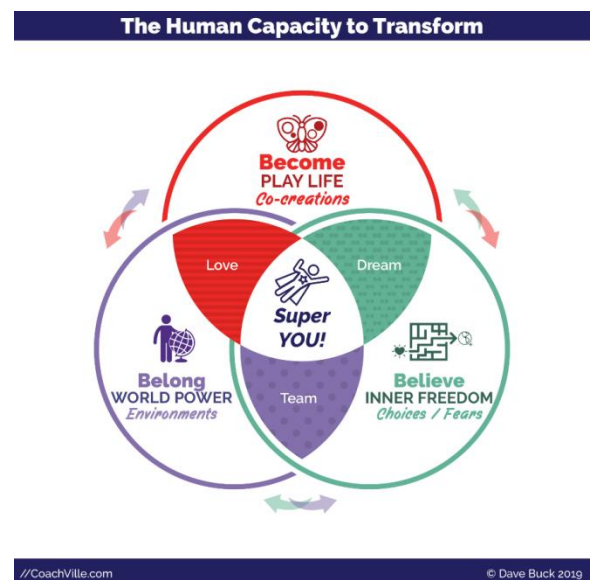
### Play Life and the CoachVille Curriculum

The Play Life Method is one of a trilogy of methods designed to co-create transformation by unleashing the superpowers of Human Nature within the player.

(While the Industrial Culture works feverishly to control them!)

This little diagram maps the three methods to the three superpowers of Human Nature that we have explored a few times: Become – Believe – Belong.

The Play Life Method is especially focused on exploring and unleashing the Urge to Become. Specifically, the ability a person has to Become the next version of themselves as they Play for their dream.



We focus on how to co-create Peak Experiences vs. attempting to control situations and life itself. We play and coach life by playing together. We play and coach to LOVE life and the world around us. We play and coach for a Dream that we believe in. We play and coach to unleash and become the Super YOU version of ourselves.

We focus on restoring our Human Playfulness; that is / was shamed in the Industrial Culture.

The Play Life Method includes aspects of the Inner Freedom and World Power Methods so it is an excellent place to start an adventure into Life Coaching and the CoachVille experience.

## The Play Life Adventure Log – How to use it

The big benefit of using a method is that it enables you to feel confident about what you are from the start of your first coaching session. The method has been used by thousands of coaches to create transformational experiences!

As you follow the Guide in each coaching session it is wise to make a few notes of key points. BUT, you do NOT need to take copious notes. It is not a class and you are not responsible for remembering everything your player says.

After each session pull out the Play Life Playsheet and find the session # that you just did. Write the date of the session and just a few key words to capture the essence of the session. This will enable you to get a quick recap on the entire series so far just by looking at the playsheet before each session. MAGIC!!!

The Play Life Adventure Log is a grid of 12 numbered sections for tracking coaching sessions. The sections are arranged in a 4x3 grid:

- 1. Share the Dream (Player Name, Date)
- 2. Outcomes (Date)
- 3. Results (Date)
- 4. Challenges (Date)
- 5. Evaluate (Date)
- 6. Superpowers (Date)
- 7. Role Play (Date)
- 8. Fears (Date)
- 9. Environments (Date)
- 10. Play Big (Date)
- 11. Play Big (Date)
- 12. Highlights (Date)
- 13. Next Dream (Date)

Each section includes a date field and a small icon representing the theme of the section. The grid is titled "Play Life Adventure Log" and includes the CoachVille logo and copyright information.

## The Backstory of the Play Life Method

I always like to start with my experience at the first ICF Conference in 1997. It was a small group of us in a hotel ballroom in Houston TX. The energy was electric. We were certain that together, Life Coaching would change the world. I was probably the youngest person there at the age of 35.

Also in 1997, through a CRAZY set of events, I became close friends with Thomas Leonard, the founder of Professional Life Coaching and the ICF.

In 2001 Thomas founded CoachVille and I was his right hand man. He was the genius inventor and I was the teacher. In 2001, 2002 and up until he died in 2003 we travelled all over the place together leading CoachVille Coach Training Events about coaching and business building. It was a wild ride.

When he died in February of 2003 we had dozens of events on the calendar; I did all of those events solo over the next year.

By 2005 I had been a professional Life Coach for 8 years. I had coached hundreds of people. I had also been teaching Life Coaching to new coaches since 2001 when Thomas and I started CoachVille.

I was fully immersed in the Life Coaching field.

I was simultaneously, during that time, a high level soccer coach for a top University team; Seton Hall University. I was the Assistant Coach to one of my Soccer Heroes: Hall of Fame Coach Manny Schellscheidt.

One other little element to this story is that I grew up with a Performing Arts coach mom. Her music studio was right under my bedroom so I listened to her coaching almost every week day for 10 years!

In 2004 I hired Marshall Thurber as a coach. Marshall is one of the true geniuses of the Human Potential Movement. Marshall was – and still is – a staunch advocate of play.

One of the questions Marshall asked me in every session was: “What’s your method of coaching?”

I would say something like: I get on the phone with my client, start asking questions and wait for the magic to happen.

He would say: “That’s not a method”.

He was right of course.

This question really scrambled my mind. First of all, it occurred to me that Coach Manny definitely had a method. And it worked. We had great teams. Many players who played with us had a shot at turning pro because of Manny’s method of coaching the game.

I thought back on observing my mom all those years. My mom had a method! And it worked really well. Every student that stayed with her for even a few months – students from 6 years of age to 60 – all got better! I heard it happen over and over again.

Meanwhile, my results as a Life Coach were a mixed bag. Most everyone enjoyed the experience. Using the skills (and proficiencies) that I had learned from Thomas combined with everything I absorbed as a “Personal Growth Junkie”, I could get on the phone with a client and co-create a profound growth experience almost every time. It was amazing and rewarding. BUT... and it was a BIG “BUT”... only a small percentage of my players realized their objectives.

Something was missing, but I didn’t know what it was.

At the same time, I was getting a strong feeling that the Life Coaching field as a whole was veering WAY off course.

The profession was attracting a LOT of Therapists and a LOT of Consultants; all who thought it would be more rewarding to be a Coach.

But as a result, coaching was becoming more and more like a hybrid of Therapy and Consulting. In other words, we will talk about your problems then translate that into a strategic task list to be accountable for.

In my experience this was a really bad cocktail. And the energy and aliveness that we had in the 90’s was being sucked out of the profession.

Meanwhile...

At every retreat with Marshall we would spend most of the time playing interesting games that he invented. Then we would talk about how to apply what we learned from the game into our businesses. It was fun and illuminating. It felt more like real coaching.

Meanwhile...

Coach Manny and I had hundreds of conversations over the years – on lots of long bus rides – about how play and playfulness were essential Human qualities; about how you could apply what you learned playing soccer to your personal life.

And then... it just hit me!

Life is for play! Coaching is about playing better; that is what it has always been about.

Coaching soccer is about playing soccer better. And it helps if you have a method as a coach.

Coaching piano is about playing piano better. And it helps if you have a method as a coach.

Coaching life needs to be about playing life better! And I need a method to be a great coach.

With Marshall's guidance I came up with the first version of a Coaching Method in 2005.

It was called "Coach To Win" and it had five steps:

Step 1: Clarify Focus

Step 2: Personalized Teaching

Step 3: Expand Awareness

Step 4: Design Environments

Step 5: Evaluate

I started teaching it in our Coaching School: The Center for Coaching Mastery.

In 2008 I did a driving tour of USA – 20 cities in all - to talk to coaches everywhere about how we needed to reinvent Life Coaching with the Spirit of Play.

Most didn't really understand what I was saying. And that was probably because I wasn't explaining it very well yet.

BUT many people did get it! Many were equally frustrated with the "bad cocktail" of Humanistic Therapy and Project Consulting that had usurped the coaching profession.

After the road show I renamed the method: Coach Two Win. And I added a few steps; now it was 9-step method.

The big idea of the TWO was a play-on-words in English: the coach only wins when the player wins. This change also included the shift in language from client to player.

Consultants have clients. Therapists have clients or patients. Coaches have players. And – the most important part – ONLY coaches have players.

This was actually a BIG deal because the “Bad Cocktail” had brought Life Coaching to a terrible transactional place. The concept had emerged that as a coach your job is to show up and deliver a coaching session. What the client does with it is up to them and completely out of your hands; in fact you shouldn’t even really care what they do. Your job as a coach is to show up and deliver coaching sessions.

This troubled me greatly. Coaching to me is not a transaction; coaching is a relationship. AND you have to care about your players and what happens to them when they play. Coach Manny cared. My mom cared. Coaches are supposed to care!

I doubled down on Play.

I renamed the Method: The Play TWO Win Method.

Still with the play-on-words about Two.

I did another round of talks at ICF Chapters all over the US about how coaching is relational NOT transactional. I got a lot of standing ovations. And I got a lot of scowls; especially from folks who delivered impersonal, scalable, corporate coaching.

I carried on. Now 100% certain that the only way that coaching could fulfill it’s purpose to truly change the world and uplift the Human Family is if we rekindled the Human Spirit of Play.

Along the way I created the Inner Freedom Method and the World Power Method to complete a trio of powerful 9-step methods that a coach can use to A) co-create transformation AND B) as the foundation for a strong and reliable relational business model. People who hire a coach want results, growth and fun; not just coaching sessions!

Every time I taught the Play Life Method I got a little clearer and it got a little better.

The Play TWO Win Method was heavily based on game language. This resonated with me and a lot of other coaches as well. But there were some that could just never get comfortable with life as a game; there was a fair amount of resistance to encouraging competition and there were some that felt that games were trivial.

One time while teaching the class I started talking about it in a new way: You can play life as a game, or an epic quest or as a performance art.

This was a revelation!

EVERY student could find a place with one of those three ways to play. With this flexibility around play the class was free of friction and the energy flowed beautifully.

I changed the name to Play Life!

A few years earlier I hired Lance Secretan the amazing Corporate Leadership Coach. Lance’s big distinction is getting people and organizations to activate their soulful imagination by focusing on their Shared Dream rather than corporate mission.

It clicked in for me and I changed all of the “game language” to playing for a Dream.

We are all here to play together for our shared dreams. It all came together.

And here we are.

## **Let's Play!**

Whoa! We have come a long way already and our adventure together is just beginning.

Look out world... here we come!

### **Note to the coach about the playbook**

There are A LOT of concepts, ideas and perspectives in this playbook. There are a lot in the first few chapters and much less in the latter chapters. The Play Life Method is a very different way of approaching coaching and life and there is a lot to learn in the beginning. You may want to read the first few chapters a few times over the course of the program.

As we move along on our adventure the focus will shift from concepts to your own coaching experiences... and your deeper explorations as a player.

## **Chapter 01: Step #1) Share the Dream**

Every time that I look in the mirror  
All these lines on my face getting clearer  
The past is gone  
It went by like dusk to dawn  
Isn't that the way?  
Everybody's got their dues in life to pay

I know nobody knows  
Where it comes and where it goes  
I know it's everybody's sin  
You got to lose to know how to win

Half my life's in books' written pages  
Lived and learned from fools and from sages  
You know it's true  
All the things come back to you

Sing with me, sing for the year  
Sing for the laughter and sing for the tear  
Sing with me, if it's just for today  
Maybe tomorrow the good Lord will take you away

Sing with me, sing for the year  
Sing for the laughter and sing for the tear  
Sing with me, if it's just for today  
Maybe tomorrow the good Lord will take you away

Dream on, dream on, dream on  
Dream until your dreams come true.  
**-Steven Tyler (Aerosmith) "Dream On"**

## 1.01 Chapter #01 Prep

### Outline of Transformations and Discoveries

#### Step #1 Share the Dream

Name the Dream

Bring your purpose and values to your Dream

Bring the spirit of play to your Dream

Practice the 3 Breath Warm Up

#### Transformations

From – Talk is cheap

To – I Create as I Speak / Abera Ca Dabera

From – Coach as “the fixer” / “the helper” / “the listener”

To – Coach as the Champion of Dreams

From – Working toward a goal

To – Playing for A Dream

#### Discoveries

- How do you know the difference between a Some Day Dream and a Right NOW Dream?
- Examples of becoming the next version of YOU
- What does the Spirit of Play mean to you?
- *Examples of Peak Experiences -> For Session #2 Warm up & beyond*
- Growth Zone – Reveal the Gap
- Play Plan
- What does a GREAT player expect from a Coach?

#### Before Class

[Read through the complete coaching guide for Session #01](#) (Page 7)

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

[Listen to the Player Prep Audio for Session #01](#)

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

[Playsheet Pack](#): Print 2 copies of Page 5

[Listen to Coaching Demo of Session #01](#)

(Coach Dave and Player Steve)

*{From the Player Playbook}*

## Session #01) Share the Dream

[Listen to this audio to prepare for Session 1.](#)

**The Coach:** Clarify the BIG Dream, the peak experiences they are playing for and the purpose of those experiences; Explore what truly matters to your player. Reveal “the Gap” they aim to grow into.



**The Player:** This is what you are playing for! Choose a DREAM that has real purpose for you AND pulls you out into the world of contribution and adventure! Have fun imagining the peak experiences that you are playing for!

## Coaching starts with your Dream

All coaching begins when you have a BIG Dream and choose a coach to guide you on the adventure. As the “player” you must have a vision of experiencing something beyond what you are doing today; you must have a desire to become the next version of YOU!



You may be very clear about your BIG Dream. However, if you are like most people, your dream starts out a bit “fuzzy”. If that is you, please don’t let that stop you. Start with whatever clarity you have and know that your dream can come into clarity over the next several weeks with your coach. AND it is absolutely OK to change your dream half way through the adventure.

Here are a few thoughts to help you hone in on your dream right now.

Focus on something that you CAN do right now. It is great if you also have a “someday” dream, but your coach can only guide you toward a dream you can pursue now.

If you have a “someday” dream that is not possible now, choose a focus that will develop you in a way that moves you toward your “someday” Dream.

Choose something that will pull you out into the world of other people; even if that is virtually. Something that you can do by working by yourself is not a BIG enough dream for playing with a coach.

Remember we are going to focus on Social Play. Imagine what you would do if you became much more capable and confident in influencing other people? What if you had more visibility? What if you felt free to share what you create? What if you were bolder in how you created change?

Choose something that will ask you to GROW; something that will take on a life of its own and “ask” you to become the next version of YOU.

## Your Dream will take on a life of its own

You may notice that most of the time when I am writing about your Dream I use a capital “D”. I know this is quirky. The reason I do this is because your Dream will take on a life of its own when you play for it. It’s like it becomes a character in your Human Journey story. Sometimes it will seem like it is calling to you or encouraging you or even asking you to take action.

Seeing and feeling your Dream this way will give it energy and aliveness. Enjoy it.

## Performance – Possibility Gap!

This is an important idea that your coach will explore with you because it is an essential element of having a coach. The Gap describes both the new possibilities that you see for yourself that are beyond what you experience now; this is what you want to do that you are not doing yet (Yet, being the keyword :-).

It also describes your vision for how you aim to play better – and improve your performance - and who you need to become in order to step into those possibilities.

Again, put this in the picture of Social Play. Imagine relating with confidence. Imagine exploring to see and be seen. Imagine expressing yourself fully in every thing and experience that you co-create. Imagine being able to try fun, new experiments on a regular basis in pursuit of your YOUNique approach to life!

## The Human Journey with a Coach

It used to be called the Hero's Journey. But we believe that EVERY human can choose to live a hero's life by playing for a BIG Dream to contribute to others by expressing their unique superpowers! So we call it the Human Journey.



There is a “play safe” version of your life that is available to you now. In this life you preserve who you are, where you are, who you are with and what you have. You avoid most social risks. This is how most people live. But this is NOT how you live when you have a Play Life Coach!

## **The most important thing: You are NOT ALONE!!!**

### **BIG Dream**

The outer ring is your BIG Dream! It is your heart calling for you out into the world of the unknown. Your coach will be with your guide every step of the way on the adventure.

### **Social Safety Instinct**

This is the intense need within all of us to find a place of belonging and then hold onto it.

### **Preservation Zone**

This is all about avoiding any social risk that could threaten your status or the status quo. You may have heard this called the “comfort zone”. Often it is not very comfortable to stay where you are. But the pull is often strong to do so.

### **Fear/Growth Zone**

This is where you take social risks in pursuit of your Dream... you embrace the fear. By doing so you can experience growth; you become the next version of YOU!

BEcome-BELieve-BELong: the 3 BE's of Human Nature.

### **Superpower Zone**

This is where you discover the powers within you that you will need to live your dream.

### **Performance-Possibility Gap.**

This is the gap between who you are now with your current skills, abilities, experience and your vision of who you want to become. This is the gap you cross in pursuit of your Dream.

### **“The Pull”**

We will speak about this often. This is the natural tug within all of us between the desire to preserve “what is” by playing safe and the desire to pursue our heart’s Dream by playing BIG. The experience of Pull will ALWAYS be there! You will explore this with your Coach on a regular basis.

### **An Adventure – Not a straight line!**

Notice that the path with the coach zig-zags all over the place. That is the nature of an adventure. The path straight up to success is an Industrial Age fantasy!

### **Superpowers!**

**Superpower:** An ability that is refined and practiced until it is capable of making a BIG Impact on other people and situations.

Speaking of Superpowers! This will be a recurring theme in this program... and in fact if every CoachVille program. Coaching always includes two tracks: 1) what you do out in the world and 2) who you become as a person on the journey.

I have coached over 1,000 individuals in 20+ years as a Life Coach. One thing that I have found is that most people have only a vague idea about their superpowers: the abilities they have to make an impact on other people. Most people are aware of their technical skills – the resume stuff - but not much else.

An important idea here is to let go of the idea that you should know this already. You are in the perfect place AND you are not a fixed entity! As long as you keep playing, you can keep becoming the next version of YOU. Discovering your Self and creating your Self, is one of life's most rewarding experiences.

The next page is a list of "Superpowers" to spark your imagination for who you want to become on the adventure! I created this sheet based on my experiences and study of the ancient wisdom in the I Ching (Book of Changes) I reworded the 64 Changes into Connected Age Capabilities to Create Change that you can relate to.

Look it over!

1) Who is your Dream asking you to become? ...

2) Who do you know yourself to be deep within?

Feel free to mix and match words on the page to create phrases that you are energized about. This is not a test! This is free flow creation.

Choose / create a few that give you a place to start. Have FUN exploring these possibilities with your Coach!! Prepare to evolve a LOT during the next 12 weeks.

# Super YOU! Playsheet

## 64 Superpowers for Change

|                             |                                |                                     |
|-----------------------------|--------------------------------|-------------------------------------|
| Creative Self-Expression    | Gracious with Emotions         | Build Teams and See Patterns        |
| Receive Higher Guidance     | Express Complex Ideas Simply   | Tribal Leader                       |
| Implement the New           | Inventive Thinking             | Love of Your Body                   |
| Pursue Answers              | Innocent Trust                 | Figure Out How                      |
| Trust Inner Timing          | Accumulate Material Rewards    | Depth of Natural Ability            |
| Maintain Emotional Balance  | Nourish Well-Being             | Wise Rebel for New Principles       |
| Support Shared Interests    | Play with Tenacity             | Elevate Tribal Values               |
| Trusted Agent for Creatives | Commit then Persevere          | Act with Shocking Initiative        |
| Attentive Focus             | Intense Desire                 | Gain Perspectives through Stillness |
| Empowered Self Love         | Natural Influence              | Initiate Experience                 |
| Espouse Ideas               | Endure by Adapting             | Ambition to Advance                 |
| Romantic Perception         | Mindful Narrator               | Access to Spirit                    |
| Listen with Acceptance      | Great Power                    | Tell Meaningful Stories             |
| Excellence with Prosperity  | Seek Experiences               | Gentle Intuitive Clarity            |
| Adaptable Magnetism         | Resolve Crisis                 | Joyous Vitality                     |
| Choose then Enthuse         | Develop Harmonic Friendships   | Penetrate Barriers to Intimacy      |
| Debate Opinions             | Inspired Fighter               | Resourceful Facing Limitations      |
| Improve Integrity           | Dynamic Activist               | Inspired by Wonder                  |
| Approach with Sensitivity   | Accomplish Great Feats         | Logically Organize Details          |
| Assured Presence            | Imagine Fulfilling Experiences | Inspired by Doubt                   |
| Take Charge Naturally       | Respond and Complete Things    | Inspired by Possibilities           |
|                             | Breakthrough Perceptions       |                                     |

**Describe the qualities and capabilities of the next version of YOU:**



Date:    /    /

## *The Warm Up*

A conversation with your coach is something special! I refer to it as a coaching session.

A life coaching session is a unique experience; it will be different than other conversations that you have on a regular basis.

If you have ever played a sport with a coach or had a performance art coach then you know about warming up. Warming up is essential to the coaching experience. With many coaches that I have had the warm up becomes a sort of ritual.

With your Life Coach, the warm up is EXTRA important because coaching happens in a conversation; usually a scheduled conversation. If you have lots of other scheduled conversations in your week, this can seem like just another conversation.

We don't want that! So we will do a few things at the start to set the stage for something much different!

For this reason, your coach will do a Warm Up with you at the start of every session.

In session #1 your coach is going to do an intentional breathing exercise with you. Then in Session #2 they will add two more short exercises that are perfect to warm up for a coaching session. The whole thing will take about 3-5 minutes. And it can go a little longer if you are feeling extra stiff and need a little more warm-up time ;-).

- #1 The Connected Breath Technique
- #2 The Share Your Dream Exercise
- #3 The Peak Experience Technique

#1) The Connected Breath Technique will very quickly get you into a state of coherence where your heart and brain are in sync with each other. And you and your coach feel connected to each other. This is essential for the kind of reflective, pro-active and ACTIVE conversations we do in Life Coaching.

#2) The Share Your Dream exercise is where you speak your vision for your BIG Dream in 30 seconds. This connects you and your coach to the purpose of Life Coaching: you living your Dream!

#3) The Peak Experience Technique is a powerful visualization where you use your ACTIVE imagination to put yourself into one of the peak experiences of your dream and then share the scene with your coach.

I will share with you more about #2 and #3 in Chapter 2.

### **The Connected Breath Technique**

The Connected Breath Technique is so simple and so powerful. I use it ALL the time.

The basic technique is to simply breath intentionally for three breaths where you breath out longer than you breath in.

That's it!

When you do this three times it brings your heart and brain into energetic alignment (AKA Coherence)

Your coach will guide you in the rhythm of the breath by breathing in to a count of four and a breathing out to a count of seven.

Doing this exercise with another person has a bonus benefit of creating an energy alignment between the people. This opens a pathway for deeper expression, deeper awareness and more playful co-creation. AWESOME!

### **Pro Tips**

It works even better when you:

- a) Close your eyes (only if you are in a safe physical space)
- b) Place your two feet flat on the floor
- c) Place one or both hands over your heart
- d) Intentionally feel your gratitude for life

## **Peak Experiences – Activate your Imagination**

This first session is all about YOU and your Dream. Your coach will explore your current vision for your dream from several perspectives. As I said before, don't worry about not knowing or giving wrong answers. When you speak from the heart everything comes out perfectly. This is why we do the Connected Breath Technique to warm up.

In one part of this session your coaching is going to talk with you about the Peak Experiences of your Dream. This will be important for the Warm Up in every session starting in Session #2.

So what is a peak experience?

This is something that you really want to happen as you play for your dream. To give you the idea I will share with you some peak experiences from my Dream right now.

In no particular order:

- I am sitting with my computer writing this little book and I am enjoying being in the flow of words. My mind is buzzing and flowing with clarity and my fingers are tapping the keys to keep up. I am feeling the moment when you are reading this and feeling energized about your journey with your coach. (Whoa! I am having a peak experience right now ;-)
- I am being interviewed by an influencer for a podcast. We are having so much fun talking back and forth about Life Coaching. I can feel that they are enjoying the interview. I envision several listeners being inspired to reach out to us at CoachVille to learn more about becoming a Life Coach.
- I am reading an email from one of our coaches sharing with me about a breakthrough experience they had with a player. They are thrilled that they have made a difference in the life of another person and grateful that they made the bold move to become a life coach. My heart warms with joy as I read it.
- I am teaching a class at our coach training program. The new students in the class from all over the world are buzzing with possibilities as we talk together. I can feel their courage to go out in the world and practice what they are learning.

- I am looking at the transactions screen for my online banking. I can see a few new deposits came in from folks who have signed up for our program. Cash flow feels good. We are earning just rewards for all we do to co-create a better world.

Can you feel the emotional words I use to describe these moments?

Can you feel that I am putting myself in the scene in the present moment?

Did you notice that I included other people in the moments? They are co-creations.

Did you notice that these are moments that I can't control? I can influence situations in pursuit of these experiences. But I can't MAKE them happen by myself. They are co-creations with other people.

These peak experiences are what I aim for as I play for my Dream every day. These are the moments that bring me joy. Some days they happen, some days they don't. But either way, the possibility of having these moments energizes me every day to wake up and play some more.

You will create a few of these with your coach. Your heart and your imagination will have them for you. Over time you will gain clarity on how to see them in your imagination and share them with your coach.

## Prepare of Session #01 – Your BIG Dream

On the right is a mini version is the BIG Dream Coaching Notes Sheet for Session 1.

### Your BIG Dream

It puts your Dream in the center and then offers 6 different explorations related to living this dream that your coach will explore with you in the coaching session.

Investing a few moments to contemplate each section prior to the coaching session can be a great way to get your imagination warmed up!

AND always be prepared to speak from the heart while co-creating with your coach. It is not a test and there are no correct answers!!

Here is a quick overview and then a few details:

Remember to write a few keywords for each section while you are with your coach.

- Describe your Big Dream. (in the circle in the middle; every else revolves around your Dream) This is your vision.
- How will it change lives for the better? This is the impact you want to have on others.
- Describe the next version of YOU including your emerging Superpowers.

- Describe the challenges on your Hero's Journey (challenges are the catalyst to growth).
- Describe any fears that you are experiencing while playing for this dream right now.
- How can you activate the Spirit of Play to your dream? (don't turn it into a task list!)
- What are some of the peak experiences that you are playing for?
- Growth Zone
- Play Plan

**Here a few bonus thoughts to prepare for the session.**

### ***Become the Next version of YOU***

This might feel strange at first because we are really used to talking about what we are doing and what we are going to do, but we rarely talk about who we are becoming or who we desire to become. It will get easier with practice.



### ***Challenges***

Challenges are what make playing for your Dream a FUN growth experience! This may be a mindset shift for you because in the Industrial Age we got the impression that if we faced a challenge it meant that we were doing something wrong. Your coach is going to encourage you to really embrace challenges and talk about them with judgment-free awareness.

There are 2 types of challenges: Inner and Outer. Outer challenges are when something out in the world is not going as planned. (HAH! This is most of the time.) This part is aimed at the Outer Challenges.

### ***Fears***

Next we will explore the Inner challenges: the doubts and fears you may already be experiencing or think you will experience.

**Fear** is your friend! Fear is a fundamental human experience that is trying to keep you safe. You will experience fear often when you play for your dream. Again the BIG KEY here is to embrace it. Let go of the Industrial Mindset that fear is an enemy that you must conquer; it is not. When you experience some doubt or fear related to an activity in your dream, this simply reveals that there is some risk involved. Understanding risk and reward is essential to play.

### ***Spirit of Play***

This brings us to a BIG topic in Play Life Coaching: the ***Spirit of Play***. I shared with you a bunch of ideas about play in the Introduction to this playbook. The point I want to share with you here is this: the Spirit of Play IS inside of you. You were born to play. ALL humans play. **Play is: creativity, curiosity, resourcefulness, resilience, exploration, experimentation, imagination and innovation.** You are capable of all of these things. All we need to do is promote them to the front of your mind. We all have the inner urge to grow and become... and the way we grow and become is through play.

Your coach is going to ask you about the Spirit of Play a LOT! The key is to think about it with your imagination rather than the “get the right answer” mind that dominated our lives in school and work. With imagination your dream can come alive with new possibilities.

### ***Growth Zone***

In the last few minutes of the session your coach will move with you into what we call the Growth Zone. This is where you take a moment to reflect on the coaching session to share about what you learned; about yourself and about your dream.



So much of what we learn occurs at a non-conscious level. So you might not be aware of something that you learned until you say it.

Playing for your dream will present you with MANY growth opportunities. The key to growth is to let go of the Industrial Age mantra that you need to be perfect. Allow yourself to not know how to do things and see the opportunity to grow as a positive rather than an indicator that you are not good enough. **YOU ARE DEFINITELY MORE THAN GOOD ENOUGH.** Your coach will guide you as you step into these situations.

### ***Play Plan***

Your coach will also ask you to share a few thoughts about actions you intend to play with out in the world. You didn't talk about this in this in detail in this session but you will starting in session #2. For this session, share a few actions that come to mind either because they were already on your plan OR because they came to you during the session.

### **Ready to go!**

A few reminders

- 1) If you haven't listened to the prep audio please do before your session with your coach.
- 2) Have a printed sheet for the Coaching Notes and Play Plan
- 3) Enjoy your coaching session – write a few notes on the Coaching Notes Play Sheet
- 4) AFTER the session write a few playful actions on your Play Plan sheet
- 5) During the week look at your play sheet and engage in playful actions when you can; as you take actions write notes on your playsheet.

...

- 6) Get ready for Session #2

A) Read Chapter 2; B) Listen to Player Prep Audio #2...

You get the idea.

We are ready to go.

Let's Play... Together!

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

## Coaching Notes for Session #01

Refer to Coaching Guide Pages 6 – 9

### Quick Prep!

This is a provocative conversation to deep dive on the player's BIG Dream. It is most likely that NOONE has ever asked them this many deep questions about their dream.

Here we go!!

Next I have pasted the Coaching Guide for Session #01 in here. Embedded in the text of the Coaching Guide are coaching notes for the section or question.

I have put the notes in a *Verdana italic grey font* so you can see the difference between the coaching guide and the *coaching notes*.

**\*\*!!\*\***

### 1) WARMUP

**SAY:** "I am really excited about coaching with you. I can't wait to see what we co-create together."

**ASK:** Do I have your permission to be your coach today? Are you ready to get started?

*{wait for them to say, YES}*

**SAY:** "OK. Let's start with a quick warm up. Today we will just do a Connected Breathing Technique. We will take 3 deep breaths. Breathing in to a count of 4 and breathing out to a count of 7. If possible put your feet flat on the floor and rest your hands on your lap or place them over your heart.

*{do this in a quiet voice}*

**SAY:** Breathing in ,2,3,4... Breathing Out 2,3,4,5,6,7

**SAY:** Breathing in 2,3,4... Breathing Out 2,3,4,5,6,7

**SAY:** Breathing in 2,3,4... Breathing Out 2,3,4,5,6,7

**SAY:** Breathing this way creates a strong connection between the heart and the mind.

**SAY:** Next session we will do a little more elaborate warm up.

**ASK:** Are you ready to dive in?

*{wait for them to say: Yes}*

*The points of doing a "warm up" of "connected breath" is:*

*a) Warming up is a thing coaches do! It makes it clear that YOU are guiding the session.*

*b) It sets the tone for the session; this is different than all of the other conversations the player has.*

*c) Synchronizing the heart and the brain sets the stage for deeper conversation.*

*If your player listens to the Prep Audio they will have an expectation for this coming into the session.*

## **2) COACHING PLAN (DEEPEN THE DREAM)**

**SAY:** Today we are going to go deep into your big DREAM and explore it like a Hero's Journey...

**ASK:** Share with me (again) your big DREAM is right now?

{Listen and clarify}

**ASK:** Let's come up with a fun name for your dream. Any ideas?

{Help them come up with a short phrase for the dream. It doesn't need to be fancy}

*Starting in session 2, sharing the dream will be part of the Warm Up.*

*For this session it is the focus.*

*It says: Share with me (again): if you did an exploratory session then this question will be similar. This is OK! You will ask this question at the start of every session!*

*The player speaking their dream from the heart sets the container for the coaching session. It's all about their Dream.*

*Help them come up with a name for the Dream!*

*If you are good with words, it is fun if you come up with a catchy phrase. But don't get hung up on that. "Bill builds a business", will do just fine to get the engagement started.*

*At the start of the conversation you just want to capture the basic idea of their dream. As the conversation unfolds the focus of the dream may change.*

*Sometimes, as you dig into the purpose behind the dream, the player will realize that the dream is something completely different than they first imagined.*

## **3) PRACTICE / PLAY TOGETHER**

**~ {Explore the Performance-Possibility Gap}**

### **PURPOSE**

**ASK:** *How will pursuing this dream change lives for the better?*

{Listen and clarify; this question gets them out of isolation and into the world}

*This question aims to help your player look out into the world for the purpose of their dream. This will help to get them out of task mode; and out of only focusing on themselves; and into playing where they do not have control but they can increase their influence with practice.*

*Here you listen for Peak Experiences; where they are doing something with someone and making an impact; you can bring these back when you get to the Peak Experiences question in a few minutes.*

*While you talk about this you will hear things that will help you hone in on the specific objectives that you will define in the next session.*

**ASK:** What would it mean for your life if you fulfilled this dream?

(Coach: FIND the BIG WHY)

*> Examples: Financial Freedom; Self-Expression*

*{If they seem to be sharing about the value for other people or “the world”, use this question to bring it back to THEM}*

**ASK:** So if you did fulfill this dream the way you have described, what would that mean to you personally?

*These questions aim to have your player speak from the heart to find the inner purpose for what they want to do.*

*You only need the 2<sup>nd</sup> question if they seem to struggle with the first one.*

*Here you can also listen for Peak Experiences.*

*Often this conversation is wide ranging and you may find yourself writing notes and then condensing what you learn onto a few key words on the play sheet.*

*This section is crucial to the success of your coaching relationship.*

*Here you really need to probe! You have to get to them to express what this really means to them on a personal level.*

*You can dig deeper.*

*If it is creating struggle in the conversation, back off and make a note to yourself on the play sheet. This will come up later because folks who struggle with defining personal value often have inner conflicts with self-expression and accomplishment. It's OK! You are here to guide them over time.*

### **BECOME THE NEXT VERSION OF YOU (Super YOU)**

**SAY:** Every Hero's Journey story is a story of becoming the SUPER YOU version of you.

**ASK:** What are your Superpowers that you want to express or develop as you pursue this dream?

*{Listen and clarify; this is another question to spark imagination}*

*Always remember that most people have no idea what their superpowers are. Be very affirming of whatever they come up with. This question is more of a "seed planting" than anything else.*

*A recurring theme of the Play Life Method is about unleashing your players' Superpowers.*

*A Superpower is energy or ability that is practiced until it is capable of BIG Impact.*

*If they have read the Player Playbook there is a playsheet with 64 Superpower Examples; they may come prepared!!!*

**ASK:** What would playing at an elite level look like for you? What do you believe is possible?

*{Listen and clarify; this is a question to spark imagination and illuminate the GAP}*

*The aim of this question is to spark their imagination to see themselves playing bigger and better. This question reveals their desired Performance Possibility GAP. Whether your player enjoys the framework of Performance Art, Game or Quest... you want to find out their picture of being "Elite".*

## **CHALLENGES**

**SAY:** Every good hero's journey story also has some worthy challenges to overcome.

**ASK:** What are some of the challenges you are facing or expect to face in your pursuit of this DREAM?

*{Listen and clarify; AVOID offering solutions to the challenges. Stay in a calm, assured energy knowing that these challenges are going to be fun to explore}*

*This is another seed planting question. It takes a lot of encouragement to see challenges as fun growth opportunities. Putting it in the context of a Hero's Journey is a great way to open up this possibility.*

*Here we want to get into some of the down to earth experiences of living this dream and get a sense of how your player is doing in the pursuit right now.*

*Challenges are what make a Dream interesting, fun, growth oriented and awareness expanding, so this will be a Reflective Conversation in every session.*

## **FEARS**

**ASK:** Are there any personal fears that you are aware of that these challenges might bring up?

*{Listen and clarify; Their FEARS are real. Avoid dismissing the fear or soothing the fear. Stay neutral knowing that these fears will provide a treasure map to their superpowers}*

*It's very important to pay attention to the comments in **RED**. Avoid dismissing or minimizing their fear. Allow their fear to be real and worthy of exploration.*

*Bring your sense of judgment-free curiosity to it.*

*The energy you want is: "Oh, that is a great fear for us to explore."*

## **SPIRIT OF PLAY**

**SAY:** Our aim together is to make this adventure transformational AND fun!

**ASK:** How could you bring the spirit of play into pursuing your dream?

**\*ASK:** Is there a way to bring in the fun?

**\*ASK:** *Is there a place you can allow yourself to be a beginner and NOT KNOW?*

*{\*You don't need to ask all of these questions. If they really get into the spirit of play you can skip the other 2 questions}*

*Similar to many of these explorations, most people will have only a glimmer of what the Spirit of Play can be for them. But, this will let them know that YOU are serious about play! (hah. That is a good one)*

*Here you challenge them to be creative and curious.*

*This is so important because you need to start to break the pattern of "WORKING" on everything.*

## **PEAK EXPERIENCES**

**SAY:** Now the last part is to talk about a few of the peak experiences you want to co-create by playing for this Dream. It can be from what we have already spoken about or something you didn't say yet.

**ASK:** What do you MOST want to experience? It can be a onetime thing or something you want to happen a LOT? Any ideas?

*{Here you jump into co-create!! If they don't see it, share a few examples from what you heard them say so far}*

*Here you want to get a sense of the players' BIG VISION or big dream. Talking about these Peak Experiences will probably be great fun for your player so spend a few minutes on this topic. Ask clarifying questions to get a good picture of them.*

*This is a very important seed planting exploration. Your aim is to get your player aware that they are playing for Peak Experiences. That it is possible on a daily basis to come alive and get into a flow state of being awesome and doing awesome things.*

*You may need to help them with an example.*

*Another way to explore this topic is  
"I live for the moments when \_\_\_\_\_"*

*NOTE: the Player Prep audio is super helpful here.*

*The Peak Experience Technique will be part of the Warm up for each session. So it is important to have a few examples for them to choose from.*

## **4) GROWTH MODE**

**SAY:** I think you have a beautiful dream that I can help you play for!

**SAY:** "OK, this is a good time to switch into growth mode"

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

*{Coach: listen*

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

*{Coach: listen*

*These are two essential questions that you need to be in the habit of asking at the end of every coaching session. They are great awareness builders; they are powerful Reflective Conversation questions.*

*And they are essential for scoring high on the Coaching Certification Markers!*

**SAY:** “Can I share an observation?”

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

*Your player really cares about your observations!*

*You will probably need to trust yourself to speak from the heart here.*

*This will take practice! AND it is wise to be on the lookout for something to share during the session.*

**ASK:** “How do you feel about your clarity of your Dream and Action Opportunities?”

**{Coach: listen and share}**

*This is another Certification Marker question. Whatever the declared intention of the session is, always check in with the player regarding this intention.*

*NOTE: While you using the method, the method guides the intention for each session and then you and the player choose the details within the session.*

*After the method when you are free form coaching, generally the player will choose the intention for the session. In this case it is especially important to check in on how they feel about the outcome of the session.*

## **5) PLAY PLAN ~ for the days ahead**

**SAY:** “OK, let’s make sure we have a Play Plan...”

**ASK:** “How can you use what you learned in our session in the week ahead?”

**{Coach: listen**

**ASK:** “What are the actions (or perspectives) you will focus on?”

**{Coach: listen**

**ASK:** “How will you keep our play plan alive between now and our next session?”

**{Coach: listen their need for support or structure}**

**SAY:** “My challenge for you between now and next week is to bring the spirit of play to as many of your actions and experiences as you can.

**ASK:** “Can you do that?”

**Wait for them to SAY: “YES!”**

*It is super important that your player knows that you care about what they are planning and doing in between sessions. This is how you become a part of the players life vs. a transactional service provider!!*

*Encourage them to listen to the Prep Audio and read the Player Playbook. This will prepare them for Session #2 which will get into the details of playing for the Dream.*

*It is VERY important that you end every coaching session with a specific challenge (or challenges) for your player for the time between sessions. The "Challenge" and the support you provide them to meet the challenge is the fabric of the coaching relationship.*

### *The importance of giving a challenge*

*Essentially this is the way coaching happens. You challenge your player to do certain things and then you observe what happens. With every challenge you learn a little more about who they are, what they can do and where they need to improve. It really is fun.*

*Creating an appropriate challenge for your player takes creativity and gets easier with experience. You will learn more about this as we go through the Play Life method.*

**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}

*This is another opportunity to share your observation about the player. This is important for building trust AND this is another key step in hitting the markers for certification.*

### **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.

### **ALTERNATE ENDING**

**SAY:** "Great! Please keep me tuned in to your progress by email during the week (or text or however you choose). I want to hear from you. OK? Have a great week of play. Talk to you soon"

{Share your contact information if you haven't already}

*Make sure your player knows how to reach you in between sessions. AND that you are available! This is key to building a coaching relationship rather than a coaching transaction.*

### **AFTER THE SESSION**

*After the session, look at your coaching notes sheet and add in anything you missed from the session.*

*On the Adventure Log grab a few keyword phrases for the Dream, Purpose and Spirit of Play*

## ***Step 01: Share the Dream, Purpose and Play***

### **Clarify focus on the BIG Dream**

Coaching always begins with the players' desire to pursue a meaningful Dream. In this part of the process the coach and player identify what the dream is, what Peak Experiences want to be co-created, what success looks like, why the dream is being pursued, how the dream expresses what matters most to the player and how to bring the Spirit of Play into the pursuit.

The key is to find the dream that is worth playing for; A dream that is connected to the player's purpose, values and what the player truly wants out of life; A dream that will have an impact on the lives of others in some way.

All coaching begins with desire! This truism must get into your heart, soul, bones and anywhere else it needs to be! Coaching is only possible when the player / client / coachee (from now on we will use "Player") has the desire – the drive - to play better. So the very first thing you must do in any coaching situation is confirm and clarify the desire – we call it the dream worth playing for.

Interestingly, this is often a challenging part of the coaching method because most people are not very clear about what they want to accomplish or more importantly WHY they want to accomplish it. They do things for all sorts of reasons that don't stand up to even the most superficial inquiry. In this part of the method the coach makes sure that the player has a strong desire and a clear purpose.

### **Clarify Focus – why it is so important**

Few people will hire a coach to support them in doing something that they can easily do on their own. So, the dream at hand is probably a combination of: new, challenging, requires new skills, is especially meaningful and is possibly something they have tried and failed to accomplish alone. In other words, they are going to have to face some challenges; possibly make some significant changes, take risks, and probably have to face their own limitations (real or imagined) along the way.

To do this requires fuel or energy. The energy is going to come from their desire.

### **The purpose of Sharing the Dream**

- 1) Clarify the name of the dream
- 2) Define the purpose (the BIG WHY) of the dream and what success looks like
- 3) Get a feel for your player's desire to pursue this dream
- 4) MAKE SURE that this dream is truly worth playing for, worth playing better and worthy of coaching.
- 5) Bring the spirit of play into it. Since your player – like all of us - most likely has an Industrial Age mindset, you will have to really emphasize the idea of bringing fun and play into it.

## Is their desire deep enough to do what it will take to succeed?

This is what you need to figure out as early as possible in the relationship.

Why is this so important to you? **Because you want to coach people who are going to succeed / WIN!** You don't earn a great reputation as an effective coach by coaching people who don't make it; or who give up before they reach the objective. Yes, some will and some won't, but it is important to have a strong feeling about your player before you go too far.

## Fundamentally there are five reasons why we pursue dreams in life:

1. To accomplish specific things (Objectives)
2. To become a better player (Mastery)
3. To become a BIGGER person (Becoming)
4. To improve our situation / status (Upgrades)
5. To enjoy the moments experienced while living the dream (especially Peak Experiences)

In this conversation we will help our player clarify items for each of these reasons. We will encourage them to enjoy living the dream all along so we don't need to define that one here.

## One final point about Sharing the Dream

### Develop your players' capacity to speak in "Play Language".

A BIG part of becoming a "Sought After Coach" for people is shifting them into Play Language. As we have discussed, most people in the Western Culture at least, are work-centric / control-centric. We work at everything from career, to business, to community and we even work at our relationships and our golf game. Often the work-centric, control focused, life is disconnected and joyless.

Inspiring – even challenging – people to PLAY in the areas of life that matter to them is a real gift. And it is a transition that can take some time and encouragement.

The key is the use of Play language. As children, we play naturally. As we age, however, we must transition from "free-form" play to what we call SERIOUS PLAY. To engage in serious play, you need to learn Play Pattern Language. For many people it will seem like learning a foreign language at first.

We are using the phrases: "playing for your dream" and "worth playing" as a part of our **play pattern language**. However you can start your conversations with other pattern languages if you like and ease into play language over time. For example: Meaningful Objective or Important Goal are commonly used and understood by most people.

As long as you are consistent in your use of Play Language, they will eventually catch on and start speaking it themselves. Why? Because deep down EVERYONE wants to play, be creative and be joyful in every area of life. Most people have gotten really blocked about this and part of your purpose is to unblock them; to FREE them. This is often an amazing source of transformation!

A little encouragement / observation for you: if you are still a little stuck about playing in every area of life then you will tend to attract players you are stuck in this area too.

Don't be alarmed. Just notice what you are seeing in the mirror (your player) and remain persistent in your own quest to be a player in life.

We know that playing for a Dream has life to it and is powerful because people already know that a coach can help them play better.

### ***What does a GREAT player expect from a Coach?***

- 1) That you care about them as a person first and their outcomes second; and that you are accessible.
- 2) That you are WITH them on the adventure and that you are a real person; not an aloof / impersonal outsider.
- 3) The ability to co-create a safe space to practice every necessary activity and make the experience fun; you are fluid with the Spirit of Play.
- 4) That you have insights about the skills needed to pursue their DREAM
- 5) Help them fulfill their dream on their own terms.
- 6) The ability to guide them with an effective personalized play plan.
- 7) The ability to evaluate the results of their actions to facilitate growth and development.
- 8) You must be able to celebrate successes in a way that expands awareness
- 9) Debrief losses/mistakes/fails in a way that promotes growth and restores their desire to get back into the pursuit of their DREAM.
- 10) That you are not afraid of “the real stuff of life”; doubt, fear, tragedy, trauma. If things “get ugly”, you will be right there with them JUDGMENT-FREE!
- 11) Solid knowledge of the pursuit that you can share with them as you guide them toward the results they desire.
- 12) Your players trust you to have a way of doing things that is reliable, consistent and grounded in experience. In other word, you have a method. (Now you do!!)

#### **IMPORTANT NOTE:**

In many coaching theories and schools of thought, knowledge of the “endeavor” is grossly overlooked, even dismissed. Not here. We know that your knowledge, wisdom and experience is one of your greatest assets as a coach and in this program we show you how to refine it and leverage it for the maximum benefit of your players / clients.

We will help you put this together in this program.

### ***Prep for Class #01***

#### **1) Abera Ca Dabera = I create as I speak**

Prepare to create a new life for yourself through changing the way you speak using Play Language.

From – Talk is cheap

To – I Create as I Speak / Abera Ca Dabera

What does this transformation mean to you?

\*\*\* META SKILL: Practice sharing purposefully! When you are a Life Coach, you can't go on a 5 minute share while your player just sits there listening to you. We will practice sharing purposefully – AKA quickly – then let someone else talk; it will come back to you quickly.

## **2) Champion of Dreams**

From – Coach as “the fixer” / “the helper” / “the listener”

To – Coach as the Champion of Dreams

What does a great player expect from a Coach?

## **3) What is your Dream?**

From – working toward a goal

To – Playing for A Dream

Share your BIG Dream in 1 minute or less

## **Chapter 2: Step #02) Design the Way to Play**

“Would you like to ride in my beautiful balloon?  
Would you like to glide in my beautiful balloon?  
We could float among the stars together, you and I

For we can fly, we can fly  
Up, up and away  
My beautiful, my beautiful balloon

The world's a nicer place in my beautiful balloon  
It wears a nicer face in my beautiful balloon  
We can sing a song and sail along the silver sky

For we can fly, we can fly  
Up, up and away  
My beautiful, my beautiful balloon

Love is waiting there in my beautiful balloon  
Way up in the air in my beautiful balloon  
If you'll hold my hand we'll chase your dream across the sky  
For we can fly, we can fly  
Up, up and away  
My beautiful, my beautiful balloon”

**-The 5<sup>th</sup> Dimension “Up-Up and Away”**

## 2.01 Chapter #02 Prep

### Outline of Transformations and Discoveries

#### Step #2 Design the Way to Play

Outcomes – Accumulate Tangible Results

Mastery – Acquire skill through practicing Actions

Becomings – How you transform by playing with Challenges

Upgrades – Design Your Olympic Academy + Rewards (Evaluate)

### Transformations

From – I'm fine just the way I am

To – I can play better (Performance-Possibility Gap)

From – Do-it-yourself (working alone)

To – Co-Creator (Play together)

From – Authoritarian Hierarchical Control

To – Egalitarian Co-Creative Play

### Discoveries

- The Full Warm Up
- Playing for a Dream is liberating.
- Plan-Play-Grow Technique: Plan – Play/Practice – Grow (Celebrate) = RACECAR + Social Play { **practice this A LOT**
- Celebrate
- Co-Create Awareness Technique = From reporting to reflecting
- Co-creating (Coach) vs. Reporting (Boss)
- Is the player's situation compatible with their Dream

### Before Class

[Read through the complete coaching guide for Session #02](#) (Page 11)

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

[Listen to the Player Prep Audio for Session #02](#)

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

[Playsheet Pack](#): Print 2 copies of Page 6

[Listen to Coaching Demo of Session #02](#)

(Coach Dave and Player Steve)

*{From the Player Playbook}*

## Session #02) Design the Way to Play

[Listen to the audio to prepare for session 2.](#)

**Coach:** Identify the Objectives: Outcomes, Mastery, Becomings and Upgrades; Use the RACECAR Model: Results, Actions, Challenges and Evaluation.

**Player:** You have a vision of what you want to accomplish in the world. Next you can craft your personal approach to co-creating it. Make it PLAY; not tasks and work.

## Transform the Dream into PLAY

Designing a dream into something fun and playable is a highly co-creative process. After years of being told to work on everything, this will require some practice! Learning how to do this well is truly a transformational opportunity for individuals and organizations.

### 1) Identify the recurring Results that grow into the desired Outcomes.

Co-creating results with the world is what makes playing for your Dream so exhilarating. The results are what happen when you play the action with skill and focused intent. In a playable Dream, when the desired results are achieved on a regular basis they accumulate into the desired Tangible Outcomes of the dream. Your impact on the world will ripple out into the world for good.



### 2) Identify the recurring Actions that grow into acquired Mastery.

Every playable Dream has actions that happen over and over again as you play; like shooting the ball toward the basket in basketball. When actions are taken to co-create desired results WHILE holding a vision of excellence, they grow into a new level of Mastery. The pursuit of mastery also includes practice. Practice happens in a safe space and improves your ability to get the results you desire while playing out in the world.



### 3) Identify the recurring Challenges that grow into Becomings.

Any dream worth playing for is full of interesting challenges; some anticipated, some unexpected! The key for you and your coach is to find the sweet spot between easy and too hard. If the Dream is too easy it is not inspiring. If it is too hard (not attainable) then apathy sets in. With your coach you must continually expand the Dream to include stepping into bigger and bigger challenges. It is through facing challenges that you become the next version of YOU... Super YOU!



### 4) Evaluate what matters and connect that to Upgrades.

There are two ideas here. First you decide with your coach how you will evaluate the results after you play. What will you observe to assess how well you are playing? Often this starts with counting something; for example #'s of new paying customers for a business Dream. But it also includes positive experiences that occur while playing even if you don't get the specific results.

The second is called Environmental "Upgrades". This includes acquiring resources that help you play better AND fun things you want to acquire as a reward for playing well.



### 5) Scan your situation for anything that will negatively impact your ability to play.

Your Dream of life should not be compartmentalized. Everything impacts everything else. Make sure it is playable and attainable in the context of your real life, right now, the way it is. Make adjustments if it is not.

## An Example of playing for a Dream

This way of looking at life takes some practice because we have been so indoctrinated into making lists of tasks; an example will help. I am going to create a little example here of a business dream (a coaching business naturally). Even if you don't run a business you probably understand the nature of running a small business.

Use this example to start to imagine playing for your own dream in this way rather than working on tasks. As I said, this framework takes a little practice AND it is quite liberating when you get a good feel for it. After you learn it for yourself, please share it with others!

Free people, FREE PEOPLE

Usually in this book I will include the Coaching Notes Playsheet at the end of the Chapter with a quick walk through of the session. But in this Chapter it will help if we look at the playsheet now. It is on the right.

Notice the **RED** Row of the playsheet: *Outcomes, Mastery, "Becomings" and Upgrades*

We call these the "Accumulated Experiences" of the Dream.

Notice the **BLUE** Row of the playsheet: *Results, Actions, Challenges and Evaluate*.

These will be the "Peak Experiences" of the Dream that you will play to co-create every week.

The important distinction is the items in the **BLUE ROW** are recurring.

They build into the "accumulated experiences" in the **RED ROW**.

## From Session #1 Share the Dream

### Name the BIG Dream:

Build a thriving Life Coaching business where I guide people to live life on their own terms

### Purpose / Values:

- To express my talents in a meaningful way
- To enjoy life fully on my own terms; to continue to walk my talk of lifestyle freedom
- To create financial for my family and myself
- To enjoy plenty of time with my daughter
- To have plenty of time for making art

### Spirit of Play

| Play Life Coaching Session #2 Notes         |                                |              | Date:               |
|---------------------------------------------|--------------------------------|--------------|---------------------|
| Session: Design the Way to Play             |                                |              |                     |
| The BIG Dream:                              |                                |              |                     |
| PEAK EXPERIENCE                             | Explore the Fear / Growth Zone | CELEBRATIONS | ACTIONS and RESULTS |
|                                             |                                |              |                     |
| Focus: Deepen the Dream                     |                                |              |                     |
| Outcomes                                    | Mastery                        | Becomings    | Upgrades            |
|                                             |                                |              |                     |
| Results                                     | Actions                        | Challenges   | Evaluate            |
|                                             |                                |              |                     |
| Life Situations                             |                                |              |                     |
|                                             |                                |              |                     |
| Growth Zone What did you learn...           |                                |              |                     |
| Playing For Your Dream Self and Superpowers |                                |              |                     |
| PLAY PLAN                                   |                                |              |                     |

- See the challenge of finding clients as an adventure
- Really enjoy the experience of serving my clients
- Get into playfulness with my daughter

## Now, the elements for Session #2

### (Tangible) OUTCOMES

- 1) Meet 30 potential clients
- 2) Get to an average of \$4,000/month in income while playing 32 hours / week.
- 3) Maintain freedom to enjoy more time with my child

### Recurring RESULTS

#### Remember: the result is what happens in the world

- Explore for Visibility = Meet a potential client on Linked In
- Create for Expression = A Potential Client really enjoys our exploratory conversation.
- Relate for Influence = Sign a paying client @ \$400/month
- Experiment for Change = My daughter enjoys our time together; because I am participating with her playfully.

### MASTERY

- 1) Tribe building through sharing ideas and participating on Linked In
- 2) Relating for Influence – Fearless in going for “YES” in conversations and exploratory coaching sessions.

### Recurring ACTIONS

- Explore for Visibility = Write and Share articles on Linked In; Engage with people around the articles.
- Create for Expression = Conduct 3 exploratory conversations each week and conclude each one with an offer. (unless it is clearly not a good fit)
- Relate for Influence = Make the offer, demonstrate the value, sign a paying client @ \$400/month
- Experiment for Change = Stay present for after school activities with my child by not looking at my phone.

IMPORTANT = Each of these action – result pairs above can be played with as a Peak Experience!

### BECOMINGS

- 1) More confident as a business person
- 2) More engaging writer / participant on Social Media
- 2) More “present” during family activities

## CHALLENGES

- 1) I find it hard to move from online engagement to invite someone to talk with me on the phone
- 2) During my exploratory conversations I often come up reasons NOT to ask them to hire me
- 3) I often feel pressure in what I need to do for my business and miss my child's event/game

## UPGRADES

- 1) Strong connections with a referral network that I create
- 2) A new CAR! (I seriously need one)
- 3) A closer relationship with my child

## EVALUATION

- 1) Count my revenue (on a spreadsheet)
- 2) Count how many exploratory conversations I have and % of YES's
- 3) Keep a list of people I think can refer customers to me.
- 4) I KNOW the highlights of my child's games.

## How the results add up

You can get the idea (with a little math) from this example how the big Dream becomes a "realistic" 3-month objective. And then how this objective can be achieved by playing well in a series of weekly adventures.

If you co-create 10 "YES's" over the 12 weeks you will reach \$\$ objective. There will be plenty of challenges to play with and opportunities for growth.

Much like an athletic season it begins with the dream to become a better player as an individual and to help the team win as many games as possible.

In most dreams of life it works well to think of each new week as a new "adventure" or a new "game". As you complete the weekly adventures you will keep an eye on moving toward the objectives and ultimate experiences that you set here in steps 1 and 2.

You now have a weekly "adventure" to prepare for and play. Now your coach can guide you toward playing better each week... FUN!! But no matter what happens on a given week, there will be a new adventure / game to play with every week until the season (12 weeks) is over.

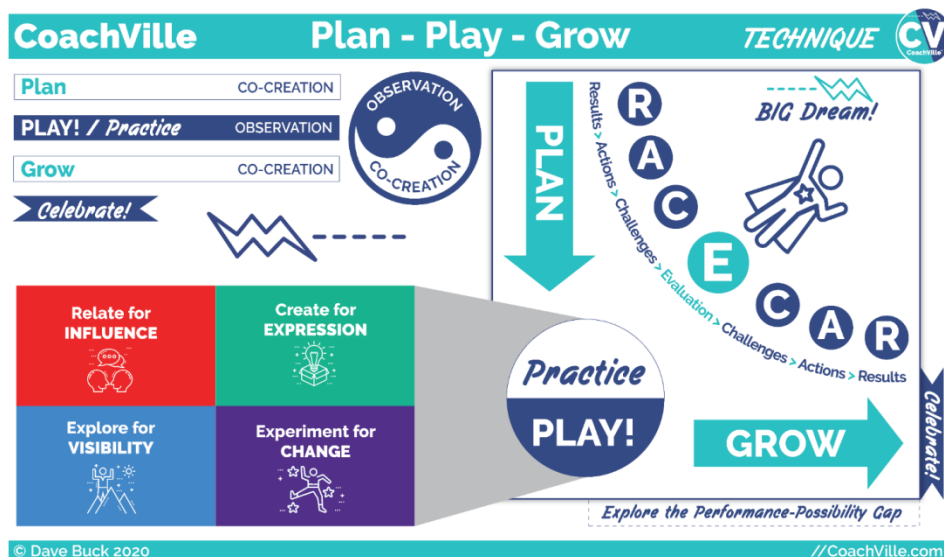
This is very different than the industrial approach that we were taught – make a list of tasks and keep checking them off the list. Add new tasks to the bottom of the list. Keep grinding through the list until the project is complete or you drop dead of exhaustion!

## *The Plan-Play-Grow Technique*

To help you get ready for Session #2, I want to share with you how to get into the rhythm of playing with a Life Coach. There is a coaching technique to create this rhythm called:

Plan-Play-Grow. If you have ever had an athletic coach or a performance art coach then you will recognize this technique.

On a personal note, I first learned about this technique by observing my mom who was a piano and voice coach. Her music studio was right beneath my bedroom in the house, so I heard coaching happening every day after school. Even though I wasn't tuned into the details I did notice one very dramatic thing: over time all of her students played a lot better! This is exactly how it happens... and it yields great results almost every time.



Let's explore this model together.

We start in the upper left where you see Plan – Play / Practice – Grow – Celebrate. You also see the yin/yang symbol with the core of the coaching experience which is observation and co-creation. You may recognize those terms from the definition of coaching I shared with you.

Next, look at the right side of the diagram. You see the Plan – Play / Practice – Grow – Celebrate again but this time you also see what we call the RACECAR acronym: Results – Actions – Challenges – Evaluate. We will get into that in a few moments.

Also in the lower left you see a call out from the Practice / Play circle into the 4 primary activities of playing for our dreams; AKA Social Play. You saw this in the Playbook Introduction. (It's all coming together!)

Whew! We have a lot to talk about here.

Let's first get clear on the coaching rhythm because it will really help you get the most out of your sessions with your coach.

In the coaching session:

- You and your coach will warm up, then celebrate the notable experiences since your last session; especially moments of play where something good happened.
- You and your coach will co-create a coaching PLAN for the session by first EVALUATING what happened when you played. And you will share specifics about key playful actions and the results in the world in a way that sparks new awareness. (Reflecting more than Reporting from the 5 types of conversation model)

- You and your coach will PRACTICE together to co-create new awareness, new possibilities, new capabilities and new confidence. We will explore a variety of practice techniques in this program. In Session #2 you will have a detailed strategy and planning session by playing with ideas: Results, Impact, Actions, Superpowers, Challenges, Spirit of Play and Growth. Most of the time this is where you will get into some kind of ACTIVE conversation.
- You and your coach will capture your GROWth from the session. (The Growth Zone in the Coaching Notes Play Sheet) The intention of a good coaching session is that you grow during the session... and then continue to grow as you play in the world. Make a few notes on your coaching notes sheet as you talk together.
- You and your coach will co-create your play PLAN for the upcoming time frame. Focusing on the 4 types of actions to play BIG for your dream.
- You will write out the most important items on your Play Plan Playsheet.

Then...YOU go out in the world to play:

- You PLAY for your Dream aiming to co-create RESULTS and experiences by taking the 4 types of ACTIONS and facing CHALLENGES along the way.
- You notice your GROWth opportunities as you play.
- Make a few notes on your playsheet about what happens as you play (or avoid playing).

In the next coaching session:

- You and your coach will warm up, CELEBRATE your RESULTS (and your challenges)
- You and your coach will co-create a coaching PLAN for the session by first EVALUATING what happened when you played.
- You and your coach will PRACTICE together in an ACTIVE conversation.
- You and your coach will capture your GROWth from the session.
- You and your coach will co-create your play PLAN for the upcoming time frame.

YOU go out in the world to play:

The rhythm repeats from here.

When you get into this rhythm with your coach, you will be amazed at how quickly you feel your progress and good things start to happen. It really is fun.

### ***Quick Player Prep for the full warm up.***

As I shared with you in Chapter 1, the full warm up for each Life Coaching Session consists of 3 steps:

- #1 The Connected Breath Technique
- #2 The Share Your Dream Exercise
- #3 The Peak Experience Technique

The whole thing should take LESS than 5 minutes.

### **#1 The Connected Breath Technique**

This is a great thing to practice every day; especially when you want to feel connected like before a conversation or before creating something you intend to share with other people.

It might feel strange doing a technique like this while guided by another person. This is because most of us haven't practiced this in our lives; in many circles it is known to co-create aligned energy.

## **#2 The Share Your Dream Technique**

Your coach is going to ask you to share your Dream in 30 seconds or so. It is super powerful to speak your Dream out loud in the presence of your Life Coach. Doing this amplifies the energy of your dream and your connection to the Supermind which is part of Energy Alignment.

There are two ways you can go about doing this.

One is to just speak it from the heart each time.

The other is to write out a few key phrases that are important to you and then practice every day. Practicing this each day – or a few times each day – can really move you toward clarity. Be open to noticing when you say it in a new way that sounds and feels even better; update your written version.

Both ways have merit so choose the one that feels best for you. Or switch back and forth each week. Have fun with it.

## **#3 The Peak Experience Technique**

For the third part of the warm up your coach is going to ask you to choose one peak experience to actively play in your imagination. You probably have a few of these written down from coaching session #1 and thinking about it during the week.

The key is to practice using your imagination to bring a desired future moment into the present. In your imagination it is always NOW. Reclaiming and tapping into the power of your imagination will move your dream forward faster.

To help the warm up go smoothly and quickly, come prepared with a Peak Experience Moment to play with.

Your coach will ask you to bring the scene into your imagination for 30 seconds. You can do a lot in 30 seconds in your imagination!!

Have fun with it. Then your coach will ask you to share what you saw. This will amplify the power again.

Whew! We are rocking and we are only 3 – 5 minutes into the session.

Now you can dive into the rest of the coaching session with real creative energy and connection.

My players LOVE this warm up. I hope you will too. Often during the session we notice more desired Peak Experiences to play with in future sessions. It really sets a tone for co-creation.

## **Quick Player Prep for Celebrations, Actions and Results**

It is SUPER important to celebrate!!!

WHAT to celebrate? ... as a player... LOT's of things.

Think of the basketball players... they High Five after every basket. Even though this happens 100 times every game... even though they practice making baskets night and day. They still celebrate every time!

Be creative in finding the actions and results worthy of celebration.

Just like the players get an acknowledgment even after a missed free throw... you can acknowledge and celebrate a challenge or a place where you feel stuck... this is pointing you toward a growth opportunity.

Remember... In Life Coaching your coach doesn't get to watch you play most of the time. So you need to fill them in on the details worthy of highlighting.

YOU need to do your best to break out of reporting like you would to a boss.

You want to get more into a flow of reflecting: "this is what happened and this is what I learned; and this is what I want to celebrate; and this is the challenge I want to explore".

"And this is something I didn't do and I am really curious about what happened here."

Your coach is not your project manager! They are your coach. Their aim is for you to play for your dreams, co-create peak experiences and grow, grow, GROW!

Side note: I am not saying that there won't be any tasks to complete as part of your dream! Of course there will be. BUT... completing tasks is not what makes your dreams come true... how you play in the world of people determines that; and this is where the growth opportunities are. So that is why we focus on this in Life Coaching.

**BIG DEAL:** Something that happened to me many times in my early days as a coach is when a player reached out and wanted to postpone our session because they didn't finish their tasks. This is one of the experiences that inspired me to create this Play Life Method! Life coaching is not about tasks; and not about task management. Coaching is about practicing and playing life better. No matter what you do or don't do in a given week, there is growth that can be pulled from the experience by exploring it with your coach; even if you avoided playing. In other word, don't postpone your coaching session because of what you didn't do!

## ***Prepare for Session #02 – Design the Way to Play***

In this session you and your coach are going to explore your BIG Dream from both practical and aspirational perspectives so you can get out there and play for it. My aim here is to explain a few of the concepts that your coach will talk with you about.

Remember that we all learned the way of the task list in the Industrial Age. So it is an easy trap to fall into to think you can task list your way to your dreams. You can't! But learning how to play plan is going to take some practice.

## ***We start every session with a Warm Up!***

We will do the Connected Breath Technique.

Then your coach will ask you to share your dream; the 30 second version. It is so important to speak your dream out loud to your coach. This exercise calls in the ultimate purpose of coaching...living your dream.

### ***Peak Experience***

THEN... your coach will do the Peak Experience Technique with you.

Celebrations from your recent experiences of playing in the world come next. This can take some practice because we are not accustomed to celebrating ourselves.

Then you and your coach will co-create awareness together by talking about your actions and results from the past week of play.

### ***Deepen the Dream***

Next you and your coach will walk through each of the sections on the playsheet one at a time:

Outcomes, Mastery, Becomings and Upgrades.

Then, Results, Actions, Challenges and Evaluate.

Another way to think about Results and Actions is that these are the Peak Experiences of playing for your dream.

#### **Results:**

A result is when something happens in the world as a result of your actions; In the world means: other people. There are probably several results that you want to co-create and experience like for example: another person says “Yes” to doing something or another person enjoys something you create and share.

*Actions:* This is doing something! Usually in the 4 Pivotal moments of Social Play.

#### **Challenges:**

Everything that prevents your result from happening when you take action. There are LOTS of challenges. Each presents an opportunity to play and a growth opportunity. For example, if a person declines your offer or doesn't enjoy what you created there are reasons. Also there are Inner Challenges to explore when you resist or avoid taking an action.

#### **Evaluate:**

This is how YOU determine how well you are playing and how you want to play better.

#### **Life Situations**

| Play Life Coaching Session #2 Notes                                              |                                |            |              | Date: |
|----------------------------------------------------------------------------------|--------------------------------|------------|--------------|-------|
| Session: Design the Way to Play                                                  |                                |            |              |       |
| The BIG Dream:                                                                   |                                |            |              |       |
| PEAK EXPERIENCE                                                                  | Explore the Fear / Growth Zone |            | CELEBRATIONS |       |
| ACTIONS and RESULTS                                                              |                                |            |              |       |
| Focus: Deepen the Dream                                                          |                                |            |              |       |
| Outcomes                                                                         | Mastery                        | Becomings  | Upgrades     |       |
| Results                                                                          | Actions                        | Challenges | Evaluate     |       |
| Life Situations                                                                  |                                |            |              |       |
| Growth Zone What did you learn...<br>Playing For Your Dream Self and Superpowers |                                |            |              |       |
| PLAY PLAN                                                                        |                                |            |              |       |

Your coach is going to ask you about how playing for your Dream fits in with the rest of your life. This is to make sure that the next few steps of your dream are possible NOW.

## ***GROWTH ZONE***

In every session your coach will debrief the session with you. Often you don't realize insights until you have a moment to step back and talk about them.

## **NOTES**

It is a good idea to look over your notes after the session. Make sure you can read everything you wrote! (this is often a challenge for me)

Fill in anything that is missing.

Then take a moment to put a few items on your Play Sheet for the week while it is fresh in your mind.

Have fun playing for your dream!

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

## ***Coaching Notes for Session #02***

### **Quick Prep**

This is a wide ranging session! Talking about how to play for a Dream is creative and fun. AND most people have no idea how to do that so the conversation can move all over the place. You need to be prepared to jump around the Coaching Guide to flow with your player.

Writing notes in the Coaching Notes sheet will really help you.

For example, your player may be describing an outcome that they want and suddenly start describing a challenge. Flow with them.

You don't need to be linear, BUT you do need to cover everything.

**Let it flow AND keep it on track at the same time... THIS is the magic of great coaching conversation.**

Another BIG point here is that many people that you coach will not know exactly what is possible in the three month time frame of playing. As you engage with them you will get a sense of the players' experience in playing for this Dream.

**##!!##**

### **1) WARMUP**

**SAY:** "I am really excited about coaching with you today. I can't wait to see what we co-create together."

**ASK:** Do I have your permission to be your coach today? Are you ready to get started?

**{wait for them to say, YES}**

**SAY:** "OK. Let's start with a quick warm up. First we will do our Connected Breathing Technique like we did last week. If possible put your feet flat on the floor and rest your hands on your lap or place them over your heart.

Here we go...

*{do this in a quiet voice}*

**SAY:** Breathing in ,2,3,4... Breathing Out 2,3,4,5,6,7

**SAY:** Breathing in 2,3,4... Breathing Out 2,3,4,5,6,7

**SAY:** Breathing in 2,3,4... Breathing Out 2,3,4,5,6,7

**SAY:** Now we have a strong connection between the heart and the mind.

*{pause a moment}*

**SAY:** Next we are going to do a powerful technique called the Peak Experience Technique.

**ASK:** "Did you have a chance to listen to the prep audio or read the playbook?"

*{If Yes, then you know they are prepared for this technique; if not you may need to explain it a bit}*

**SAY:** OK. The first step is to share with me a 30-second version of your BIG Dream.

*{Listen. Then when they finish...}*

**SAY:** I can see you doing that.

*{pause for a moment}*

**SAY:** Next let's choose a peak experience that's part of your Dream. It can be one we explored last week or a new one you have come up with.

*{Listen and help them clarify and state a quick recap for them}*

**ASK:** Are you in a safe space where you can close your eyes.

*{if not, they can keep their eyes open}*

**SAY:** Next, close your eyes for a few moments. Bring this peak experience into your imagination and SEE it playing out for 30 seconds. Can you do that?

*{wait approximately 30 seconds}*

**SAY:** Excellent!

**ASK:** You can open your eyes. Can you tell me a little bit about what you saw?

*{listen and enjoy!}*

**SAY:** I can see you doing that!

**ASK:** Alright! We are warmed up now. Are you ready to dive in?

*{wait for them to say: Yes}*

*This is the full warm up that you will do each week. And it can change and emerge as your player grows in understanding of their Dream and their Peak Experiences.*

- *Connected Breath: synchronizes the heart and mind*

- *Share the Dream: even for just a minute serves as a touchstone for the coaching*
- *Peak Experience: activates the player's imagination which is essential to playing life*

*The key for you as the coach is when the player is sharing their Dream and the Peak Experience, YOU need to SEE it with them.*

*Pay attention to the response in the Coaching Guide: **I can see you doing that.** It is so powerful for the player that you see it with them; they feel seen by you.*

## 2) COACHING PLAN (Deepen the Dream)

**SAY:** Today we are going deeper into playing for your DREAM. But first...

**ASK:** Anything that you want to celebrate? Especially actions with the Spirit of Play?

*{Listen and champion them}*

*Stating the play plan sets the tone for the session.*

*Asking the player to celebrate with you every week will encourage them to create reasons to celebrate! This is part of the "ritual" of a coaching session.*

## 3) PRACTICE ~ PLAY TOGETHER ~ {Explore the Performance-Possibility Gap}

### DESIGN THE DREAM EXPERIENCES / OBJECTIVES

**SAY:** The BIG IDEA of playing for your dream is to create Experiences. We are going to talk more about the Peak Experiences that you want to co-create on a regular basis and the Ultimate Experiences when things come together over the next few months.

These will evolve as we play. So today we are going to focus on "Play Plan Version 1".

**ASK:** What are some of the Ultimate **OUTCOME Experiences** that you want to have before 3 months pass? An ultimate outcome is when your result in the world accumulate into something you want.

*{Listen and clarify; you may need to help them with the idea that an outcome is an experience"}*

*You will get a feeling for how much they understand what they are getting themselves into by the way they make the BIG dream more tangible.*

*Listen and highlight on the play sheet the three things they select.*

*Numbers are easy to identify as tangible OUTCOMES.*

*Examples:*

- *\$4,000/ month in income*
- *500 new subscribers to my newsletter*
- *100 people attend my four workshops*
- *Body weight less than xxx pounds*
- *I want to have the first 100 pages of my book complete*

- *I want a position on my team where I can interact with other people more*

*Often specific environmental upgrade projects will be identified as outcomes.*

- *I want to be more respected by my team at work*
- *I want to have a new job*
- *I want to have my website up*
- *I want to have my folks moved into their new home*

*When this happens you can write them in the 4th box on the right side of the diagram and then try to figure out what the actual outcome is.*

*SAY: Great. A new job is what we call an **UPGRADE** to your environment because it will put you in a new place. This is an important part of your Dream for sure.*

*ASK: What is the **OUTCOME** you want to create in the world by having a new job?*

*Or What is the **OUTCOME** you want to create in the world by having a new website?*

*Sometimes people will list actions when you ask about outcomes.  
(Because in the Industrial Age the Action WAS the outcome)*

*Examples:*

*I want to Exercise 3X per week*

*I want to Read 3 books per month*

*I want to Meditate every morning*

*These go in the **ACTIONS** area. Ask them about the **OUTCOME***

*Say: "That is a great activity so I will note that as one of the actions of your Dream.*

*Ask: What will be the outcome when you do it (exercise 3X per week) consistently well for 3 months?"*

**ASK:** We spoke about this a little bit in our last session. What are some actions that you want to get really good at doing in pursuit of **MASTERY** over the next 3 months.

**{Listen and clarify}**

*They may go in the direction of some vision of perfection or no mistakes.*

*You want to lean them toward the direction of being at ease and getting desired results most of the time.*

*If they already get great results in this action, THEN mastery will look like taking a new creative direction.*

*Examples:*

*I want to get better at engaging potential customers so that they love my firm and what we stand for even if they don't buy from us.*

*I want to be totally at ease and fearless in inviting someone to hire us. And I want us both to feel at peace even if they say "No, thanks", or "Not now".*

*I want to improve my ability to handle conflict so that I feel at peace and the other person feels heard and respected even if we don't come to an agreement.*

*I want to improve my writing skills so that people are moved to contact me to let me know how they felt about what I wrote.*

**ASK:** Any further thoughts about who you want to **BECOME** – what superpowers you want to develop – as you face the challenges of pursuing your dream?

**{Listen and clarify}**

The **becomings** often come from facing **challenges**. But we will get to those a little later in the conversation. If the player starts talking about challenges, just jump down to that section.

And sometimes your player may have an idea about specific situations that they want to improve.

Specific experiences will come up here. Examples:

1. I want to have a much better relationship with my spouse/child/boss/colleague = I want to be more loving, caring, thoughtful or connected
2. I want to feel more relaxed at the end of the day = I want to be more peaceful, zen, appreciative, reflective, joyful
3. I want to be a more confident, influential, organized, impactful as a business person / leader
4. I want to be a more "present", fun, during family activities

Here you will help them name the Superpower for the situation.

**Becomings** are the secret sauce of coaching!

The ultimate outcome of playing for a Dream, WITH A COACH, is the joy of personal growth and self-discovery. This is found in the "WHO YOU BECOME" in the experience.

We all know that this is true for the greatest moments of our lives. Typically they began as a great challenge. Sometimes we create the challenge. Sometimes the challenges just seem to find us.

Ultimately it is the personal growth that tells the real story. AND, it is a big deal to think about this consciously as you get into the Dream.

Print out the Superpower Playsheet and keep it handy to look for words as your player is sharing.

**SAY:** We are going to explore a few **UPGRADES** to your environment that you want to make so that you can play at a high level? Things like resources, assets and connections that you will need.

**ASK:** To use a metaphor... if you were going to play for this dream at an Olympic Level, what resources and support would be in your Olympic training center?

{Listen and help them imagine using the Olympic Training Center as a metaphor}

**ASK:** What **UPGRADES** to your environment do you want to enjoy as a reward for becoming a great player and making a difference in the world?

{Listen and help them imagine the “Things” they would love to have in their experience}

**Upgrades** are often the “Super Outcome” of the Dream. In other words, what positive changes in your environment do you want to create as you play and fulfill your dream?

*Examples of upgrades that are resources for high performance:*

- 1) Strong connections with a referral network
- 2) A beautiful writing space in my home where I feel creative and open

*Examples of rewards:*

- 1) A new CAR! (I seriously need one)
- 2) A closer relationship with my child & mate

*With your player you can practice re-framing these “things” as Ultimate Experiences.*

- The experience of receiving an opportunity from someone in your network
- The experience of being in your new writing space.
- The experience of driving your new car
- The experience of feeling closer to your child or mate

## **PLAY FOR THE DREAM using the RACE Model + Peak Experiences**

**SAY:** Now that we have the big picture, we are going to get into the details of how you will play for your Dream every day in pursuit of Peak Experiences. Remember, this is just version 1 we are creating today.

**ASK:** What are the recurring **RESULTS** that will grow into your tangible OUTCOME(s)?

{Listen and clarify; You can remind them of the OUTCOMES they described}

*For example, to create the \$4,000 per month in business income that you mentioned as an OUTCOME, what results do you need to create on a weekly basis?*

*This is where you help your player see the relationship between ongoing results and the BIG outcome.*

*In the Industrial Age we looked for a sequence of tasks to do to accomplish the outcome. But in games, instead of completing tasks we accumulate results.*

*For example: Signing a paying client @ \$400/month is a BIG WIN, a BIG result that will accumulate to the outcome.*

*Most times, it is pretty clear what the recurring results will be for each outcome. But sometimes it may take a bit of creative exploration to find it.*

*For example: The outcome of "Maintain freedom to enjoy more time with my child".*

*The results here would be both signing a paying client because money creates freedom AND an enjoyable afterschool activity with the child. An enjoyable afternoon with your child is a result.*

*Try to find at least one recurring result for each outcome. If you can't find one, leave it for now and come back to it in another session. You don't want the conversation to get stuck.*

**SAY:** Next we need to talk about social actions. And we want to focus as much as possible on social actions relate, create, explore and experiment. An example would be: you talk with someone and ASK them to do something with you; or hire you to do something.

**ASK:** What are some of the social **ACTIONS** that will create the results you want?

{Listen and clarify; You can remind them of the MASTERY they described}

**ASK:** Now let's go through each action. On a scale of 1-5 (5 being mastery) how would you rate your skill level?

{Walk them through the list of actions}

*Here you just want to get there perception of themselves. You will learn a lot more as you get into the game with them.*

*THIS IS BIG.*

*In the Industrial Age of Control, skill meant that you could complete the task without making any mistakes.*

*In the Connected Age of Co-Creation, skill means that your actions get results in the world.*

*So when you ask this question, you have to remind them that the rating is not based on their vision of "perfection" or doing it the right way; it is based on how frequently the action gets the desired result.*

**ASK:** Let's activate your imagination. Let's describe a few of these actions and results as a Peak Experience?

{This is VERY IMPORTANT! You may need to jump in with ideas to spark their imagination to help them see it. Pick at least one, encourage them to close their eyes and imagine doing it well and having the result happen}

Your player probably has a good idea about the needed **actions** to get the **results**.

However, if they are not clear, you may have to spark the conversation with a few ideas of your own!

Remember too that all of us trained in the Industrial Mindset do not easily see the connection between actions and results. We only see that we completed the task and that's it.

So you have to learn to see that actions alone are not enough. We have to look at what happened "as a result" of the action.

A quick example might be writing an article. The action is to write, but that is not the end of the story. What were the results? Did anyone read it? Did anyone take the action you suggested at the end of the article? Did anyone call you to give you feedback?

In work, we only look to complete the task. In Play we ALWAYS look to see that our action created a result. In a big dream we PLAY for impact.

Then you can turn this into a **Peak Experience**: I see myself having fun and getting into a flow while writing an article. Then I imagine someone reading it and feeling inspired to comment. Then I see myself reaching out to them to start a conversation. This is how I want it to be.

Coaches note:

As you talk about actions, ask clarifying questions and share observations.

Ask yourself: are they missing or avoiding anything important?

If you have inklings in this direction, ask them!

ASK: are we missing anything important about playing for this Dream?

Or

SAY: I was thinking XX activity is a part of this Dream but you haven't mentioned it.

What do you think?

**SAY:** Let's talk about challenges again. Challenges are what make playing for your dream fun and growth oriented!

**ASK:** What are some of the **CHALLENGES** you expect to face while playing for your desired results?

**{Jump in and share the challenges that you see; NOT the solutions}**

And what additional **CHALLENGES** do you expect to face while playing for your **results**?

Remember, that in the Industrial Age we were taught to only do things that did not have challenges so that we could avoid making mistakes.

So it is a challenge for most people to see that challenges are fun! But this is the transformation you need to bring to your own mind and to everyone you coach.

*At first, they may not see the challenges. Or they may describe them as problems.*

*You may have to ease them into finding the fun in whatever gets in the way of creating the results they desire.*

*Challenges can be external like:*

*It is hard to find places where my ideal customers hang out.*

*Challenges can be internal like:*

*During my conversations with potential customers I come up with a reason NOT to ask them to hire me.*

*Ask: What are some of the general challenges that you are facing right now? Things that are taking up your energy and thoughts. It could be a recurring problem that you haven't been able to solve; or something that you think might get in the way of playing for your Dream?*

*Listen and take notes. If the challenges are related to the Dream, write them in the Blue Box labeled **challenges**. You will get into this more as the Dream moves along, but for now you need to get a feel for how "possible" this Dream is for them.*

*If the challenge is not related to the Dream but seems more like a life "situation" write a note at the bottom playsheet where it says **Situation**. We will get more into that with them in a moment.*

*Again...*

*Keep probing: What else? Is there anything else?*

*REMEMBER: be objective, listen without getting lost in the story.*

*This is good because your player gets the sense that you care about the details; that you are going deeper than surface level conversation.*

**ASK:** What is most important for us to **EVALUATE** each week to explore how well you are playing?

**{Listen and clarify}**

*Step #5 is called Evaluate What Matters. We will get into that step in much greater detail in Chapter 5.*

*But in the beginning of playing it is very powerful to start to think about how your player wants to evaluate their own performance. This is very empowering because in most things in life we feel we are being judged by outside forces.*

*Here you encourage your player see that "Feedback is the breakfast of champions".*

*When you play for a BIG Dream, EVERYTHING is feedback.*

*The question is which feedback is most important to consider?*

*Which feedback will give you clues about how to play better?*

*Examples:*

- *Count my revenue (on a spreadsheet)*
- *Count how many exploratory sessions I do and % of YES's*
- *Keep a list of people I think can refer customers to me.*
- *I KNOW the highlights of my child's games.*

## **THE CURRENT SITUATION AND DREAM VIABILITY**

**ASK:** Tell me about any situations in your life – like commitments or life challenges – that could affect your ability to play for your 3-month Dream?

**{Listen and clarify}**

*Keep probing: What else? Is there anything else?*

*You will be surprised at how many times the fourth or fifth thing they mention is a HUGE item in their life, but they didn't want to bring it up. (AKA face reality).*

**SAY:** When I am coaching someone to play for a dream, it is important that the short term dream is attainable.

**ASK:** When you look at this 3-month dream, your current abilities and your current situation, do you believe that this 3 month dream is attainable?

**{DIALOGUE TOGETHER: Talk about the viability of the dream as you see it as well. Offer your comments and perspective on the situation.}**

## **YOU MUST ASK YOUR PLAYER THIS QUESTION.**

*Do not shy away from this question.*

*Also, don't assume you know the answer based on how the conversation has unfolded.*

*Ask the player. And let them answer. You may be surprised.*

*Listen: write down a few things about what they say on the bottom of the Play Sheet. There is a specific spot for this.*

**IF NOT... ASK:** How should we modify what you are playing for over the next 3 months to make it attainable

**IMPORTANT:** *If you think the Dream is unattainable but your player feels that it is, here is what you do.*

**Say:** *OK. If you feel confident, that is the most important thing. Let's agree to re-evaluate the Dream after a few weeks and if it turns out that it is a little aggressive, we will make the needed adjustments. Fair enough?*

## **4) GROWTH MODE**

*This part is mostly the same for each session.*

## 5) PLAY PLAN FOR THE DAYS AHEAD

**SAY:** Notice the conversations you have that are important as you play for your dream. Choose one that we can play with together in our next session.

*This request is new. This is in there to set up the Role Play which you will do in the next session.*

##!## - End of the Coaching Guide

### *Co-Create Awareness Technique*

If you have already taken the Coaching Superpowers Program then this will be a little review. If you have NOT taken it yet, then this is a preview. Both are awesome.

Remember the 5 types of conversation from the Introduction and the 4 types that we use in coaching. The lowest type in the coaching realm is reporting: where your player reports about what happened and you just gather the information.

The next level up is an important LEAP: Reflective Conversation. This is where you Co-create awareness with your player by digging in to what they are sharing.

This is the purpose of the Co-Create Awareness Technique.

You don't need to use it with everything your player shares! But it's good to always have it ready for when the right moment arrives; which it does several times in any coaching conversation.

Opportunities to use the Co-Create Awareness Technique happen all throughout a coaching session. In fact you have already been doing it without realizing it. Now let's explore it so you can use it intentionally.

### **Talking about what happened while playing out in the world**

There are three fundamental Life Coaching scenarios:

- 1) Where you directly observe your player out "in the world"
- 2) Where you do not observe your player out "in the world"
- 3) Where you practice with your player so you can observe and co-create with them

Most life coaching is based on the scenarios #2 and 3 but scenario one is getting more common as we all play for our dreams in ways that are broadcast or recorded.

### **Scenario #1: You observe your player in the world**

In some Coach Approach Leadership situations you may get to watch your players in action. Even as a Life Coach you may have the opportunity to observe your player when they do something that is being broadcast live. OR you may be able to observe your player in action via a recording. These are all awesome new opportunities that have emerged in the Life Coaching space. In these cases you still talk with the player about their experience but you have your own direct observations to contribute to the conversation.

### **Scenario #2: You don't observe your player out in the world.**

You need a technique to talk with the player to get the picture of what happened by the player describing the experience. You have to develop the ability to see the “action”, or the “situation”, through your player’s eyes by what they share. You need to learn your players explanatory style so you can adjust your observations accordingly. You need to get into the scene with your player as if you are watching it live. It is intense. It is truly awesome when you do it well.

### Scenario #3: You practice with your player so you can observe them

This is the situation with the Role Play technique that we will do in this session.

In all three scenarios your role as the coach is to co-create awareness with the player.

Let’s put a little attention on Scenario #2 because it is so common and so important.

## The Coaching Guide ~ for scenario #2

**THE BIG IDEA:** The coaching guides gives “just enough” structure to guide the conversation while you practice the Co-Create Awareness Technique.

Here is a little section from the Coaching Guide for Session #2 to use as an example:

**\*\*!!\*\***

*ASK:* Anything that you want to celebrate? Especially actions with the Spirit of Play?

{Listen and champion them}

**\*\*!!\*\***

As the player shares, you can use your intuition, inklings and curiosity to create a deeper exploration.

- Intuition comes “up” from your body; your non-conscious mind.
- Inklings come “down” from the Supermind; the experience is like a download from a source of wisdom.
- Curiosity comes from your Playful Conscious Mind.

While going with the flow of the questions, look for opportunities to co-create a life changing conversation using the 4 “Superpowers” of the Co-Create Awareness Technique.

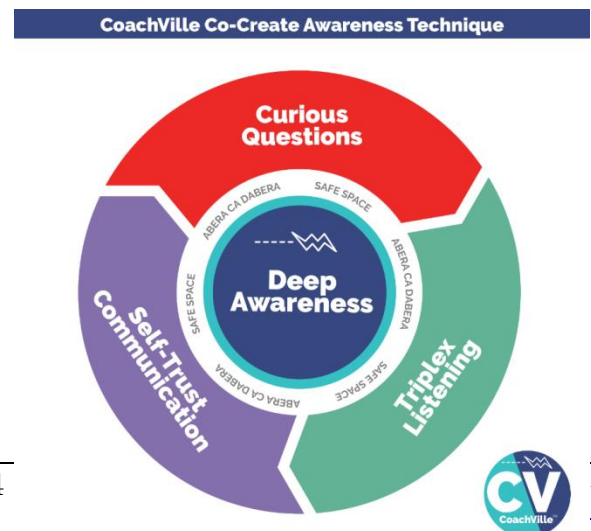
The Co-Create Awareness Technique is specific use of the 4 Coaching Superpowers that we explore in the Coaching Superpowers Program.

- Curiosity ~ Powerful Questions
- Triplex Listening ~ Active Listening
- Self-Trust ~ Direct Communication
- Go Deep ~ Expand Awareness

Here are a few little examples to spark your imagination...

### Curiosity – Exercise Wonder

You are asking your player about actions, results, challenges and superpowers.



Let's say your player is sharing about a visibility action they took. As your player is sharing notice the questions that pop into your awareness.

Ask one. (asking only one is key!)

As much as possible, frame your questions in an open ended way rather than implying an answer in the question.

"Have you ever tried posting on Facebook"? (has the answer in the question)

"Have you tried social media?" (has the answer)

vs.

"What do you think your visibility superpower is?" (this is the open ended example)

### **Triplex Listening – Saying -> Not saying -> Belief/Energy**

Listen fully with attention AND ease. Don't TRY hard to listen. (There won't be a test on what they are saying!)

Hear what they are saying.

Listen for what they did.

Listen for what happened;

Hear what they are NOT saying.

Listen for what they are avoiding or resisting;

Listen for what didn't happen.

Hear the energy underneath their words.

Listen for dissonance between what they are saying and how it feels;

Listen for their beliefs and perceptions.

For example as they share about a visibility play, does it sound like they were wild and free and enjoying it?

Or does it sound like they were forcing it or doing it because they said they would?

### **Self-Trust – Feel it -> Say it**

As you dive into the questions and triplex listen you will have intuition, inklings (as I described before) as well as insights and observations that pop into your awareness.

Your awareness as the Coach comes in many forms and includes: feedback, an idea, an insight about what might have happened, a related experience that adds value.

You can share these to expand the conversation. The KEY is to trust your "self" to share them and to share them WITH permission and WITHOUT attachment.

Examples:

"I have an observation about this, can I share it with you?"

"I just had an insight while you were talking, may I share it with you?"

Wait for them to say "Yes", before you share.

The key is to be open and let thoughts "pop" for you.

YOU: “It sounds like maybe you were forcing it rather than feeling free. What do you feel?”

When you share something from a “pop” you are moving from influence to vulnerability as a coach or coach-approach leader because you are sharing based on a “feeling” rather than a fact. This is a good thing.

After you share, let go of the need “to be right” about what you shared; your player may or may not resonate with what it. But if they do resonate with it, it can spark a deeper conversation!

### **Go Deep – Look beneath the surface**

As you engage in asking curious questions, triplex listening and sharing via self-trust, opportunities will arise to *Go Deep* into the situation. This is where you go deeper by asking a more revealing question or sharing a more provocative insight. You will know that it is “deeper” by the way you feel about it... a little edgy. Often these deeper conversations will enter some new territory in your relationship: which will be powerful for both the coach and the player. Going deep is the real juice of life coaching and where most new awareness happens.

When looking at bigger possibilities or exploring challenges, there is always something happening beneath the surface of the conversation.

What is REALLY going on here?

How do you REALLY feel about it?

YOU: “Why do you feel you are forcing yourself when you play for visibility? What’s driving that?”

YOU: “What do you feel would be possible if you could get into the flow of visibility and feel free in these actions?”

Notice I am using “feel” where most people would use “think”. For most players the word “feel” and the sense of feeling will give you access to a deeper awareness than the word “thinking”. Feeling is an open territory where as thinking can be judged as smart or not smart.

Also feeling – especially when we get into the actual body sensations - will spark awareness of Pivotal Moments that we will explore in Chapter 4.

### **Abera Ca Dabera and Safe Space**

In the middle of the model you see the Aramaic phrase I referred to in the Definition of coaching: I create as I speak. When you and your player co-create a safe space for sharing both of you will be able to step into the creative power of your words.

### **What is there to become aware of?**

This is a big question and there is a range compelling answers: one would be everything; another would be only what is most important to see right now to make the next move.

As a coach you help your player become aware of:

- What were the results they co-created and what can be learned from the experience

- What were the challenges that they experienced and what did the challenge “ask” the player to do or become?
- What resources do they have around them that could be leveraged for the dream
- How did their choices impact the results; what other options were available
- Patterns of choices that they make; and how they could be maximized or improved
- What is their current skill level in an action; what their true gifts are
- What is the best way to improve a skill to get better results

Then there are a few more items of awareness when you have direct observation:

- What was going through your mind when this part happened?
- What were you feeling when this part happened?
- When you said this part, this was something I have never heard you say before. What was going on there?
- When you said this part, I felt your energy shift. What was going on there?
- What is a different way you can approach this moment?
- How can you express your Superpower more fully in this moment?

There is so much to talk about. I am just giving you examples to spark your imagination. You will develop your own style. Using this structure will help!

## ***“Time Check”***

Here is an important thing I can tell you about time... when you first start using this technique and really get into it; a planned 45 minute coaching session will become a 2-hour deep dive session in the blink of an eye!

This happened to me so many times in the early days of my coaching career.

In some ways it is awesome! You begin to realize how almost any life situation can become a life-changing conversation. At the same time, for most of us, regular 2-hour coaching sessions is not a sustainable business model!

So I recommend that when you first start coaching, leave extra time for your sessions to expand when it feels right. After a bunch of these coaching marathons with a few different players you will get a feel for how to “pick your spots” for deep dives AND how to accelerate them so that you can get the same life-changing impact in less time!

As a coach, you need to be able to be fully present in the session AND be aware of the clock at the same time. This includes knowing how far along you are in the Coaching Guide compared to how much time you have left for the session. The Coaching Notes sheets are really valuable for this reason.

If you are deep diving on a celebration and you see you have only 20 minutes left and you still need to get into the focus for the session... you need to call a time out with your player!

YOU: “Whoa, this is fun. But we need to call a time out here. We need to get into this XYZ before we run out of time.”

Also...

YOU: “Hey, we are pushing up against the clock here”. Do you have some extra time for our session to run over?”

Then move ahead accordingly.

Also, if your session does expand, STILL follow the guide to complete the plan for the session; even if this means speeding through whatever parts are left. Doing this is very important. It will ensure that your session “goes somewhere”. If you deep dive and then abruptly stop because you are out of time, it can feel like the session was incomplete... because it was!

This ability only comes with practice.

## ***Step #02) Design the Way to Play***

**Step 2 is intense! There are many new concepts to learn both for YOU and your players. And there are several steps required to transform a Dream from tasks into PLAY.**

When you master these steps you will be able to do this in a one 1-hour session that initiates a path of transformation.

*Identify the Outcomes, Mastery, “Becomings” and Upgrades*

*Identify the Results, Actions, Challenges and Evaluations (AKA RACE Model)*

Designing a way to play for a Dream is a highly creative process; and an essential skill for a Play Life Coach

It does require some practice! Learning how to do this well will become a personal asset you can use with individuals and organizations as well.

### **1) Identify the recurring Results that grow into the desired Outcomes.**

Creating results in the world is what makes a Dream so exhilarating. The results are what happen when you perform the action with skill and focused intent; in basketball you shoot the ball and it goes IN the basket! The desired results are the standard by which the players’ ability and determination are measured.

Results are a co-creation between your player and someone they intend to impact / influence / contribute to. A result is something that they can NOT control, but they can influence with skill, energy alignment and creativity. Typically, the desired results happening are the Peak Experiences your player is imagining in the Warm Up each session. In a well-designed Play Plan, when the desired results are achieved on a regular basis they grow and accumulate into the desired Outcome of the Dream for the player.

### **2) Identify the recurring Actions that grow into acquired Mastery.**

Every game has actions that happen over and over again as the Dream is played; like shooting the ball toward the basket in basketball. When actions are taken to create desired results, WHILE holding a vision of excellence, they grow into a new level of Mastery. In some cases the “doing” of the action at a high level for the player can be a Peak Experience; even if the desired results don’t happen

The pursuit of mastery also includes the concept of practice. Most of the sessions after #2 will be focused on practicing the actions of the Dream. Practices are repeatable actions taken in a safe space that improve your ability to co-create results out in the world.

### **3) Identify the recurring Challenges that grow into Becomings.**

Any Dream worth playing for will be full of interesting challenges; some anticipated, some unexpected! The key for the player and coach is to find the sweet spot between easy and hard. If the results of the Dream are too easy it is not inspiring. If the challenges are too hard and cannot be overcome then apathy sets in.

The coach must be ready to encourage the player to expand the Dream so that the player grows in ability by stepping into bigger and bigger challenges. It is through facing challenges that we become the person we desire to be.

### **4) Evaluate what matters and connect that to Upgrades.**

There are two ideas here. First is that you have to decide with your player how you will evaluate the results after they play. What will you look at to see if they are playing well? Often this starts with counting something like #'s of new paying customers for a business game. But it also includes positive experiences that occur while playing even if they don’t get the results.

The second idea is called “Upgrades” or Environmental Upgrades. These are real changes in the world around the player that occur by playing and “winning”. So a quick example from a business game would be when I reach a certain level of monthly revenue, I will hire someone to do an activity that is not my favorite.

### **5) Scan the players’ situation for anything that will affect their ability to play and succeed.**

Coaching is always personal. As a coach you need to know about anything in the players’ life that will impact the player in the Dream. The Dreams of life cannot be compartmentalized. Everything impacts everything else.

So for example, if the players’ desire for Mastery is to become masterful at selling BUT they have very little skill in sales, this is a situation that will require practice. If the player is playing a side hustle business game but is currently tied into a demanding full time job, this situation will require some creative shifting.

### **6) Make sure the “game is winnable” and make adjustments if it is not.**

The player and coach must take a good look at the desired objectives of the dream, and the players’ situation to make sure that the objectives are achievable.

We don’t use this pattern language too much anymore, but in this situation it is clarifying: a player and coach should NEVER set out to play a game that is UNWINNABLE!

It is better to make the objectives of the Dream VERY achievable and then make it bigger. Success builds success while defeat can start a downward spiral.

## **IMPORTANT NOTE**

Coach!! Step 2 of the Play Life Method is by far the most challenging to learn. This is the step where you transform the dream into play. This is the step where you transform Industrial Control Mindset into Social Play Mindset. This step is challenging, creative and fun because it requires you to change the way you see the world.

The MOST important thing you can do is practice these conversations... A LOT. Practice this conversation with ANYONE you can.

**While you are focused on your 3 Practice Players, I recommend you do Steps #1 and #2 with as many extra people as you can over the 12 weeks. It will really help you become a Master of the method.**

Even if you are not going to coach the person, help them figure out what their dream is. Even if you try really hard with them but you just can't figure out what the dream is, and they think you are crazy... It's OK. This is an essential step on the path to masterful coaching. With practice, your success rate will improve.

**A note for Professional Coaches: Many professional coaches use Steps 1 and 2 as a 2-part exploratory process for signing paying players. IT is very effective.**

## **Do some research!**

Another BIG idea is this: after sessions 1 & 2 when you clarify how to play for the dream with one of your players, if you don't know much about an endeavor like this, find someone who does. Then walk through the plan with them identifying typical details for each section on the Play Life Playsheet!

Do this as soon as you can for each player. This is a big part of the early days of coaching, learning a LOT about the different dreams of life.

As an example: I was just hired by a player who has had an amazing life as a performing artist BUT has never quite made it as a sustainable revenue generating endeavor. Now he wants to set up a music studio / school to create an income stream to replace the "handyman" projects he currently does to pay the bills.

I know a little bit about music coaching from my mom and as a paying player. But Deanna (from CoachVille) knows A LOT about creating a thriving music school. So I had a session with her – and my player together - to learn how to design a winning play plan for my new player.

## **The Play Cycle: The heartbeat of coaching.**

This part is the essence of Step #03. But you need a feel for it to do Step #2.

This is the essence of play: you take actions and face challenges in the pursuit of desired results and peak experiences.

### **A few examples:**

In basketball you dribble, pass and shoot the ball – the desired result is getting the ball in the basket. High Five!

In business you meet people, engage with them and make offers – the desired result is a paying client. Awww Yeah!

In romance you talk with your mate, do things with them, do things for them – the desired result is loving experiences. Sweet!

Now, if the desired result happened every time you took the action, it wouldn't be much of an opportunity for coaching would it? NO. Part of what makes a Dream worth playing for is the challenges you face in the pursuit of the desired results.

In basketball, the other team will attempt to block your shot.

In business, the prospect may say “no” to your offer.

In romance, your mate may not appreciate what you are doing with them or for them.

This is where coaching comes in! To PLAY better, you focus on what you are doing and how you might do it better and face the challenges more effectively to get the desired result from the activities more often.

When you are doing something without getting the desired results very often (or ever), this becomes a Peak Experience that you can envision, practice for and play for.

We will dive into this topic in more detail in our next session.

## **Look at the Play Life Adventure Log**

Notice the **RED** Row: *Outcomes, Mastery, “Becomings” and Upgrades*

We call these the “Ultimate Experiences” of the Dream.

*Notice the **BLUE** Row: Results, Actions, Challenges and Evaluate*

We use the acronym RACE to remember these items.

The important distinction is the items in the BLUE ROW are recurring.

They can be practiced in pursuit of “Peak Experiences” of playing well. They accumulate into the “Ultimate experiences” in the RED ROW.

*Notice the **GREEN** Row: Superpowers, Role Play, Fears, Environments*

These are the ways we help our players play better. We will explore them in great detail later in the program.

Designing the way to play in pursuit of a dream is a fun, highly creative experience that does require some practice!

**Learning how to do this well – with a variety of people - is a major step in becoming a transformational life coach!**

## **Remember Social Play**

Coaching is guiding someone to pursue their Dream out in the world.

A key part of the design process is to figure out how you can help them play better by OBSERVING them; which we will start in earnest in Session #3.

**It is vital when you coach your player during the design process that you guide them toward PLAYING with others and away from working in solitude.**

## **What makes a dream objective attainable? / What makes a game winnable?**

This is a BIG question with no specific answer because it is personal to every player and every game. There are a few things that you will learn to “look” for that will make a Dream Objective attainable or unattainable; or a game winnable or unwinnable.

### **1) The time frames seem realistic**

The time frame for the objectives must be realistic given – and here is the tricky part – the players’ whole life. The primary factor that makes a Dream objective unattainable is an unrealistic time frame.

### **2) Focused desire**

We have talked about this already but it can’t be overstated. Your player really needs to know WHY they are doing this in order to grow through all of the challenges that are going to occur. And if your player has MANY different desires that they want to fulfill at the same time, this can make a Dream objective unattainable too.

### **3) Basic Skills**

Your player will most likely need to develop new skills and build on some existing skills to accomplish their objectives. But you want to know that they have a foundation that you can build on.

### **4) Suitable Environment**

For sure you will have to work with your player to transform their environment – their Dream Team - from suitable to supportive to “winning” in order to create sustainable results. The bottom line here is that most people are not playing in an environment that is totally set up for them to win, so you can expect to make some upgrades here. At the same time, it can’t be so full of obstacles that they can’t even get started.

Examples that would make an unsuitable environment include: dire financial environment, unstable relationships or family life, a major health crisis, something that is creating a major and unavoidable demand on their time – like an ailing parent that lives in their home for example.

### **5) Intended results that are specific and in the “challenge sweet spot”.**

This means that they are not too hard and not too easy either.

Keep in mind that these five areas are things that you will keep an eye on while you are talking with your player (or potential player) about their Dream. You won’t know all there is to know about their situation until you get into a bit further.

At this point, you are looking and exploring to make sure that it feels right.

It is also a VERY good idea to let your player know that if you both come to the conclusion along the way that a Dream Objective is unattainable as it is currently defined – you can redefine it at that time.

### **What makes a Dream fun to play for?**

- 1) It has desired outcomes that focus your energy, attention and imagination
- 2) It has activities that are fun and challenging and can be Peak Experiences
- 3) It has skills that you can practice AND if you really get into them you can pursue mastery and Superpower Impact.
- 4) When you play you can notice and feel yourself improving over a period of time.
- 5) It has a variety of possible strategies and play plans that spark your creativity.
- 6) It is full of surprises that test your resilience and resourcefulness
- 7) It has a tangible “score card” so you can evaluate how well you are playing on a regular basis
- 8) AND above all it has OTHER PEOPLE PLAYING so that you feel like you are a part of something. You build relationships through shared experiences.
- 9) A Dream is something you PLAY for enjoyment and for a purpose; A Dream that will bring you to life.

Now, let me tell you something here: playing for a Dream does not mean life is always easy! NO.

Sometimes you get into a really challenging situation and it is tough. And sometimes you LOSE or fail and it is heart breaking. All of these things are part of playing for Dreams. But when you REALLY play, you feel that reward that only comes from giving it your all no matter what happens.

### **The unwinnable game**

The original version of this Method was called Play Two Win; it was about playing together to win the game of life. This was pretty compelling for a lot of people but at the same time many did not resonate with winning a game.

Playing for one’s Dream has universal appeal so it was a good upgrade.

However there was a concept from the original version that was quite important to understand: The Unwinnable Game.

So even though we are not oriented around “the game” any longer this can still be important to look out for; and it can be good pattern language to use in some situations.

***Sometimes you may have to ask: “Are we playing an unwinnable game here?”***

In the right situation this question can create a provocative wake-up call.

**Here are a few details from the original version of the program:**

As a coach, you must know how to spot an unwinnable game! If your player has one, it will become a problem for them but a BIGGER problem for you because it is your job to help them win their game of life.

Many people today are trapped in an unwinnable game, OR a game that is not worth playing.

And it is the reason this whole concept is so transformational and so important - NOW more than ever.

...in their careers, businesses, relationships, finances, health - most people are playing a game they cannot win OR a game that is not worth winning because it has no real purpose for them. And they are suffering as a result; even if they put up a good front and say that everything is GREAT. It's because they have gotten accustomed to it; or resigned to it. UGH!

The unwinnable game...

- Dampens the human spirit,
- Thwarts creativity and
- Suppresses self-expression
- Causes overwhelm, frustration, isolation and apathy

AND it shows! EVERYWHERE.

... in stress, anxiety, over-consumption, low-grade frustration and a whole host of other cultural phenomenon.

**An unwinnable game has many causes:**

- 1) Playing a game that requires skills that you have not fully developed AND you do not have a coach teaching you those skills
- 2) Playing a game based on a goal with an unrealistic time frame (have you heard of this one?)
- 3) Playing a game with an environment that is not set up for winning. The environment is the world of people, places, things and ideas. There are resources that are needed to win that you just do not have, or obstacles that are constantly in the way.
- 4) Playing someone else's game - it has no real meaning for you personally
- 5) Playing a game where there are escalated expectations for performance - or where it is expected that you can play at a high level 24/7/365 - you can't!

In what way are you MOST likely to create an UNWINNABLE game for yourself?

**Let's talk about their situation**

When you first start coaching a new player you have to find out what is going on in his/her life. Without this information it is impossible to figure out if the game they want to play is winnable or not.

The only way to find out is to ask. Often players don't want to talk about these things because they don't want to reveal their current circumstances. But this is just more of the common unhealthy habits of a) playing an unwinnable game and b) playing alone.

Remember, you are a LIFE coach. So you have to take into account your players whole life. You cannot just focus on one little part and assume they will "deal with" the rest of their life.

At the same time, you can't get so LOST in the player's situation that you lose focus on the game they want to play and win. It is a delicate balance and holding it all is a big part of what makes a great coach.

## *The Spirit of Play*

Tapping into the Spirit of Play is essential to becoming a great Life Coach. It is important to understand the Spirit of Play and the transformation from worker mindset to player mindset.

This is a slight reframe from the comparison chart in the Introduction

### **Understanding WHY we are oriented around CONTROL and not PLAY**

- We grew up in the Industrial Age. The focus of the Industrial Age is CONTROL.
- We are products (good choice of word) of the industrial economy. You get a job, earn money and consume; everything and everyone is UNDER control.
- We have been "programmed" to work; you are a cog in the wheel of production. Your role is to get the job done by completing tasks.
- We were taught that play is frivolous; when the work is done - then you can play. BUT play is too out of control, so the better thing is to consume entertainment; watch other people play from the safety of a chair.

In Play Life you will begin your transformation from worker to player.

- Players know that there is no control; BUT there is the possibility for influence and co-creation.
- Players wake up excited to get into a day of play; and the opportunity for a Peak Experience.
- Players take social action in pursuit of influential results. They are willing to embrace some social risk.
- Players know that every action can get better through practice in pursuit of mastery.
- Players look for challenges that will ask them to grow.
- Players celebrate the rewards of playing well.

When you help someone transform from worker to player... YOU are a life changer!

## *Prep for Class #02*

### **1) BIG Group: Recruiting stories**

2 quick shares about coaching experiences (or recruiting players)...

Thanks Coach; Your players playing for dreams

@10 minutes

## **2) Become a co-creator**

From – Do-it-yourself (working alone)

To – Co-Creator (Play together)

Describe this transformation from your perspective and situation

## **3) I can play better**

From – I'm fine just the way I am

To – I can play better (Performance-Possibility Gap)

Describe your Dream in 30 seconds

Describe an activity your dream wants you to play better; using the Social Play framework

## **4) BIG Group – Session #2 walk through**

Walk through - Full Warm Up – co-create it in 2 minutes

Quick walk through coaching notes sheet #2

## **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”

### 3.01 Chapter #03 Prep

#### Outline of Transformations and Discoveries

##### Step #3 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)

*{From the 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.

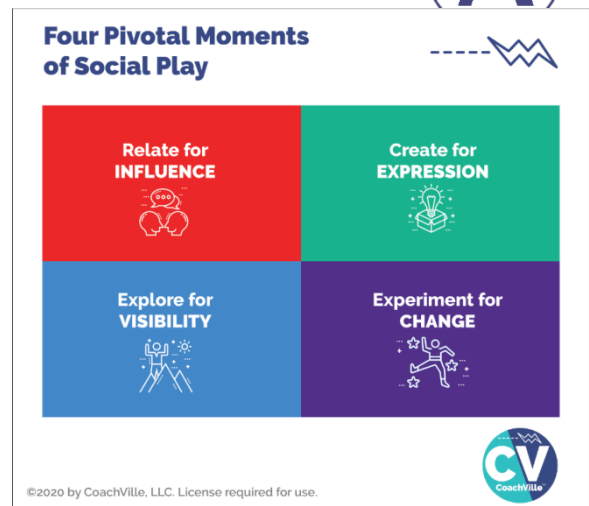
## A Few Social Play Examples

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 Expression

Creating for Expression 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 expression 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

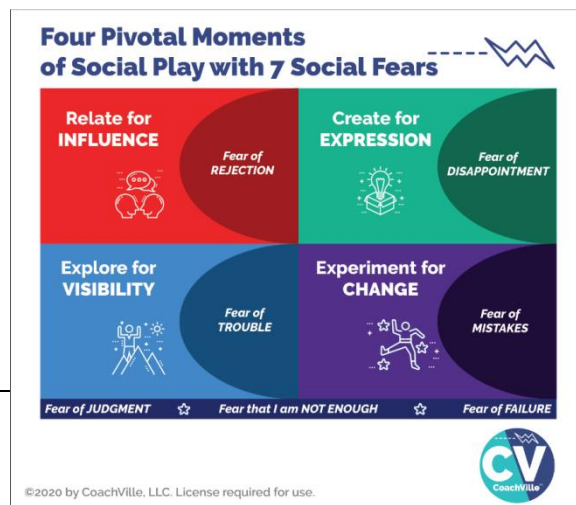
This is when you do something new or do something in a new way with the intention to change the experience. You intend for it to be better than it has been before. And there is a chance that you will make a mess!

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 Expression => 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 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.

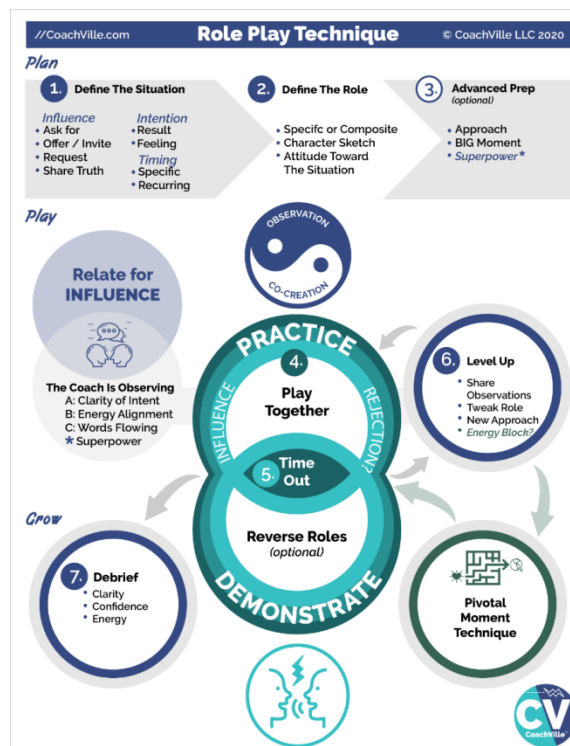
### 4) Play together

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.

##!##

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

| Play Life Coaching Session #3 Notes |                                                | Date:                 |
|-------------------------------------|------------------------------------------------|-----------------------|
| Session: Play for Results           |                                                |                       |
| The BIG Dream:                      |                                                |                       |
| PEAK EXPERIENCE                     | Explore the Fear / Growth Zone<br>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             |
|                                     |                                                |                       |

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:

- a) It could be "pivotal" because it happens over and over again without desired results
- b) It could be "pivotal" because the possible rewards are great
- c) 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 it is 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.

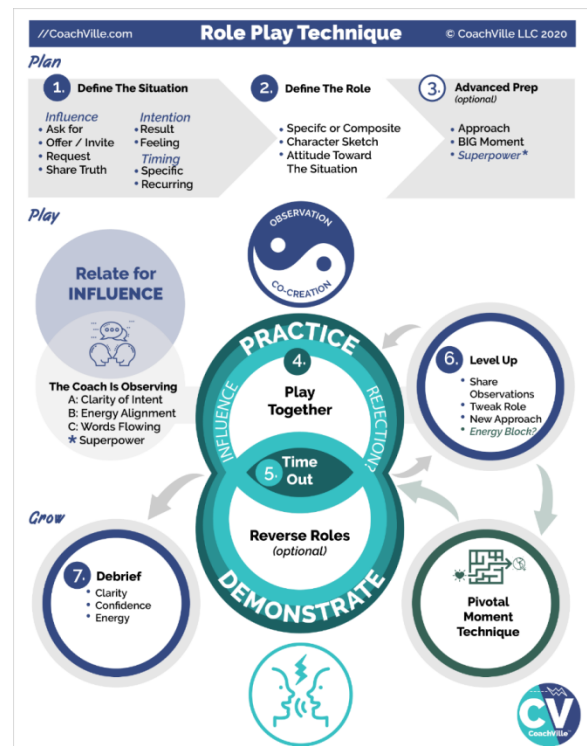
\*) Superpower – This is a subtlety of advanced coaching. If the player wants to practice a particular Superpower for Influence – which is awesome – then be prepared to notice when they use it or AVOID using it.

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

### **CREATE for EXPRESSION**

**SAY:** Create and Share 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.*

### **EXPLORE for VISIBILITY**

**SAY:** Next let's talk about exploring new places or groups to see and be more visible.

**ASK:** When you look at your desired DREAM RESULTS where DO you want to explore?

{Co-create with them to figure out the explore for visibility aspect of how they will play}

{now look for the Spirit of Play}

**ASK:** How can you make it fun?

**ASK:** Is there an exploration you want to play with this week?

### **EXPERIMENT for CHANGE**

**SAY:** Finally, let's talk about a few playful experiments where you want to try new ways of doing things.

**ASK:** When you look at your DREAM **ACTIONS** what experiment possibilities do you see?

{Co-create with them to name a few experiments}

{now look for the Spirit of Play}

**ASK:** What is your growth opportunity

**ASK:** Is there an experiment you want to play with this 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

*Note: All of the content pieces about the steps of the method are from the Play Two Win version. I have upgraded them, but left some references to “game” where it is illuminating. You will benefit from having a little bit of “game mentality” in your coaching. ;-)*

*Also, in some sentences “you” are the player; in some “you” are the coach. You will be able to figure it out.*

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. 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.

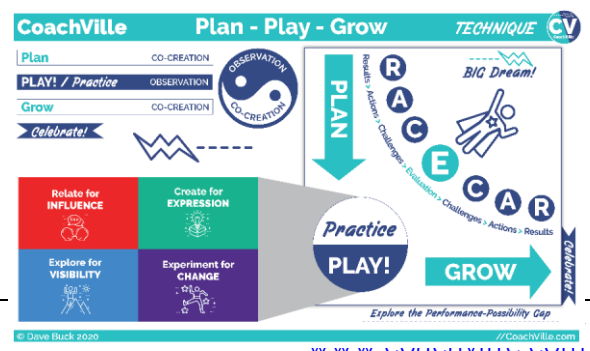
It is central to the Plan – Practice/Play – Grow technique that you repeat over and over again; but every time it is a new experience; especially as you become more masterful and more creative!

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

**R** = Clarify a desired result

**A** = Take action to create the result

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



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

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 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 expression activity.

- Develop a playshop - makes it easier to create visibility AND credibility; also a create for expression 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 expression.
- Getting Business Cards – helps you with follow through from networking events.

While these may be one-time activities, anything that is “create for expression” 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 book keeping 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 20<sup>th</sup> 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, 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.

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 game 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 Expression.

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**

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 business cards printed. And I can't get my cards 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.

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 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 Expression (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 role play with your coach?**

#### **4) Peak Experiences**

From - Safe Routines

To - Peak Experiences

**What is a peak experience you are playing for?**

## Chapter 4: Step #04) Embrace Challenges

Everyday, a shade of blue,  
You won't believe What I'm going through  
It just feels like I can't afford to let myself go  
No, oohooo no...

Everyone is just the same  
They touch me, But I can't say  
There has been no one brighter than you  
I can't deny these things that I do  
Feels like the world's at stake 'cause  
I have been waiting...I have been waiting for you

Heavenly, that's what you are  
You're burnin' me like a shining star  
How am I supposed to be that king without you  
Oohooo...it's true yea

Everyone is just the same  
They love me, But I can't say  
There has been no one brighter than you  
I can't deny these things that I do  
Feels like the world's at stake yeaahh...  
I have been waiting...I have been waiting for you  
-Seal "Waiting for You"



## 4.01 Chapter #4 Prep

### Outline of Transformations and Discoveries

#### Step #4 Embrace Challenges

Challenges – With engagement grow into Becomings

#### Transformations

From – avoiding risk / Holding back

To – embracing risk / playing for the reward

From – Cog in the Wheel

To – YOU Matter!

From – Going Alone

To – Human Journey with a coach

From – Attempt to Control

To – Play for Influence

From – Challenges mean you are doing it wrong

To – Challenges are a fun growth opportunity

From – Humans are flawed

To – Embrace your Human Nature Superpowers

#### Discoveries

- Separating Actions and Results means... **YOU can fail; YOU matter**
- Judgment-Free Awareness
- Pivotal Moments are Coachable moments; the Pivotal Moment Technique: it takes TWO!
- The Pull between staying Safe and playing BIG; human journey
- Your Dream wants you to do it; Your Dream is a character in your narrative that has a life of its own.
- The Three common pivotal moment scenarios: give an example of each from your life right now.
- Pivotal Moment Technique – Imagination – ACTIVE conversation
- The Pivotal Moment reveals a hidden superpower
- The Treasure Map to our Superpowers: Fears, Doubts, Pivotal Moments
- Social Play -> Social Risk -> Peak Experience

#### Before Class

[Read through the complete coaching guide for Session #04](#) (Page 21)

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

[Listen to the Player Prep Audio for Session #04](#)

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

[Playsheet Pack](#): Print 2 copies of Page 8

## [Listen to Coaching Demo of Session #04](#)

(Coach Dave and Player Steve)

*{From the Player Playbook}*

### **Session #04) Embrace Challenges**

[Listen to the audio to prepare for session 4.](#)



**Coach:** Cultivate resourcefulness in the face of challenge. Ask questions. Explore your players' choices and fears to co-create awareness. Help your player see the growth opportunity in every challenge.

**Player:** 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 you overcome will make you a better player; that is the real purpose of this challenge in your Dream.

### **Embrace Challenges**

EMBRACE means: you welcome the challenge; you enjoy the challenge; you engage with the challenge; you are grateful for the challenge... you SEEK new challenges!

Challenges are what make playing for your dream worthwhile! Without interesting challenges to stand between your actions and the desired results the activity becomes boring work. When you have 100% certainty that the action will create the desired outcome, then it is no longer play.

When you are playing there are challenges between you and the results you desire; AND there are surprises that make every day a unique experience. These are opportunities to make the most of the situation, to make adjustments to your plan or approach obstacles with energy in pursuit of your desired results and Peak Experiences. Often the joy of play itself can pull you through challenges where they would normally stop.

### **Judgment-Free Awareness**

This is a BIG topic that you will explore frequently with your coach. Being judgmental – especially within ourselves – is an artifact of the Industrial Age. We all absorbed it. A premise of the Industrial Age was that for every action that must be done; there is one right way to do it. If you are not doing it perfectly then there is something wrong with you.

This mindset is antithetical to playfulness!! So we must notice it and let it go.

Judgment-Free Awareness – or JFA – means to look at everything from a place of pure observation and curiosity. Learn from everything. Hold your vision of how you see yourself playing while also appreciating that you are not there yet; you are on a journey to mastery. **Curious Question:** How is this challenge asking me to play better?

### **YOU MATTER.**

When we separate the action from the result, and recognize that your unique contribution co-creates the result, something awesome happens in your life: YOU MATTER! You are a

player for your Dream with YOUUnique Superpowers, energy and ideas making things happen in the world in your own way... You are NOT a replaceable cog in the wheel of industrial production.

Your mastery matters. Your joy matters. Your results in the world matter...

AND... so does your experience of the world!

Are you willing to RISK caring about what happens even when you can't control it?

It is vital that you experience the difference between “getting it done” and “playing for results” where YOU MATTER!

A few points to be aware of:

- enjoy the feeling of taking action
- avoid looking at your Dream actions as a glorified task list
- avoid task obsession - getting it done at all costs - remember to enjoy your Dream AND your life
- avoid the job mentality: I HAVE to do this even though I don't enjoy it
- be sensitive to the level you can play right now while keeping your vision on the great player you desire to be
- **keep your sights and intentions on the desired results of the Peak Experiences of Play! (but don't obsess about them)**

### **An example: Writing an article**

**An Industrial worker:** Gets it written and posted somewhere = checks the task as complete.

### **An Inspired Player:**

- Writes the article to engage participation with readers;
- Tracks participation on the blog about it,
- Jumps into the online conversations about it,
- Makes connections with readers who are inspired or provoked by it,
- Makes offers to talk on the phone,
- Gets a few appointments.

The desired **RESULT** of the article was to engage readers and get appointments.

### **The BIG Upside!**

The key point is that the desired results of your actions don't just happen “automatically” because you took the action.

This is actually great news!

Because what it really means is that YOU matter!

The way YOU approach the action will create different results than the way another person does it.

Your energy matters. Your skill matters. Your ideas matter.

You are a player with a Dream with YOUUnique skills, energy and ideas making things happen in the world in your own way...

## **The Triple Play – Results – Mastery – Joy**

Results + Mastery + Joy is the Triple Play!

Industrial workers just want to get the job done.

Purposeful players are in a bigger game!

- 1) Play for Results - Something happens in the world
- 2) Pursue Mastery – Take actions to become a better player and grow
- 3) Enjoy the Peak Experiences - Enjoy the moments of living your dream

## **Pivotal Moments**

### **The Background**

The Pivotal Moment is one of THE most important concepts in playing and coaching life.

Understanding this will help you make the most of your relationship with your Life coach. It will accelerate your personal growth and the realization of your BIG Dream.

Here is a BIG idea about playing life that is different from playing athletics for example. In athletics the coach watches the game. Then in practice they can't replay the whole game with you, so they pick out a few pivotal moments from the game to practice. A moment is pivotal if it happens often OR it had a big impact on the outcome.

In Life coaching your coach can't watch you play your whole life! So it is up to YOU as the player to notice your own pivotal moments and then explore them with your coach.

I am going to help you do this right now.

### **The “Pull” between Play Safe and Play BIG**

Remember in the Human Journey with a Coach model I shared with you in Chapter 1. There is “The pull” between playing safe and playing BIG? You will experience it often as you play big for your Dream. You may notice a little doubt, fear, hesitation or full on avoidance! This is when you need to be curious and open AND make a note of it on your Play Plan Play Sheet so that you can explore it with your coach!

Pivotal Moments of Choice happen ALL THE TIME when we aim to play BIG. But we rarely notice them because they happen so fast; and mostly at a non-conscious level, one of the themes of this chapter!

A Pivotal Moment of Choice is when you have the opportunity to do something that will move your BIG DREAM forward, but at the same time it involves social risk and stepping into the unknown.

When this happens we face a brief but powerful inner “struggle” between playing safe and playing BIG; between preservation and dream action.

This is the main type of pivotal moment that I want to bring to your attention.

This is when you have an urge to take action for your dream. It can be a planned action you have on your play sheet, OR it can be a spontaneous opportunity that pops into your life.



### **Your Dream wants you to do it.**

Remember in Chapter 1 I told you that your Dream will take on a life of its own and it will ask you to do things? Have you noticed this happening? But then, something else happens within your body and inner being that brings up an uncomfortable feeling. This usually leads to thoughts about why it is NOT a good idea to do this now; maybe tomorrow!

This is known as resistance. Often the time between the urge to act and the resistance is so FAST that you don't even notice that your Dream was calling you.

When you start playing for your dream these kinds of moments will happen... A LOT... everyday.

The spontaneous urges to act are very similar to the spontaneous BIG opportunities that I mentioned before; will you go for it? Or will you hold back?

These are the moments that make playing for your dream so dynamic and fun. But when you are resisting an action it doesn't always feel fun. (Hah! Understatement)

In Session #4 your coach is going to do a really powerful and profound coaching technique with you called: The Pivotal Moment of Choice (Pivotal Moment for short). To set this up I am going to share with you a few really provocative and empowering ideas.

### **Pivotal moments are coach-able moments.**

In addition to the experience of the “Pull”, there are a few more typical examples:



- 1) A BIG choice that you are making.
- 2) A BIG opportunity that you have in front of you.
- 3) A recurring action that – if you got better at it – would accelerate your progress.

#### **1) The BIG Choice**

There are some big choices in life that can change the trajectory of your life. Should you go for the new job? Should you leave your job and start a business? Should you stay in the partnership or move on / let it go?

You may have heard the classic song by “the Clash: “Should I stay or should I go?”

The lyrics are: “Should I stay or should I go now. If I go there will be trouble and if I stay it will be double.” Classic.

Your coach can help you play with the scenarios to expand your inner awareness about each choice. Then you can choose with confidence and clarity.

## 2) The BIG Opportunity

Sometimes you are aware of these moments and you are in an inner debate about if /when to make the move. Example: calling an influential friend to ask them to support / promote you. Your coach can help you practice this moment to uplevel your actions and your energy alignment.

Sometimes these moments just happen. And the question is: will you seize the moment or not? Like the time I found myself sitting on a plane next to one of the BIGGEST icons in the history of Coaching: Timothy Galway. Note: I sat there in a daze and didn't say anything to him for 5 hours! I still remember that flight as clear as day 15 years later. DANG!!!!

After the experience you can replay the moment with your coach to reclaim your power and be more prepared for the next spontaneous opportunity.

## 3) The Recurring Action

This is an action that is vital for playing for your dream. For example: if you have a business, you talk to potential clients often and how well you play in these conversations has a big impact on your business dream. If you are playing in a career you have opportunities to introduce yourself or speak up with influencers in your organization on a regular basis. What do you do in these moments?

Your coach can practice these moments with you with role play AND with the Pivotal Moment Technique we are going to practice this week.

Playing these moments with clear intention, positive energy and familiar words can really impact your results. And if you get positive results more often they accumulate into your dream becoming reality! Remember: Peak Experience Results accumulate into Ultimate Experience Outcomes.

## The Quick Guide to Noticing Pivotal Moments

There are three SUPER common experiences that can reveal a Pivotal Moment

- 1) You have the urge or plan to do something but then you resist doing it
- 2) After resisting for a period of time, you eventually power through the resistance and force yourself to do it. This is honorable... AND... it is worth exploring as a pivotal moment so that you can do it without expending so much energy the next time.
- 3) You are taking an action but you are not getting the results that you expect or desire. Remember we don't have control, but we do have influence. You can practice these moments to reveal ways to improve your results.

There are many possible scenarios for a pivotal moment of choice:

- Talking to someone at a network event ~ should I share my dream? Or just say that I work at the bank. (or whatever)
- Thinking of sharing something on FB Live ~ should I just Go Live and share my idea? Or wait until it is perfectly planned some day in the future.
- Thinking of making a follow up call to someone you met ~ should I pick up the phone and invite them for coffee? Or wait until I have everything together perfectly.

- I have this time on my calendar to write a blog post/article/chapter ~ should I sit down and write something right now? Or should I wait until I feel inspired; or wait until my office is perfectly organized?

These are phrased to sound a little but funny. But in truth we need to honor that these moments are more provocative than they appear on the surface because fear and social risk are involved.

## **The AMAZING power of your imagination**

When you do the Peak Experience Technique with your coach, you are warming up your Imagination!

The Pivotal Moment Technique is the Life Coach version of the way performers and athletes watch video of their performances with their coach and then use guided visualization techniques to envision new possibilities. You and your coach are going to use your imagination in a very powerful and practical way.

### **Instant Replay**

Using your imagination you can recall and focus on a recent moment that didn't go the way you desired; and while doing this you will experience very similar thoughts and physical sensations as when it actually happened. This is very much like when athletes and performing artists watch video with their coach to look for ways to play better.

### **Powerful Pre-play**

This is another tool used by elite performers and athletics and performance arts. Another option is to pre-play a moment that is coming up in the near future. Using your imagination you can bring the future experience into your mind... AMAZING. And even more amazing, you will experience thoughts and feelings as if it was happening now. Then your coach will guide you through an exploration of the moment to find ways to play better.

### **Co-created Experience NOT Self-Help**

A key point I always like to share about the Pivotal Moment Technique is that it is NOT a self-help technique; you can't do it by yourself. It is a guided technique; a co-created experience. It is the experience of belonging between the coach and player that allows it to work as well as it does.

This often disappoints folks because we have been so indoctrinated into the belief that everything should be done alone; or its better when you can do it yourself. You probably know by now that I do not share in that belief!! LOL.

## **Quick Player Prep for the Pivotal Moment Coaching Technique**

You are probably wondering... how is my coach going to help me practice these pivotal moments? I understand how they can practice conversations with me. But how can we practice creating, exploring or experimenting?

There is a way, which I will share with you now.  
Then your coach is going to do this with you in your session.

Pivotal Moments is a powerful Life Coaching technique that utilizes your imagination and body awareness. Your coach will use it to practice moments with you. It is very similar to visualization techniques that athletes and performance artists use to co-create magical moments.

This is a form of ACTIVE conversation that I shared with you in the Introduction.

Here is a brief walk through to pique your curiosity before you experience it with your Coach.

### Set Up)

Identify a VERY SPECIFIC moment to play with together. It will most likely be a moment where you are experiencing at least a little bit of frustration, doubt, fear, stress, overwhelm or hesitation.

#### 1) P/Replay the Pivotal Moment (Control)

Your coach will invite you to activate your imagination and visualize yourself IN the moment and share the scene with them.

We use the funny looking word – P/Replay – because you can play with a moment from the recent past (replay) or an anticipated moment in the near future (preplay).

#### 2. Review Reactions with Judgment-Free Awareness

Your coach will ask you to describe the thoughts in your mind WITH judgment-free awareness and curiosity. Often these are your reactions to what is happening or not happening.

This creates an experience of profound belonging; they are WITH you in the experience. This is super powerful!!

#### 3) Feel the Energy in the Body

Your coach will invite you to explore the body sensations that you experience while you are “in the moment”.

Feeling the energy in your body brings you more fully into the present moment. Body awareness in the presence of another person (your coach) with whom you feel safe is the pathway to transformation. Whenever we are in a pivotal moment our body will react to the situation with physical sensations; sometimes they are intense, sometimes they are subtle. If you are new to the practice of body awareness be patient and allow it to arise!

This step is also known as Somatic Experiencing (meaning: of the body). It will open up awareness to what is happening at the Non-Conscious level of the Energy Alignment



Game. It creates a Feeling Layer shift from Resisting to Allowing which creates an experience of safety.

### **Memory Pop)**

Because the physical experience you are feeling is related to an emotionally intense moment (or many moments) from the past, often a memory will pop into your mind.

At your discretion, this moment can be explored briefly while maintaining judgment-free awareness for the people and the situation.

### **4) Scan for Body Beliefs**

Your body is attempting to alarm you about the potential for social risk. It's intention is to keep you safe; to preserve something. In this step you will give voice to the self-preservation belief.

Your coach will use the power phrase: *It's not safe for me to {fill in the blank}* to invite you to give voice to the belief or fear. What is the fear trying to preserve or protect? There is great wisdom in the voice of the body. Honor this wisdom completely. The key is to NOT THINK about it; just allow the words to come through.

### **5) Explore the Superpower Potential**

ALL of us lose access to our unique powers – our superpowers – through troubling experiences in life. The pursuit of our Dreams in the world is an opportunity to discover and reclaim these powers. This truth is the essence of every Hero's Journey story.

Very often in the moment that originated the belief or fear, you were doing something or expressing something that was essential to who you are; a unique ability. And either you “got in trouble” for expressing it OR you tried to use your power to assist someone you cared about and it didn't work.

Often you will have an inkling about what that unique ability was. This can provide a valuable clue that you and your coach can explore to reveal your hidden superpowers.

### **6) Make the Mind the Ally of the Dream (Respond)**

After feeling the energy in your body - in the presence of profound belonging with your coach – your mind will “feel safe” and open up to new possibilities. This is BIG.

Your coach will ask you what your Dream is encouraging you to do. This is the “Dream Request.” Together co-create a simple phrase to describe it.

This creates a Thought-Layer shift from reacting to the situation (in Step #2) to responding to life (in Step #6).

The BIG Ah-Ha moment comes when BOTH playing safe AND playing big are honored as valid choices. The key is that it is now a conscious choice.

### **7) Preplay the Pivotal Moment (Co-Create)**

Your coach will guide you back to the original scene using your imagination to visualize yourself taking the action while holding the Dream Request in your heart and mind.

This creates the Action-Layer shift from attempting to Control which leads to frustration, to Co-creating with life which leads to freedom.

Now you can freely choose how to play the next time you are in this situation.

What often happens is that an action that seemed full of struggle, suddenly feels easy; it just happens. SWEET!!!

## Time to experience it

OK. Most likely reading this gives you more questions than answers. That is OK. You will get a little taste of this in your upcoming session and then a few more times as your adventure continues with your coach.

It's good to understand what is going on, but at the same time, don't THINK about it too much. When you are in your coaching session just jump in and play.

The BIG Idea is that using this technique you can practice pivotal moments with your coach; doing this will improve your clarity and confidence.

## Prepare for Session #04 – Embrace Challenges

### Warm Up

We will start with the usual warm up. FUN! It is especially important to warm up your imagination before every session.

Then we will do the usual sharing of celebrations, actions and results in a reflective way.

### *Actions without Results ~ Challenges ~ Actions Avoided*

In this session your coach will go deeper into exploring challenges with you.

This includes actions without results and actions avoided.

The BIG Key here is to ENJOY and embrace this conversation. See it as a fun exploration for growth opportunities rather than seeing it as something going wrong.

Look over your Play Plan Play Sheet and be curious about anything that didn't happen the way you wanted it to.

### *Pivotal Moment*

From the judgment-free exploration of challenges you and your coach will choose a moment to explore with the Pivotal Moment Technique.

On the play sheet there are little spaces for each of the steps in the method. Write a few keywords for each section as you go along.

### *Growth Zone*

When you get into playing with a Pivotal Moment it can get pretty intense. It is ACTIVE conversation after all.

You will experience growth while you are in the technique.

| Play Life Coaching Session #4 Notes |                                                                                     | Date:                                         |
|-------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------------|
| Session: Embrace Challenges         |                                                                                     |                                               |
| The BIG Dream:                      |                                                                                     |                                               |
| PEAK EXPERIENCE<br>                 | Explore the Fear / Growth Zone<br>CELEBRATIONS<br>                                  | ACTIONS and RESULTS<br>                       |
| ACTIONS without Results<br>         | CHALLENGES<br>Growth<br>Superpower<br>Spirit of Play                                | ACTIONS Avoided<br>                           |
| Focus: Pivotal Moment<br>           | Pivotal Moment Notes<br>Thoughts<br>Sensations<br>Not Safe For Me To                | Pre-Play<br>Dream's Intent<br>The New Picture |
|                                     | Growth Zone What did you learn...<br>Playing For Your Dream<br>Self and Superpowers | PLAY PLAN                                     |

It is valuable to take a step back to see and share the growth you experienced.

### ***Play Plan***

Write a few notes about your Play Plan on this sheet during the session.

Then, remember to write out your Play Plan for the week as soon as you can after the session.

By now you are seeing the value of playing with intention and keeping a journal of notes as the week unfolds. This will make your coaching experience more rich and life affirming.

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

### ***Coaching Notes for Pivotal Moment Technique***

Just like we did for the Role Play Technique, I want to add a few notes before we get into the walk through of the coaching guide.

In the Introduction I shared with you the 5 Types of Conversation and the importance of ACTIVE conversation in coaching. The Pivotal Moment Technique is awesome for this because it facilitates an ACTIVE conversation; a playful conversation. And this clears a path for even deeper reflection and deeper awareness. AND it paves the way for powerful Pro-Active conversation.

I use the Pivotal Moment Technique in almost every coaching session I do. It is my go to move for transformational coaching and I hope it can become that for you as well.

OK, let's get into it.

First of all, I included a LOT of information about the technique in the Player Playbook. I did this because what I have found is that as my players become familiar with the technique, they realize how powerful it is and co-create the experience with me. I want to help you get to this co-creative place with your players as quickly as possible.

And understanding all of this from the players' perspective will help you use it as a coach. Consider each section in Chapter 4 of the Player Playbook and the Player Prep Audio:

1. Understanding "The Pull" experience in the Human Journey
2. How to notice Pivotal Moments
3. How do use your imagination to replay and preplay moments
4. Knowing the steps of the Pivotal Moment Technique
5. Lean into Tenacious Self Love and disregard the notion of Self-Sabotage
6. Understanding that Pivotal Moments will reveal your Superpowers

With this shared understanding you and your player can practice life and play life in extraordinary ways.

Another gentle note of encouragement: please use the Player Prep Audios with everyone you coach so that they can become capable co-creators WITH you. Your coaching will improve dramatically when they do.

**Always remember: the fast track to being a great coach... having great players!**

Practice this technique as much as you can with as many players as you can. Get good at it. Then when you do the Inner Freedom Method program you will be prepared to take it all to an even more transformational place.

**FREE THE PEOPLE!**

This is a good time to take the reflective + ACTIVE concept to the next level.

All Life Coaching is talking together. But, as I shared with you in the Introduction, there are 5 different kinds of talking and 4 that are part of a coaching session.

After doing a role play in the last session you can see that it is a different kind of talking than how we normally talk? It is ACTIVE talking!

**The four kinds of talking in a Life Coaching Session:**

- 1) **Reporting conversation** (talking about what happened or what is happening in a situation with the intention to share information)
- 2) **Reflective conversation** (talking about what happened or what is happening in a situation with the intention to expand awareness)
- 3) **ACTIVE conversation** (where you are practicing / playing together; like a role play and the Pivotal Moment Technique)
- 4) **Pro-Active conversation** (where you imagine future actions; also known as Play Planning)

A great coaching session requires mostly 2, 3 and 4.

AND here is another important point.

When you have a lot of reflective conversation and then jump into a quick pro-active (planning) conversation at the end, it will generally be quite tepid; planning to do more of the same.

However, when you have a healthy dose of ACTIVE conversation then your Pro-Active part will be full of imagination and energy and bold moves.

**ACTIVE conversation changes everything;  
figuratively AND literally.**

The Pivotal Moment Technique is type #3 and #4: it is ACTIVE Conversation; and energized Pro-Active conversation. AWWWW YEAH!!!

Let's do it!

**Here is a quick walk through the steps of the Technique.**

Then we will go deeper in the Coaching Notes in the next section.

**Lead in:** Clarify the pivotal moment of choice that you will practice together including the actions and the intended results.

As you switch into clarifying the moment you switch from Reflective conversation to Pro-Active. You are about to do something together.

## Step #1: P/Replay the Pivotal Moment (Control)

As soon as your player is in the scene in their imagination you have shifted from Pro-Active to ACTIVE. You are now playing together.

The KEY to success with the Pivotal Moment Technique is to hone in on a very specific moment. If the moment is too vague or more of a feeling or concept it won't work well.

Specific: I am at my desk with my computer and I have an idea for an article but I can't seem to get the words flowing. I type a few words and then backspace.

Too vague: I have writers block.

## Step #2: Review Reactions with Judgment-free Awareness

As your player shares these thoughts they are giving voice to their Social Safety Instinct. You do not need to do anything with these thoughts. Just be present; be the observer.

## Step #3: Feel the energy in the body.

This is the BIG Kahuna step... getting your player into their body. Read through this section many times to get a feel for the flow. They may notice a physical sensation or they may not. You need to be smooth with either path.

Your FULL presence will make it easier for them to feel the energy. I know that may sound strange, but it is SUPER REAL.

If your player can not tune into a physical sensation just move on to step 4 with calm confidence. It is not uncommon for an Industrial Culture person to lack body awareness.

## Memory Pops:

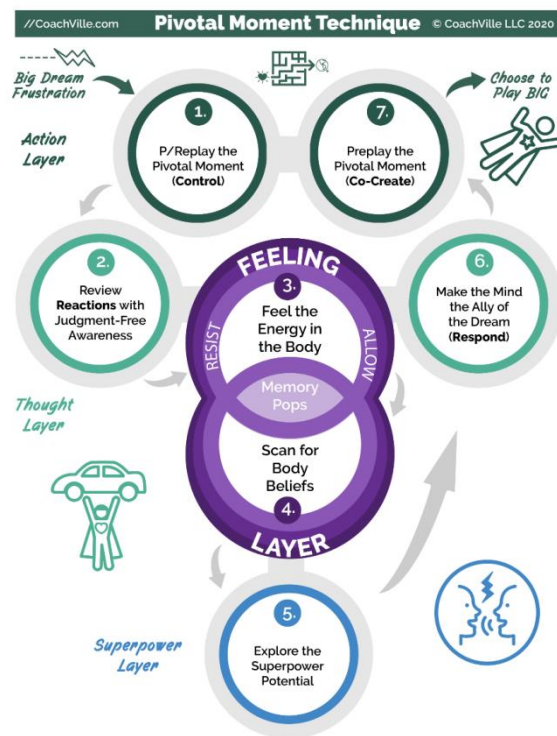
The resistance we feel in our body when we contemplate a playful social action comes from an earlier moment. Remember all Social Fear is learned / absorbed from the world around us. So there is a memory that is activating the uncomfortable sensation.

BUT what we don't know is if the memory will pop up when the player is feeling the energy.

If they do, you again are the perceptive observer as they share. You don't need to do anything with what they share.

Note: The Inner Freedom Method program is where we learn how to explore fear and memory pops like a treasure map! We learn how to connect the dots between the situation in the memory and the present situation.

For now, creating the safe space for your player to feel and share is more than enough to transform the energy and move toward freedom.



#### **Step #4: Scan for Body Beliefs.**

Here we give the player the space to give voice to the Self-Preservation Intention that is creating the resistance to the action. We also call this “seeing the wisdom in the fear”. It is very empowering.

This is another opportunity to be a Perceptive Observer.

They may say it clearly and just know what it is. Or they may need you to help them sort it out from a collage of words.

#### **Step #5: Explore the Superpower Potential.**

Most of the time, your player will NOT see this. BUT, often you will. This is the step where you can really add value from your personal experience, wisdom, intuition and playfulness.

When we feel resistance to an action there is a reason. And most of the time that reason is we got in trouble for doing something similar earlier in life. These are the moments when we lose our power. And this moment in the coaching session is when you can help the player get their power back!

AND... this takes practice and awareness of patterns.

But if you start with KNOWING it is in there, your certainty can help you see it; and it can help them see it.

At the same time... don't push it. If the superpower doesn't reveal itself in a minute or two, let it go for now. Sometimes an awareness will pop up for the player after the session. So at the very least you are planting seeds.

#### **Step #6: Make the Mind the Ally of the Dream.**

This will be a moment of powerful playful co-creative conversation for you and your player. Let their “Dream” speak first. Then add in any thoughts that are coming to you.

#### **Step #7: Preplay the Pivotal Moment (Co-Create).**

This step is a powerful moment of ACTIVE conversation where your player sees the future moment happening NOW.

Don't underestimate the value of the power phrase in this step: “I can see you doing that”.

Out in the world your player is FREE!

Yeah!!

### ***Coaching Notes for Session #04 – Embrace Challenges***

#### **Quick Prep**

Similar to last chapter, most of the quick prep notes are pulled out into a separate section above.

The Pivotal Moment Technique relies heavily upon all of the Coaching Superpowers! So you will be using them all throughout the session.

This is going to awesome. Let's go.

**\*\*!!\*\***

## **1) WARMUP**

*The warm up is extra important for this session because the Peak Experience Technique warms up the imagination for the Pivotal Moment Technique.*

*Yes!*

## **2) COACHING PLAN**

**SAY:** In our last session we explored the four ways to play for your Dream. In this session we want to explore the challenges you faced while in pursuit of your desired results.

*State the coaching plan and then celebrate! As we do each session.*

### **EVALUATE THE EXPERIENCE OF PLAY**

**SAY:** Let's get into your experience of play from the past week.  
We will talk about actions where you got results;  
actions where you didn't get the results you wanted  
and actions that you didn't take at all.

We will look at all of it with Judgment-Free Awareness which means we keep a curious, open mind.

**ASK:** OK?

{wait for the "Yes"}

### **ACHIEVED SOME DESIRED RESULTS (and EXPERIENCES)**

**ASK:** Let's start with **ACTIONS** where you got your desired **RESULTS**! Did anything like that happen?

{they don't need to repeat anything that came up in the Celebration}  
{if no results skip to 4B}

*Pay attention to the Red Note here. If you feel that your player shared about all of their results while celebrating OR that they didn't get any of the results they were playing for, then you can skip down to the next part.*

**SAY:** WOW. That is great playing.

**ASK:** What can you learn from this experience of getting your desired **RESULTS**?

{Listen and celebrate / champion them!}

*We often find it difficult – or at least uncommon – to attempt to learn and grow when things went well. We only have experience trying to "learn from our mistakes". It is super important to "learn from success". Be persistent about this each session.*

*This is an example of using the Co-create awareness Technique.*

{skip to here for NO results}

## **EMBRACE CHALLENGES**

### **DID NOT ACHIEVE DESIRED RESULTS**

**ASK:** Next let's explore Pivotal Moments where you took **ACTION** but you did NOT get your desired **RESULTS** because there was a **CHALLENGE**.

How would you describe the **CHALLENGE**?

{Listen! You may need to help them explore what the challenges are; BUT don't offer solutions to the challenges}

{choose 1 or 2 of these follow up questions...}

**ASK:** How is this **CHALLENGE** asking you to grow?

**ASK:** What is the Superpower that this challenge is ASKing you to develop or expand?

**ASK:** How can we bring the Spirit of Play to this **CHALLENGE** the next time?

*It's up to you to decide in the moment which – if any – of these follow up questions to explore. Each can be provocative and valuable. AND you don't want to dwell here too long because the real juice is getting to the Pivotal Moment technique.*

*Here are some additional questions you can add to your coaching question bag:*

*Ask: Were you expecting this challenge? How did you respond to it?*

*Ask: Have you faced a challenge like this before? What did you do then?*

*Ask: What is your typical approach to challenging situations? Is this something you want to change?*

### **DID NOT TAKE ACTION**

**ASK:** Next let's explore Pivotal Moments where you were intending to take an **ACTION** but you did not.

What happened? What got in your way?

{Listen! Stay in judgment free awareness. You may need to introduce JFA to your player if they start judging themselves or their situation.}

*The items in this part are your most likely candidates for the Pivotal Moment technique.*

*Try to keep your tone light, upbeat and curious to avoid any hint of judgment; we are all super-sensitive to being judged.*

*You can follow up on actions that were discussed in the last session but they have not shared about yet.*

*The BIG point is to ooze the energy of adventure... that anytime doubt or fear comes up is GREAT because it is a clue on the "treasure map" to reveal the player's Superpowers.*

### 3) PLAY TOGETHER ~ {Explore a PIVOTAL Moment}

#### Set Up) Choose the Pivotal Moment

**ASK:** Of all of the activities in your dream where you are a bit stuck - not taking the action - or not getting the results you want, which one do you think is most important for us to play with right now?

**SAY:** This is a great opportunity for us to use a powerful coaching technique called “Pivotal Moment”. You know how artists and athletes use visualization to improve their performance? Well we can do the same thing to get insights about what is happening for you when you are playing life.

**ASK:** Let’s use this technique to explore this situation. Is that ok with you?

*The key is to hone in on a specific moment!*

*If this is a moment that happens often, ask them to choose one recent one or preplay an upcoming specific moment.*

*It’s good for trust building to ask permission before moving into a deep technique like the Pivotal Moment. After you do this with your players a few times, you won’t need to ask permission.*

**SAY:** OK let's make sure we are clear on the superpower action and the desired result.

Can you recap it for me?

{Listen; you may need to help them}

#### 3.1) P/Replay the Pivotal Moment (Control)

##### Ensure a Safe Space

**SAY:** It is important when we are using this technique that we maintain judgment-free awareness. Any thought or feeling that you share is useful. OK? Be open to whatever comes up.

**ASK:** Are you in a place where you can safely close your eyes?

{Wait until they SAY yes...}

**SAY:** close your eyes, breath naturally, and take a few moments to create the scene in your mind using your imagination.

{give them about 30 seconds}

##### Create the scene

**SAY:** Tell me a little bit about the scene. Where are you?

{Listen}

*This part is similar to the Peak Awareness Technique in the warm up. By doing that each week you make this Technique feel very natural.*

### 3.2) Review Reactions with Judgment-Free Awareness

**SAY:** Now we are going to look at the moment from several different perspectives. Just keep breathing naturally; keep your eyes closed and we'll talk together.

**ASK:** Using Judgment-Free Awareness what thoughts do you notice going through your mind?

{Listen}

*Here the key is to just notice the thoughts. Don't make them mean anything. They are reflections of the social safety instinct trying to preserve something. We are more interested in what they are trying to preserve.*

*Also, don't let your player spin out on too many thoughts. After a few, move them along to step #3.*

### 3.3) Feel the Energy in the Body

**SAY:** Take a moment to scan your body for physical sensations from the top of your head to your waist.

**ASK:** Do you notice any physical sensations? Perhaps in your gut, chest or throat?

{Listen}

*IT is important for you to feel confident in moving around this coaching guide based on what is happening with your player.*

*After a few times using this technique, your player will always notice the body sensation. But the first few times they may not. Go with the flow.*

### CHOOSE A OR B

#### A) {if they DON'T notice a physical sensation}

**SAY:** *that is ok. Often when we experience resistance there is a sensation in the body somewhere. Often it is quite subtle like a little buzzing or tingling sensation.*

*{wait a few moments to see if they notice something.}*

*Often your player will notice sensations but disregard them because they don't seem relevant. That is a habit that we all learned: to ignore our body sensations. Encourage them to slow down, breath and notice. In most cases, eventually they will.*

**{If not, Go down to #3.4 Scan for Body Beliefs}**

#### B) {if they DO notice a physical sensation}

**SAY:** I acknowledge your courage for noticing and feeling these sensations!

**Feel the energy in the body**

**IF they mention more than one body sensation...**

**ASK:** Which sensation is most intense?

**{Let them answer to choose which sensation to focus on}**

*Be prepared for the situation where the player feels a variety of sensations. Ask them to choose the sensation that feels most intense.*

*The technique does not work well if you try to focus in on multiple sensations at the same time.*

**ASK:** Does the energy have a shape?

**ASK:** Does the energy have a color?

**ASK:** Does the energy have a temperature?

**SAY:** OK, now all you need to do is just allow yourself to feel that {temp/color/shape in location} for 30 seconds. Just welcome it, allow it to be there and feel into it as deeply as you can.

*Here you say back what they shared in reverse order.*

*Example: feel that warm red blob in your throat for 30 seconds.*

**ASK:** Do you think you can do that?

{Wait for the "yes"}

**SAY:** OK, I will time you. I will be here if you want to SAY anything.

For 30 seconds. Here we go.

at 15 seconds quietly SAY: keep going

at 30 seconds quietly SAY: excellent. You did it.

## Memory Pops

**ASK:** What was that experience like? Did anything come up for you?

{If your player has a "Memory Pop"}

{Just listen! Don't judge the memory or try to fix anything}

*Anything your player shares here can be very illuminating. At this stage of your ability with the technique it is best not to try to "do" anything with what they share. Just listen.*

*The essence of the situation will help you guide them in step #3.4.*

*Also, going deep into the content of Memory Pops is what we do in the Inner Freedom program.*

## 3.4) Scan for Body Beliefs

**Explore the "energy" for a self-preservation instinct**

**SAY:** The moment we are practicing is bringing up a fear or belief that resembles an experience from your past. It is trying to keep you safe.

**SAY:** This is natural. Let's explore it together.

**SAY:** Try to fill in the blank of this statement:

**SAY:** It's not safe for me to....."fill in the blank"

**{Listen; if they are having trouble finding the words offer suggestions}**

*This question is inviting your player to give voice to a non-conscious feeling. It can be super insightful. Often your player will share several phrases that pop up for them. It will be powerful for them to be heard. Your presence means a lot.*

*It can be helpful to hone in on the one that seems to be primary.*

*If a whole collage of phrases seem to capture it, then just let it be and move on to the next step.*

### 3.5) Explore the Superpower Potential

**SAY:** Often when we feel that we are not safe, what we are protecting is our own unique power or playfulness; because often we have gotten in trouble for it in the past.

**ASK:** Do you have an inkling about the unique power or playfulness that may be in the shadow of this belief in your body?

**{Listen; help them tease this out; they will need your full presence for this part}**

*Often the content from the memory pop can help reveal the Superpower. They were doing something when the trouble happened. What were they doing or trying to do?*

*This is a co-creative process that can be quite illuminating.*

*It doesn't need to be crystal clear. An inkling based on what was happening is good enough.*

*If there was no memory pop, then you use your intuition/inkling about how this fear/body belief came to be and what the player might have been doing at that time.*

*Sometimes you can just flow with the body belief. For example: "It's not safe for me to express myself".*

*ASK: what type of self-expression is your Superpower?*

### 3.6) Make the Mind the Ally of the Dream (Respond)

**SAY:** OK. Now we are going to create a new picture for you to live into.

**ASK:** What does your dream want you to do in this situation?

**{wait and listen}**

**ASK:** Let's state your Dream's Intent in a short power phrase...

**{Listen – you can help them form it into a phrase}**

*This is another co-creative process. We love those!*

*This is another powerful experience of giving voice to a part of your player that rarely gets the opportunity to be heard.*

*This is a quirky but powerful question; it gives the players Dream an identity.*

*It is a question that comes from imagination and bigger awareness. It's fun.*

*Honing in on the power phrase is about finding a phrase that your player resonates with. It doesn't need to be something pithy or cute. The only requirement is that your player can FEEL it.*

### 3.7) PREplay the Pivotal Moment (Co-Create)

**SAY:** Next, close your eyes again for a few moments.

**SAY:** Now PREplay the scene the way you want it to be; keep your power phrase in your heart; imagine you have power, freedom and the capability to make the right moves.

**{wait a few moments}**

**SAY:** Now, see yourself getting the results you desire. See it turning out just right.

**{wait a few moments}**

**SAY:** Open your eyes again and share with me a little bit of what you saw

**ASK:** What are your insights from this exploration?

**{Listen. You will learn a lot about your players growth opportunities}**

*This is where it all comes together. This is another ACTIVE conversation where we are making powerful use of your player's imagination.*

*AFTER feeling the energy, giving voice to the fear, exploring for the superpower and giving voice to the dream... whew! Your player will be in an open and flowing state. Now we can do some good energy alignment play.*

*We are moving their energy into a future moment which is very empowering AND causes good things to happen.*

**SAY:** (something encouraging & acknowledging) "That was amazing. You did well in that exercise!"

## 4) GROW MODE

*Share your observations! Your player did some amazing practice with you. Make sure you notice the details and share what you see.*

**ASK:** "How do you feel about our progress in the pivotal moment we played with today?"

**{Coach: listen and share}**

*This should bring up some good awareness by your player.*

## 5) PLAY PLAN ~ FOR THE DAYS AHEAD

**SAY:** "OK, let's make sure we have a Play Plan... And try to get at least one thing from each of the play areas: Relate, Create, Explore and Experiment..."

*Often after doing the Pivotal Moment technique your player will feel more expansive. This will allow them to be a little more bold and imaginative in their play plan.*

YES!

{add a few notes to your Play Life Adventure Log in box #4}

## ***Fear and Doubt are like a Treasure Map***

In our Inner Freedom Program we have a saying that FEAR is a treasure map to our Superpowers. The important distinction is “treasure map”, not a road map. It is not a straightforward path. It is more like mysterious clues and signs that require an adventurous spirit to follow.

The Pivotal Moment Technique is basically a short version of the Inner Freedom Method. So by practicing it a LOT you are preparing yourself – and your players – to thrive with the Inner Freedom Method when you get there.

To get you started on the adventure, here are the basic ideas.

Growing up in the Industrial Culture we all got in trouble for being or expressing our playful and unique selves. When we get “in trouble” we absorb a fear in our non-conscious mind to warn us not to make that “mistake” again.

This is the cause of the uncomfortable body sensations when we approach social risk activities. The FEAR is trying to keep us safe; trying to remind us to preserve the status quo. This is what we call the social safety instinct and the self-preservation zone that you saw in the Human Adventure with a Coach Model.

So any time you explore a feeling of FEAR that comes up when you contemplate or attempt a social action you will discover clues that can lead the discovery of the power that went into the shadows of that fear.

I figured this out by coaching over 1,000 people who had big dreams and LOTs of FEARS. You will discover a lot of amazing things as you coach people using the Play Life Method and all of the techniques; especially the Pivotal Moment Technique

Like I said earlier, I use the Pivotal Moment Technique in almost every coaching session I do. For me, every day is a Superpower Treasure Hunt.

Yeah, it's a sweet way to live.

## ***Play Life Step #04) Embrace Challenges***

*Get the best results possible from every unique situation.*

Challenges are what make playing for your dream worthwhile! Without interesting challenges to stand between your actions and the desired results the activity becomes boring work. When you have 100% certainty that the action will create the desired outcome, then it is no longer play.

When you are play there are challenges between you and the results you desire; AND there are surprises that make every day a unique experience. These are opportunities to make the most of the situation, to make adjustments to your plan or approach obstacles with energy in pursuit of your desired results. Often the joy of play itself can pull the

player through challenges where they would normally stop. Often a BIG challenge that you rise up to will be a Peak Experience! Yes. We love those!

It is the challenges of the Dream that grow your player into becoming the person they desire to be in the world. The way your player responds to challenges will tell you a LOT about them. And it will give you a lot of important clues that you can use to help them become a better player.

*As a coach, you have to stay in communication with your player and be available for quick guidance; this will give you a depth of observation opportunities so that you can really SEE them.*

## **Every Dream has challenges!**

Every Dream has unique challenges; that is part of what makes it so interesting. As a coach you want to help your player become resilient and resourceful. And sometimes, you need to be there to provide an outside perspective.

In athletic games the coach has time outs and “Half time” breaks to do this. In life the coach isn’t on the side lines watching so you have to find creative ways to stay involved and contribute: via quick check-in calls, email, text, DM’s... Whatever it takes!

### **Why Dreams have challenges**

- if there is no challenge then it is not a worthwhile Dream
- the challenges are what make the Dream a growth experience
- competition: there may be others who are playing a similar Dream and trying to accomplish the same thing you are and trying to do it better than you do; this is especially true in business dreams.

### **Notice 3 types of challenges:**

#### **1) The challenges that are part of the playing for the dream**

The challenge of getting the desired results; making something happen in the world is not easy

#### **2) Social fears**

There is a DANCE between thoughts, feelings and actions that encourage you to stay safely inside your comfort zone WITH those tapped into your desire to play for your new, better, bigger Dream to contribute out in the world.

**Important: These challenges are essential to a meaningful life!**

#### **3) Environmental challenges**

What are the obstacles and missing resources that make it hard to take action for the Dream or hard to get the desired results?

**Remember...The essential distinction is between control and influence.**

Here is a major point about the difference between Work and Play

When you are work on something, the object is to control it and get it done. It is a black and white thing. Did you do it or did you not do it.

When you are at play with something the object is to get a result AND get better at doing it AND enjoy it. A result means something happens in the world “as a result” of your action.

If you can control the outcome, that is working on a task.

If you can't control the outcome, BUT you can INFLUENCE the outcome with your skills, energy and creativity, THEN it is play.

## **The Worker Way**

Let's say you had a play plan to reach out to 5 people and invite them to something with you.

But instead of playing you approach it as a “worker”. There are two things that can happen.

- 1) You will talk to 5 people just to check it off of your list – not paying attention to what the results are; so you can report: I talked to 5 people.
- 2) You will approach it as your task is to get the “YES”. Then when someone says “No” it is a big frustration because it is delaying completing your task and now you won't make your deadline and then you can't get to the next item on your important list and this is bad because you are supposed to get this done right the first time and you must have made a mistake and it spirals into trouble.

Workers resist challenges because they delay completing the task.

Remember too that we learned to be “workers” in school. We were all put into the “Perfection Trap”. There is a right way and wrong way to do everything. Get it right the first time or don't do it at all. The goal is to get a perfect score with no mistakes.

When you approach life this way, you are in an unwinnable game!

## **The Player Way**

When you are at play with something, you know that sometimes your result will happen and sometimes it will not. (eg. When you shoot the ball toward the basket, you know that it won't go in every time)

So if the play plan is to contact 5 potential customers and invite them to use your service, you know that some will say “yes” and some will say “no”. The CHALLENGE is to influence them to say “YES” more often, to enjoy it even when they say “no” and to figure out ways to improve your influence skills.

If you are getting mostly “No's” or only “No's”, then you embrace that some kind of transformation is required for you to successfully play for this Dream.

Players embrace challenges because they make the Dream interesting, growth oriented and even fun!

Great players SEEK challenges!

## **The question of seeking support**

Workers do not reach out for support because it is a sign of weakness – they don't want anyone to know that they don't know what they are doing.

Also in school we were taught that if you ask your “neighbor” for help you are a cheater; so we all have strong non-conscious fears about using our natural co-creation superpowers.

Players connect with teammates and their coach to find new ways to step up to the challenge – they know that together we play better.

EMBRACE means: you welcome the challenge; you enjoy the challenge; you engage with the challenge; you are grateful for the challenge.

## **Coaching Challenge... The gateway to transformation (And your ticket to a life-changing conversation every time!)**

Every challenge is an opening for transformation! It could be a big gateway, a door, a window or perhaps just a small crack. But there is an opening and it is your role as the coach to see it and point it out.

Every challenge in the Dream is the Dream ASKING the player to step up and grow. (Remember, once you are on the Human Journey, the Dream becomes a character in the story)

Some challenges are clues on the treasure map that will lead to a superpower discovery!

Some challenges are asking the player to practice to improve their skill. While others may be asking for a transformation in how they see or approach the Dream.

The challenges of the Dream, when embraced, are what lead to the “Becomings” the player imagined at the start of the Dream; and often they lead to “becomings” that are way beyond what they imagined. Ooooooooooh.

## **Judgment-Free Awareness**

This is a BIG topic that we will explore frequently throughout this program and every program in our Coach Training curriculum.

This is a big insight from the “Inner Game of Tennis” – by Timothy Galway; an original coaching manifesto.

Often when we are performing an action there is an internal dialogue between the Industrial Age “Inner Executive” who thinks they know how to do everything perfectly every time and the “doer” (the worker) who is often screwing things up.

Be aware of the urge to criticize the “doer”.

The source of this “nonsense” (my choice of word) is the delusion of control (another one of my favorite phrases). When you think you should be able to control something that can’t be controlled you face a lot of situations like this.

Letting go of the delusion changes everything! You can’t control it. So it’s not about doing anything wrong or right. It’s about finding your way to use your energy and skill to influence the situation.

From the perspective of play you can look at everything from a place of pure observation and curiosity. Learn from everything. Hold your vision of how you want to do things and move toward that with ease rather than with angst.

Look at the challenge with clear, open eyes.

Rather than judging that something is wrong with you, or the situation or the Dream, embrace the challenge and dive into it.

### **Curious Questions:**

How can this challenge help you become a better player?

What is the REAL challenge here? Is there more to the situation than meets the eye?

### **What the Coach Should KNOW (about embracing challenges)**

Coaching is MORE than a transactional hourly service conducted at specific times by appointment!

Coaching is a relationship. You become an integral part of your players' life. It is meant to be timely and hands on more than stand-offish or impersonal. The feeling that you are with them every step of the way REALLY matters.

One of the hardest things for a new coach is learning to keep a "light touch" with your advice when your player is not getting results. There is a time for showing your player what to do, but most coaches go there WAY too soon. It is better if you guide your player to figure out their version of a play plan and THEN show them an alternate version. This way it is much more co-creative; two people figuring it out together; more guiding, less directing.

Also, the more you observe your player the more personalized your specific guidance will be when you get to that point.

As we move through the method together, you will learn the four ways to help your player play better: practice skills to develop Superpowers, play plan to use Superpowers, expand Inner Freedom to unleash their Superpowers and expand World Power to co-create the environment that WANTS their Superpowers.

In the next session, Evaluate What Matters, we will talk about how to move from observing into giving feedback and coach-approach teaching. Teaching IS an essential part of coaching; however it is important to do it in a "coach-approach" way.

When you have all of the steps available to you, you can weave them into your coaching sessions with a player whenever you think its best. You may start teaching new skills right away in session #2 if it seems like the right thing to do. But for now, waiting it out while YOU are learning is a good experience for you.

### ***YOU MATTER! ~ Coach Version***

How will you weave "YOU MATTER" into your conversations as a coach?

Are you willing to RISK caring about what happens with your players, even though you have NO CONTROL over what happens?

Your caring matters.

Your presence matters.

Your playfulness matters.

Your ideas, inklings and insights – shared with permission – matter.

The Pivotal Moment Technique is life changing. AND one of the reasons it is so powerful is because it takes two people; it is an ACTIVE conversation. The safe space that you provide as the coach is what allows the player to go deep. The Reflective part of the conversation – the abera ca dabera – requires two people.

Without you, it doesn't happen.

Your spontaneous check-in matters.

Trust your heart; trust the Supermind. If your player pops into mind, send them a note.

Your co-creation in practice matters.

The roles you jump into in a role play, and the way play them, matter.

Your observations matter. We are all yearning to be seen by someone whose perspectives we can trust. YOU are that observer.

Step into the value that you are providing.

## **The Coaches Check In**

When we play BIG for our dreams we face a lot of challenges!

And some challenges are too intense or too perplexing to face alone.

It is important for you to be available for your player in between session if they want to talk something over. This would be like a time-out or half time in an athletic game. As your player is responding to the challenges of the Dream they will benefit from a quick conversation with you. Remember, your player is probably infected with worker mindset, so when challenges happen it will greatly disturb them at first. Your input will help them shift into play mode and EMBRACE the challenge.

Sometimes you will need to jump into a spontaneous Pivotal Moment exploration.

My experience of this is that people will honor your time and not abuse the opportunity to reach out to you. Also, challenging times ebb and flow like tides. There will be times when your player will reach out often. There will be times when you only talk with them during scheduled sessions.

## **Things to do while checking in.**

1) Embrace the challenge.

When your players reach out to you in the face of a challenge, you FIRST move is to ask questions; NOT give advice.

For a quick shift in perspective use these questions

- What is this challenge asking of you?
- How is this challenge serving you in becoming a better player?

- What could be fun about facing this challenge?
  - How could you approach it with the spirit of play?
- 2) Then Co-create new ways to respond to a challenge
  - 3) Revise the play plan – the approach to getting the desired results
  - 4) Celebrate progress
  - 5) Add perspective to a big decision
  - 6) Provide short term accountability for an important commitment
  - 7) Make sure your player knows that they are supported
  - 8) Challenge your player to keep going even when the going is tough

## How to do it

How you orchestrate the “check in” part of coaching is up to you. Here are a few ideas:

- 1) Make sure your player knows that you are available and how to reach you
- 2) Request a check in call in between sessions
- 3) Keep check-in calls to around 5-7 minutes.
- 4) eMail / text / DM is a great way to stay in communication in between sessions. Many players find it valuable to send a frequent update with results and unique challenges.
- 5) Most players will respect your time; they are busy too! However, if a player does begin to request or expect too much extra time, simply be firm about the duration.

## Prep for Class #04

### 1) BIG Group: Coaching Experiences

BIG Group: 2 quick shares about coaching experiences (Role Play) ...

Thanks Coach; Your players playing for dreams

@10 minutes

### 2) Embrace Challenge

From – Challenges mean you are doing it wrong

To – Challenges are a fun growth opportunity

*Question: Describe a challenge that is an integral part of playing for your dream and what you see when you view it as a fun growth opportunity with Judgment-Free Awareness. (something that you can't control but you CAN influence by rising up in some way)*

### 3) From Control to Influence

From – Attempt to Control

To – Play for Influence

Describe who/what you are attempting to control  
Describe who you would love to influence... For what?

#### **4) Pivotal Moments**

From – avoiding risk / Holding back

To – embracing risk / playing for the reward

Describe a pivotal moment you will explore with your coach

QUESTION: could it become a Peak Experience?

## **Chapter 5: Step #05) Evaluate What Matters**

Sometimes you start feeling so lost and lonely  
Then you find it's all been in your mind  
Sometimes you think someone is the one and only  
Can't you see it could be you and me?  
But if there's any doubt  
Then I think I'll leave it out

'Cause I'll tell you one thing  
You can't get what you want  
Till you know what you want  
Said you can't get what you want  
Till you know what you want

Sometimes you keep busy reaching out for something  
You don't care, there's always something there  
Sometimes you can't see that all you need is one thing  
If it's right you could sleep at night  
But it can take some time  
But at least I'm here in line

'Cause I'll tell you one thing  
You can't get what you want  
Till you know what you want”

**-Joe Jackson “You can’t get what you want”**

## 5.01 Chapter #5 Prep

### Outline of Transformations and Discoveries

#### Step #5 Evaluate Performance (What Matters)

Evaluation – With design grows into Upgrades

#### Transformations

From – Failure must be avoided

To – Possibility of Failure brings aliveness

From – It's better to be invisible / left alone

To – What if you Life Coach watched you play life (ALL DAY)

What would make that a valuable experience for you?

From – Judge

To – Observe and Evaluate

From – Ignore feedback (because we rightfully learned to detest it)

To – Embrace feedback (because we see it as signposts to our Dreams)

From – Machine

To – Ecosystem (co-creation universe)

#### Discoveries

- Illuminate your view of being Evaluated
- The Coach is the TRUSTED set of “eyes” (and ears and body awareness)
- In school evaluation is real trouble – it thwarts becoming and belonging
- Co-create awareness of what happened { SUPER Reflective Conversation
- Elevate the Supermind Connection Technique
- RE-Humanize! (the education rant)
- Judgment-free curiosity { how to see everything with playful eyes
- Co-Creation Universe {The expanding circle model
- The Paradox of Play
- The possibility of Failure enables Aliveness

#### Before Class

[Read through the complete coaching guide for Session #05](#) (Page 28)

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

[Listen to the Player Prep Audio for Session #05](#)

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

[Playsheet Pack](#): Print 2 copies of Page 9

[Listen to Coaching Demo of Session #05](#)

(Coach Dave and Player Steve)

*{From the Player Playbook}*

## ***Session #05) Evaluate What Matters***

[Listen to the audio to prepare for Session 05](#)

**This session is also called: Evaluate – Elevate – Co-create (The Ate's)**

**Coach:** Guide your player to evaluate results and feedback with judgment-free awareness; Highlight opportunities for growth. Celebrate! Then spritz in a little Supermind Elevation Technique just for fun. ;-) Guide your player on the path of becoming an avid co-creator.



**Player:** Seek feedback in the pursuit of growth as you play for your dream. Be willing to look at anything and learn from results, messes, mistakes, failure and success. Celebrate! Enjoy the technique to elevate your connection to the Supermind. Embrace your transformation from isolated worker to playful co-creator!

### **Learn and grow with judgment-free awareness**

Always remember that one reason to pursue your dream is to grow.

What matters? ...BIG Question.

- Enjoying the peak experiences of living your dream matters.
- The results matter.
- Gaining skill matters.
- Who you become matters.
- Discovering your Superpowers matters
- The feedback of others matters... SOMETIMES.

Feedback is the breakfast of champions!

There are so many things that could matter. When you play for results and peak experiences in the world you create and receive a lot of feedback. Some of it matters while some does not. It is up to you, with your coach, to figure out what matters most. And then look at it with judgment-free awareness and use it to create insights that help you play better.

### **Where to look...**

Your coach will help you explore these three categories.

- 1) Experiences where you played and created the results you desired or better.
- 2) Experiences where you played and did NOT create the results you desired.
- 3) Experiences where you avoided the playful action you intended to take.

The essential ingredient here is to realize that there will always be successes and failures in any pursuit. One of the BIG jobs of your coach is to transform “losing” experiences into learning experiences. If you lose and you are playing alone, often you feel like a loser. If you lose and you have a coach, you become a fast learner. BIG DIFFERENCE.

### **Evaluating is “the way” of the player.**

Evaluating has become a very touchy subject for many of us because of our traumatic experiences of being evaluated and shamed in the compulsory education SYSTEM and Industrial jobs. So we need to put this on the table before we can explore the fun, judgment-free player version of evaluation.

Education is certainly a thorny issue at best.

On one hand if you do not have access to education or only have access to under-resourced education you are at a serious disadvantage in pursuit of a “good life” in the Industrial World.

At the same time, being exposed to compulsory Industrial Age Education is traumatizing for most Humans, which can greatly deter the pursuit of our Dreams in the Connected Age.

## **A shared dream for co-created learning**

Here is my vision for a human-nature powered learning environment.

Free, highly-resourced and readily available for any child anywhere ages 4-12.

The learning is self-directed, co-created and highly egalitarian where every child has a voice in the guidelines and organization of the community; a safe space with light adult presence for support, guidance, lessons that the children request and look out for danger.

Mixed age groups of children co-create games, challenges, projects, adventures, stories, shows, studies and pursue whatever they want to learn about and for the most part teach each other.

The goal is for every child to reach the age of 12 with a profound appreciation for their human nature and the value of their unique abilities; an experience of belonging within the community; a deep respect for the uniqueness of all other people; knowing they have a voice in how groups of people co-create together; and the ability to read, write and solve basic math problems at what is now considered the 5<sup>th</sup> grade level; and most children in this environment will far surpass this level by 8 years of age.

From here they are set to thrive in the Connected Age.

At this stage of Human Evolution, it is absolutely possible to create an egalitarian education environment that is truly focused on liberation AND what children and all of us are born to do... Play Together for our Dreams.

As you may have figured out by now, I am all about a co-creating a world that fully embraces and nurtures our AWESOME Human Nature.

## **This is not what happens in the present day Compulsory Education SYSTEM**

You may find these thoughts disturbing because they challenge common customs. These ideas are the next level of the conversation we started in the Introduction when we compared the Industrial / Hierarchical Control with the Connected Age.

**If you think this part will agitate you too much, skip down to this: !/###!! >**

A quick point before we dive in is that I am talking about the Compulsory Education SYSTEM, NOT the teachers or school principals etc. who are just doing what they were taught / told to do.

First off, little children under the age of 12 should never be subjected to testing or ranking of any kind; but ESPECIALLY NOT based on their intellectual capabilities. Stressing and shaming related to answering questions on a test is an absurd and dehumanizing practice.

Children do not learn much at all by sitting still, being silenced and listening to adults talk. As children we learn by being self-directed, following our curiosity and playing with – co-creating with - other children of various ages.

I am not going to go into a big rant here... just a small rant. There is the history that most people don't know about "public education".

While it is pitched as the great liberator of people, the underlying purpose was quite sinister (in my view). The Education system as we practice it today in most countries – where children are forced to sit down, shut up and listen to lessons enforced by an adult teacher – was created by the "Puritans" and "Pietists"; both protestant Christian groups in Western Europe in the 17<sup>th</sup> Century and later in New England.

Its purpose was simple: A) teach children how to read so they could read the Christian Bible; B) transform free spirited co-creative children into obedient servants. They called their purpose: **"To break the will of the child"**. YIKES!!! In other words, get the children *under control*.

Monarchs and then Oligarchs (people who obtain great wealth and use it to rule others) have all promoted the Compulsory Education SYSTEM because it is an effective way to get people under control and into a mindset of servitude. And so it continues to this day.

All of us had our "wills" broken by this SYSTEM. Hopefully this helps you understand what happened to us; why there is so much anger, depression, distrust and bullying in the world.

Testing and ranking both thwarts learning (creativity, curiosity and self-determination) AND cultivates segregation and discord among the children. It creates stress and feelings of inadequacy and shame. It normalizes bullying; which is what we see all around the world today among adults.

Meanwhile what children need most to cultivate from ages 4 – 12 is curiosity, mutual respect and a sense of belonging and value among their peers and in the community at large.

Nor is it a good idea for little children under 12 to participate in competitive and ranked athletics or performance arts. Participating in athletics and arts with light adult supervision has its place for sure; just skip the rankings. This practice of ranking children in ANY endeavor – voluntary or involuntary - is dehumanizing. Contrary to the pervasive adult myth, it does NOT build character. In fact, it destroys humanness.

Once children reach Age 13 or so, they have the emotional capacity to understand competition; and hopefully the autonomy to choose where to focus their efforts based on their passions.

Then in corporate work we have the torment of the "annual performance review"; a practice derived from the degrading Education System. This is where we find out what we are doing wrong and what interventions will be required to fix our issues. UGH! And let's not even discuss the dehumanizing forced ranking systems many organizations employ.

My vision for the purpose of Life Coaching in the world is to restore the "will" – the Playfulness and Human Superpowers to Become, Believe and Belong - of Humans everywhere. I have been doing this for many years now and it is awesome.

You have a Life Coach now so you are on the path of restoring your Humanity!

!!###!! > End of rant about the compulsory education SYSTEM <

### Going back to Evaluation...

There is a lot of power in evaluating for your life as a player. But it is important to understand the contrast of the de-humanizing traumas of the Industrial Hierarchical Control Culture and School System. Understanding what happened to you and me and all of us will help you find a place of peace with it; and hopefully find the determination to live and play in a new way. This is also called post-traumatic growth.



Evaluation is simply YOU assessing how well you are playing based on your own vision of what is possible for you; always with judgment-free awareness. This is where you embrace the Performance-Possibility Gap and are eager to play for the next level.

When you play for something that you care about – like your DREAM – you always want to play better; you desire growth and becoming the next version of you. This is difficult to do while alone; but easy to do when you have a coach who is observing you, sharing what they see, and empowering you to TALK THROUGH what you see and feel.

### Embrace Feedback

Feedback is the breakfast of champions.

When we talk about feedback we are mostly talking about feedback from “life”; feedback from what is happening around you.

In the Industrial Age of Control – where there was supposed to be a right way to do everything – feedback meant you were doing it wrong.

But when you play, you develop a way of doing things that is unique to you. Yes, you can learn by observing others, or by listening to what your coach is observing when you practice together, but you also put your energy into it. It's YOUR way.

So feedback is how you navigate the results in pursuit of co-creating your way with the world around you.

My mentor, Hall of Fame Soccer Coach Manny Schellscheidt, used to say: “If your eyes are open and you want to learn, the game will teach you everything you need to know as you play it”.

When you observe what is happening – and not happening – with judgment-free curiosity, you can learn a LOT.

You and your coach have been engaging in conversations like this every week. Are you starting to feel that they can be engaging, fun and valuable?

This is what the Co-Create Awareness Technique is all about. Let's give this a little more clarity right now.

### Life as a co-creation

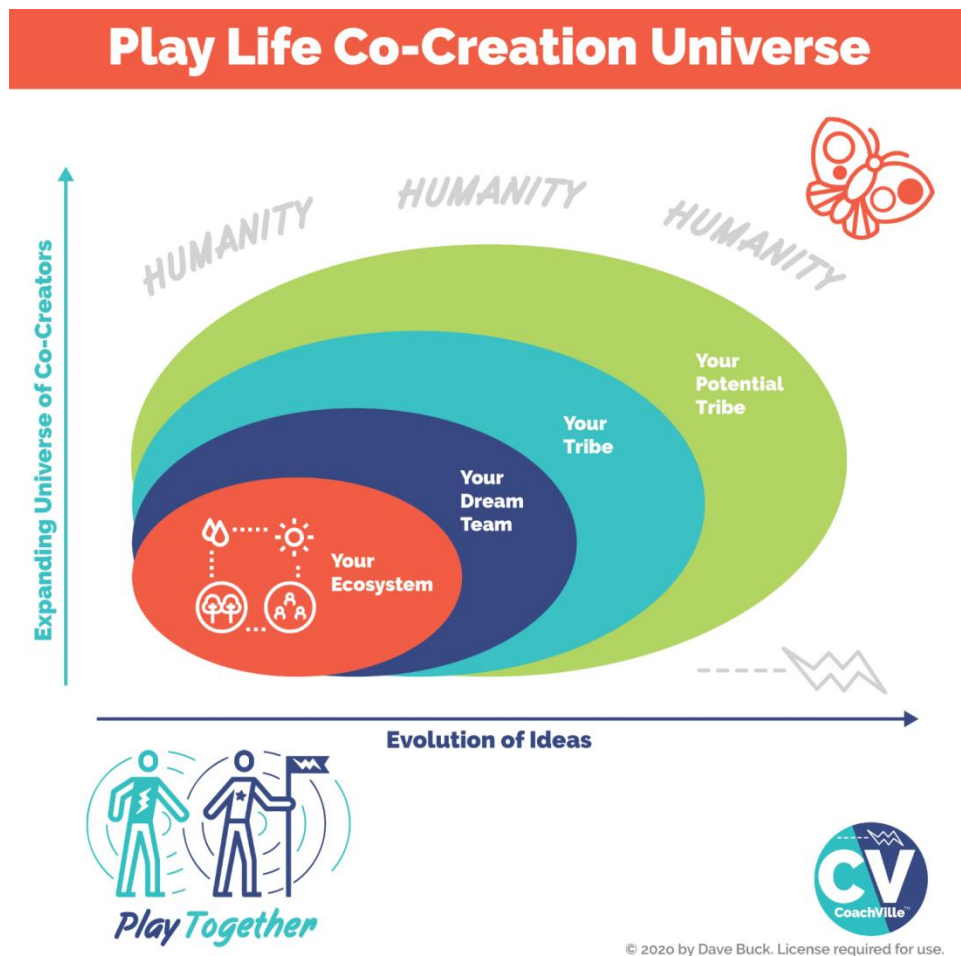
Co-creating is how we are meant to live.

We are all natural co-creators until we are subjected to the Industrial Culture which forces us into isolation. I mentioned some of the mantras in the chart in the Introduction.

In particular: “do your own work, if you help your neighbor you are a cheater”; and “sit down, shut up, and do as you’re told”. The Industrial Culture of Hierarchical Control aims to make us isolated workers and servants.

Your Life Coach aims to FREE you from the Industrial Mindset so you can become the joyful, playful co-creator that you were born to be! And then you can free others.

Your Life Coach has been co-creating experiences with you and then urging you out into the world to co-create with your community and with life; and to find your place of belonging where you can be your Powerful SELF! Hopefully this is beginning to feel more and more natural to you.



Another powerful way to evaluate feedback is to imagine that everything happening as you pursue your dream is a co-creation between YOU and “Your World”

The essence of your BIG Dream adventure is to contribute your YOUUnique Superpowers to create value in the world for others. FUN!

### **Your Ecosystem:**

You start by seeing yourself and your dream as part of an ecosystem rather than an isolated entity. Look for the holistic picture. You are a part of something bigger and your contribution is essential to your thriving ecosystem of colleagues, partners, advocates and customers. You want everyone and everything in your ecosystem to thrive.

### **Your Dream Team:**

This is your trusted inner circle and includes your Coach!

### Your Tribe:

These are the folks that you aim to serve / contribute to / participate with as part of your BIG Dream. Anything that happens or doesn't happen when you engage with your tribe is essential feedback to evaluate.

### Your Potential Tribe:

As you grow in capability and confidence in whatever you are doing there is an expanded circle of people and possibilities that you can explore.

### Humanity:

While you aim to create value with and for your tribe, it is good to hold the intention that your contribution is for the betterment of Humanity and The Earth!

### The BIG Idea

The point of this view of the world is to realize that you and your dream are an essential part of a bigger picture; you are a part of something!

## Coaching Technique: Co-create Awareness ~ Abera Ca Dabera

*Note to coach: we explored this in Chapter 2. Here is the Player version.*

A big benefit of playing with a coach is the opportunity to talk about your experiences and your plans with someone who is really good at listening to you and SEEING YOU!

You have experienced this a few times now. At the start of each session your coach asks you some questions to spark conversation about your week of play.

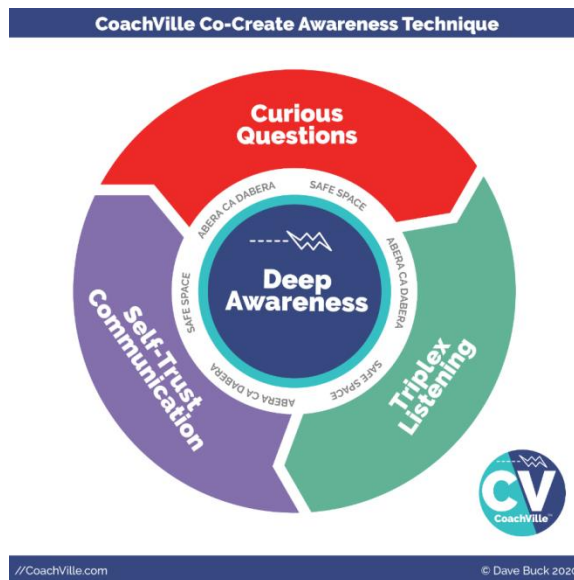
Remember from the Introduction when we talked about the 5 types of conversation? Here is an important distinction. Talking about what happened can either be type #2 Reporting or type #3 Reflections.

Our aim is to make it type #3 where you talk with the intention to gain awareness.

These explorations have the potential to create some big “Ah – Ha” moments because of what we call “the Abera Ca Dabera Effect”. I mentioned this to you right at the beginning of this book.

Abera Ca Dabera is a phrase from the Aramaic language which translates into:  
**I create as I speak.**

It describes the magical power of co-creative conversations. When you talk with someone who is listening to your powerfully, you speak more powerfully! This leads to expanded awareness and new possibilities. It's AWESOME!



**Here is the BIG KEY:** when you talk with your coach, they will ask you a lot of curious questions. These questions are not about giving the right answer! **They are openings for exploration together.**

### **Awareness = Your “YOUUnique” view of the world**

As a player in pursuit of a dream, the more you can understand yourself and see what is happening around you the more choices you have and the better you play. Becoming “aware” while playing is almost impossible, because while you are playing your focus is on the action. What the coach does is help you “see” yourself and the situation better through conversations and practice. In athletics you can think of this as practice time and during a “time-out”.

### **The Cycle of a Co-Creative Coaching Conversation**

Your coach always wants to know how you “see” it.

As you share about what you experienced while you were playing, your Coach - is “*Triplex*” listening. This means that they are hearing what you say, what you don’t say and the energy and beliefs coming through what you are saying.

As they Triplex listen to you, they will have thoughts and feelings “pop” into their awareness. Often they will ask permission to share what they are sensing: feedback, an idea, an insight about what might have happened, a related experience that adds value. Sometimes these thoughts will really ring true. Other times they will spark your imagination to a new awareness.

If you don’t resonate with what they are saying just let them know. They won’t be attached to what they share. It’s not about being “right”.

It’s also important for you to feel safe to share anything that pops into your mind... even if you can’t explain it. These vague inklings often contain profound insights as you try to put them into words. This is *abera ca dabera*!

As you engage with your coach while they are asking curious questions, triplex listening to you and sharing via self-trust, opportunities will arise to *Go Deep* into the situation. This is where your coach will ask a more revealing question or share a more provocative insight. You will know that it is “deeper” by the way you feel about it... a little edgy. Often these deeper conversations will enter some new territory in your relationship: which will be powerful for both the coach and the player. Going deep is the real juice of life coaching and where most new awareness happens.

When your coach asks you about your week of play, these are not simple questions with straightforward answers! These are openings for exploration that could go in many directions and reveal many opportunities for growth. Often awareness of a pivotal moment that you can play with will come to light. Also many seeds for future explorations will be sewn.

### **What is there to become aware of?**

This is a big question and there is a range of compelling answers: one would be everything; another would be only what is most important to see right now to make the next improvement.

Your coach will help you become aware of:

- What were the results of your play and what can be learned from the experience?
- What were the challenges and what did they “ask” of the you?
- What resources do you have available that can be leveraged in pursuit of the dream?
- How did your choices while in the action impact the results; what other options were available?
- Patterns of choices that you make; and how they could be maximized or improved?
- What is your current skill level in an action?; what are your Superpowers?
- What is the best way to improve a skill to get better results?

### **Talking about what happened after playing in the world**

There are two fundamental coaching scenarios:

- 1) Where the coach directly observes you while you are playing out in the world
- 2) Where the coach does not observe you while you are playing out in the world but talks with you afterward.

If you are someone who makes public appearances or performs in situations that are recorded then your coach will have opportunities in scenario #1.

MOST life, business and leadership coaching is based on the second scenario so your coach helps you become aware by talking with you about what happened as you describe the experience. In this case they will use the Co-Create awareness Technique to “see” the moments through your eyes by what you share. It is intense. It is truly awesome when you both really dive into it.

### **Blind Spots**

The reason coaching is such a powerful form of relationship is because as players we cannot see ourselves play while we are playing. The coach is an “outside observer” who can help you see what you cannot see as a gateway to better play and better results.

The deeper version of this concept is that beyond seeing what is happening – or not happening - we don’t see ourselves or even know ourselves as fully as we could. When we don’t see something about ourselves, like a habit or a pattern of choices or a belief, this is referred to as a blind spot. Coming to know ourselves more fully is one of the most profound experiences of being alive!

Playing for a worthwhile Dream in pursuit of results with a great coach is one of the best ways to come to know yourself in this way – to see into your “blind spots”. Often it is the great challenges that spark these awareness opportunities.

### **Abera Ca Dabera**

As you know this phrase has come to be used as an incantation by folks performing magic tricks. It is magical, but it is not a trick! With practice it can become one of the most powerful things you do as a player with your coach.

Your Life Coach is creating a safe space of belonging and judgment-free presence for you that enables you to speak powerfully. With this power you can:

- Speak your peak experiences after you imagine them
- Say things you have never said before
- Speak your dreams into existence
- Speak your vision for the next version of yourself
- Speak your plans that will make your dream a lived experience!!

A key to the Abera Ca Dabera experience is that it is not just the player who creates as they speak! When you co-create belonging with your coach, the coach will feel empowered to speak powerfully into the safe space. Often amazing insights will come through... and you step back and realize: “wow, no one has ever said anything like that to me before.”

Not only will this provide great value for you, often your coach will say something and in the moment you realize: “Whoa! This is also for me. I need to pay attention to what I just said!”

## **The Paradox of Play**

**If you can't lose, the dream is not worth playing for; when you really play, you always win.**

This is a juicy thought to ponder from time to time. What does this mean to you?  
How do you make sense of these two seemingly opposite ideas?

Here is another deep conversation to consider...

**If you want to feel fully alive... make failure an option.**

We were trained in the Industrial Age to avoid failure! However, consider the notion that the “opportunity for failure” is actually what makes you feel MOST alive.

For sure you can enjoy doing something when you know exactly how it is going to turn out. However, when you feel MOST alive... there is almost always some mystery...the opportunity that it won't turn out “as planned” is present. Remember control v. influence?

When you don't know for sure if what you desire is going to happen or not, this is when you are most engaged. (Hint: this goes back to the idea that **YOU MATTER**; because when failure is possible, your unique contribution can create success).

## **The Supermind Connection (Energy Alignment Game)**

The Supermind is the web of Human Consciousness past, present and future that we all have access to now. It is sometimes referred to as “The Universe” or “The Field”.

This is another aspect of life that will provide an endless supply of insight and fun when you approach it with a sense of wonder.



The Supermind is responsible for spontaneous insights, synchronistic events and profound inspirations. The Supermind is essential to the coaching relationship!

When you think of someone who you haven't spoken to in a while and then shortly after they call you seemingly "out of the blue", this is the Supermind in action.

There are many ways to play in this realm to get into alignment with your BIG Dream.

**The “?”** symbol indicates living by BIG questions and staying open to “answers” as they come to you.

The **emanating heart** is the symbol for the well-known process of gratitude which is an essential practice for Supermind Connection.

The **radio tower** is the symbol of the power of thinking about and speaking your Dream and intentions; putting them “out there”.

The **magnet** is the symbol of attracting experiences that move you toward your Dream as long as you stay open to the perfection of each situation. People and experiences are drawn to you by the magnetic power of your BIG Dream.

As your Supermind Connection gains strength it feels like you are co-creating with Life Force Energy. It feels like events are happening in favor of your dream; it feels like the Supermind WANTS your dream as much as you do.

The AWESOME thing is that expanding your connection with The Supermind is baked in to the Play Life Method that your coach is using! The talking heads with the lightning bolt is the symbol for our ACTIVE Coaching Conversation model at CoachVille.

When you share your Dream with a coach it amplifies your connection to the Super Mind! This is why your coach asks you to speak your dream at the start of every session; sharing your dream with your Coach and your Dream Team amplifies your connection to the Supermind because we are all connected to it.

When you imagine the Peak Experiences of your Dream with your coach this creates a powerful magnet of energy pulling inspiration and experiences from the Supermind.

When your coach asks you a provocative question that sticks with you for a few days... and then insights start coming to you, this is the Supermind Connection.

### **Recognize the Perfection of Every Situation.**

This is one of the Coaching Proficiencies by Thomas Leonard – the founder of Professional Life Coaching (and CoachVille) - and it is an essential practice for cultivating your Supermind Connection. You have been practicing this on a regular basis with your coach when you talk about how your challenges are asking you to grow; with judgment-free awareness.

When you face a situation and thing: “this shouldn't be happening”, you cut off your connection to the Supermind. By actively speaking about how your challenges are serving you and your Dream you strengthen your connection to the Supermind. This often requires strong support of a coach with an active imagination to see situations this way.

### **The Energy Alignment Game**

The bigger your dream in life the more important it becomes to shift from control and tasks into playing with energy. By playing with energy in an intentional way you begin to see life as your partner in fulfilling your dream; which it is!

You begin to embrace the deeper truth that while YOU are the catalyst for the dream, it is not all up to you. You and your dream are a part of something bigger, something amazing and beautiful.

All you have to do is ... **PLAY... with a Life Coach!!**

### Now you know!

Now you know more about playing life than most people! How awesome is that?

You are starting to see opportunities to relate, create, explore and experiment your way to your BIG DREAM!

As an important side note, you also know more about Life Coaching than most people too; but that is a conversation for another day!

NEXT...

Now that you are playing, your coach is going to guide you toward your vision of PLAYING BETTER. That is an essential quality of players... we are always dreaming of playing better.

Meanwhile in this playbook and in the audios I am going to share with you some insights about the Energy Alignment Game.

### Quick Prep for the Elevate the Supermind Connection Technique

Elevate your Supermind Connection

In this session your coach is going to do a little technique with you to Elevate Your Supermind Connection to align with your BIG Dream.

This technique is a sequence of explorations that will open your mind to the web of Human Consciousness. It's fun.

While this technique has powerful practical implications it also is part of a bigger picture for you and all of us in the Human Family: **cultivating the deep knowing that we belong here.** That each of us matters. That each of our dreams has a purpose that only we can fulfill. While cultivating belonging within our immediate surroundings is vital. We can also cultivate belonging in a higher dimension. Both layers of belonging are vital.

The key to success with the questions in this technique is to speak from the heart. Use your Human Superpower to "Create as you Speak".

| Play Life Coaching Session #5 Notes                                                                              |                                                                                                                        |                                                                                                              | Date:                                                                                                     |
|------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| Session: Evaluate                                                                                                |                                                                                                                        |                                                                                                              |                                                                                                           |
| The BIG Dream:                                                                                                   |                                                                                                                        |                                                                                                              |                                                                                                           |
| Explore the Fear / Growth Zone                                                                                   |                                                                                                                        |                                                                                                              |                                                                                                           |
| PEAK EXPERIENCE<br>          | CELEBRATIONS<br>                  | ACTIONS and RESULTS<br> |                                                                                                           |
| ACTIONS without Results                                                                                          | RESIST ACTION                                                                                                          | FEEDBACK<br>            |                                                                                                           |
| Elevate the Supermind Connection                                                                                 |                                                                                                                        |                                                                                                              |                                                                                                           |
| Gratitude for Challenges<br> | Gratitude for Synchronicities<br> | Clearly State Needs<br> | The BIG Question<br> |
| Focus: Play Better<br>      | Experiments<br>                   | Upgrades Resources<br>  |                                                                                                           |
| Growth Zone What did you learn...<br>Playing For Your Dream Self and Superpowers                                 |                                                                                                                        |                                                                                                              |                                                                                                           |
| PLAY PLAN                                                                                                        |                                                                                                                        |                                                                                                              |                                                                                                           |

(Abera Ca Dabera)

In other words don't try to "think" of the right answers. There are no right answers. There is only the opportunity to create right now.

## **Prepare of Session #05 – Evaluate What Matters**

In this session we are going to do several fun segments.

### ***Warm up & Celebrations***

We will begin with the warm up and celebrations.

### ***Evaluate***

Your coach will explore what you have experienced over the last few weeks to co-create awareness. Then BOTH of you can evaluate how well you are playing so far and build the desire and energy to play better.

### ***Elevate***

Then you will dive into the Elevate the Supermind Connection technique together.

Remember... speak from the heart. Be spontaneous.

### ***Co-create ways to play better***

Then you will get into some ACTIVE conversation to envision ways to play better for your dream.

How can you bring the spirit of play more fully into your play plan each week?

How can you play for more of the peak experiences you imagine?

Your Coach may have some ideas for you.

### ***Growth Zone***

Finally it is time to step back for a moment and take a breath. Whew! That was a fast moving, wide ranging exploration. What did you learn about yourself?

Remember to fill in your Play Plan as soon as possible to capture all of the ideas that were flowing.

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

## ***Coaching Notes for Elevate Supermind Connection Technique***

Here are a few notes about the Supermind Connection before we get into the Coaching Guide.

I explain this a bit in the Player playbook and Player Audio. So if they have these then this technique should flow easily.

The Supermind is not "God". So it should not conflict with a person's beliefs about God; or no God.

The Supermind is the web of Human Consciousness that we are all connected to and a part of. Almost everyone has experienced it at some point in their lives, but rarely are we invited to explore it intentionally. That is what we are doing here.

The Internet “Web” is “physical manifestation” of the Supermind web of Consciousness. The Internet web would not exist without the Supermind web as an inspiration.

The Elevate the Supermind Connection Technique is a collection of provocative coaching questions. Done in a sequence they build clarity and momentum.

On a related note, when you invite your player every session in the Warm Up to speak their dream and imagine a Peak Experience, you are playing with the Supermind Connection. Intentionally putting these thoughts into “the web” draws experiences to your player. Similar to how typing a phrase or question into an internet web browser draws written ideas and videos to you.

Also it is important to know that your presence as the Coach is essential to this process. Your listening and championing is what will enable your player to speak with clarity.

## ***Coaching Notes for Session #05***

### **Quick Prep for Session #05**

In the Session #05 Coaching Guide you will see only keywords for the Warm Up, Growth Mode and Play Plan. This will encourage you to

A) Commit them to memory

or

B) Do them in your own words

In the Evaluate section you will make strong use of co-create awareness technique! That is why I shared it in Chapter 5 of the Player Playbook. When your player steps up to co-create with you rather than you doing it “to them” or “for them”, then you have a powerful coaching relationship. But you can’t force it. You just make the space for it and encourage it to happen. Remember, we are all born co-creators.

## **1) WARMUP**

***Only Keywords Now! (You know what to say)***

*In this coaching guide you have a sequence of keywords for the Warm Up.*

*This is something you can do from memory now using your own words.*

Welcome

Permission to coach

Connected Breathing Technique

Peak Experience Technique

Share your Dream in 30-seconds

**SAY:** I can see you doing that.

{pause for a moment}

*Envision the Peak Experience*

**SAY:** I can see you doing that.

**ASK:** Alright! We are warmed up now. Are you ready to dive in?

{wait for them to say: Yes}

## 2) COACHING PLAN

### EVALUATE THE EXPERIENCES OF PLAY

**SAY:** Today we are going to use judgment free awareness to evaluate how well you are playing for your DREAM and look for growth opportunities. We are going to play with the Elevate Your Supermind Connection Technique and co-create a few ways to play better.

**SAY:** So, let's evaluate how you played and talk about what happened and what didn't happen. We will get to celebrations in a moment.

#### A) ACHIEVED SOME DESIRED RESULTS

**ASK:** Let's start with **ACTIONS** where you got your desired **RESULTS**!  
Did anything like that happen?

*This is an invitation to celebrate!*

{If no results skip down to B}

**SAY:** Wow! Congratulations. That is a great accomplishment. How did it feel?

**ASK:** What can you learn from this experience of getting your desired **RESULTS**?

{Listen and Celebrate!}

*Remember, in the Industrial Age of Control it was all about avoiding mistakes. We rarely attempted to learn from actions that went well because they were supposed to happen by following the directions.*

*It may take some encouraging and demonstrating for your player to capture growth from the results that turned out well.*

**ASK:** Anything else you want to celebrate

**ASK:** Overall, in just a few "bullet points" how would you evaluate your play this past week?

{Listen and get a good feel for how they see the situation}

*This gives you a sense of how they see themselves, their growth and their situation.*

#### B) DID NOT ACHIEVE DESIRED RESULTS

**ASK:** Keeping judgment-free awareness in mind, let's explore Pivotal Moments; Any **ACTIONS** you took where you did NOT get your desired **RESULTS**. How would you describe the situation?

**{Listen and Clarify}**

*It's good to use the pattern language of pivotal moments. This will encourage your player to look for them and notice them when they are playing for their dream.*

*If you detect that your player is feeling down or frustrated by their lack of results, it is up to you to champion their process; to remind them that Dreams take time; and that together you will co-create ways to play better. Remind them that they are not alone.*

*Help them identify the challenges with as much clarity as possible.*

**SAY:** We will explore how to face these challenges in a moment...

*When you explore ways to play better, after the Supermind Connection, you can bring up the challenges.*

### **C) DID NOT TAKE ACTION**

**ASK:** Next let's explore Pivotal Moments where you were intending to take **ACTIONS** but you didn't do it. Using judgment-free awareness, what happened? What got in your way?

**{Listen and Clarify}**

*Remember to be lighthearted and curious about what they didn't do. This will help your player shift into judgment-free mode which is essential to growth.*

### **D) ANY MORE FEEDBACK?**

**SAY:** Anything that happens while you play for your dream can be explored as feedback.

**ASK:** What other feedback did you receive while playing? Is there anything else we should evaluate together?

**{Listen and Clarify}**

*This is a provocative question to spark their curiosity. Sometimes an observation that seems "out of the blue" can illuminate a growth opportunity.*

## **PLAY TOGETHER ~ {Elevate and Co-create}**

### **A) ELEVATE THE SUPERMIND CONNECTION**

**SAY:** Let's play with this technique called Elevate the Supermind Connection. It is a powerful way to align your energy with your BIG Dream.

**SAY:** Every week we have taken a moment to state your intention to Play for your Dream. This keeps you and your Dream connected to the Supermind of Infinite

Possibilities which is awesome. This technique will elevate this connection a little further.

**ASK:** Does that sound good?

{wait for the “yes”}

## 1) Gratitude for challenging situations

**SAY:** There are four parts to it. The first part is when you play BIG for a Dream you attract a lot of new and interesting situations that challenge you to grow. Let’s talk about these situations from the perspective of gratitude.

**ASK:** How are they challenging you to grow? Or said another way, who have they asked you to become?

{Listen and share what you have observed}

**ASK:** How have these situations been the perfect experiences for your adventure so far?

{Listen and share what you have observed}

*This is similar to what you have discussed a few times; here you want to go deeper into appreciation for the growth opportunities.*

*You have observed the challenges that your player has shared about so far. If they are forgetting one or two that you recall, feel free to bring them up.*

## 2) Gratitude for synchronicities

**SAY:** The second part is to recognize the experience of synchronicity; when events or support or opportunities just seem to flow in your direction.

**ASK:** What synchronicities have you experienced?

{Listen and share what you have observed}

*Often we take these mysterious / seemingly random experiences for granted. Taking a moment to connect them to the Supermind is quite empowering. Your player will start to trust that their Dream has magnetism and greater purpose.*

## 3) Clearly State Needs

**SAY:** The third part is to simply state what you need as you pursue your dream.

**ASK:** What are a few “things” or experiences that you can state that you need for your dream; without needing to know how you will receive them?

{listen. Add in your ideas; have fun with this! help them use their imagination; help them OWN the value of their dream.}

*This one can be really challenging at first because most of us in the Industrial Age learned that it is not safe to ask for what we want.*

*Also it seems strange to ask when we don't know how it is supposed to arrive. Often what happens is after we state what we need in this way, a pathway to the "thing" arrives.*

#### **4) The BIG Question**

**SAY:** The final part is to ASK a *BIG Question* and then as you play often "answers" and ideas will just come to you.

**ASK:** Thinking about playing for your BIG Dream, what is a BIG question you are wondering about?

*{listen. Add in your ideas; have fun with this! help them use their imagination; help them OWN the value of their dream.}*

*This is one of my favorite things to do. It amazes me how if I pose the question and speak it to my coach... soon thereafter ideas will pop into my mind.*

*Again, somehow the speaking the question out loud, to another person who is with you, makes the connection stronger.*

*Try it.*

#### **B) CO-CREATE A FEW WAYS TO PLAY BETTER**

**SAY:** OK, let's co-create some ways to play better this week!

**ASK:** Based on what we have discussed to far, what can we do to step up to the challenges and get better results?

*A big point here is that you can explore lots of ideas here; not all of them have to happen right away.*

*You can queue up skills to practice, superpowers to plan for, fears to explore, environmental upgrades, Peak Experiences to visualize... all kinds of fun things.*

*You can set the stage for the next 4-5 weeks of coaching right here.*

*{Listen... REALLY dig into your players awareness BEFORE making any suggestions}*

**{NEXT CHOOSE A OR B  
A – YOU HAVE KNOWLEDGE OR  
B- YOU DON'T HAVE KNOWLEDGE}**

*Now this is a big thing. Do you have practical knowledge of what your player is doing?*

*If so, this is your time to share it. You will use your knowledge in a variety of ways in the remaining sessions.*

**{A) YOU HAVE KNOWLEDGE}**

**ASK:** I have an idea for how you can do this better. May I share it with you?

**{Share what you know in the most concise way possible}**

**ASK:** What do you think about this idea? Do you want to try it? Or do you have a way to use it as a springboard for something different? You tell me.

**ASK:** Is there an experiment you can try this week to get better results?

*The key is to offer what you know as a possibility. NOT as a direction. Use your knowledge and experience to be a co-creator; to spark your player with new possibilities that they are not aware of.*

*You have been observing them. Use your knowledge to paint a picture of who they can become based on where they are now. Don't overwhelm them with all of your knowledge; just the right amount*

*It may seem like a fine line but really it is a broad avenue! Your player WANTS to learn from your knowledge and experience. AND they don't want to be told what to do. There is a BIG space in between these two places.*

### **{B) YOU DON'T HAVE KNOWLEDGE}**

**SAY:** Let's tap into some outside resources to find a better way.

**ASK:** Do you have any ideas about who or where you could find some ideas?

*If you don't have specific knowledge about their endeavor then you need to co-create with them ways to find it.*

*Also, YOU may need to do some research within your network to come up with ideas. This is part of being a great coach.*

*AND... not having specific knowledge is OK! In the next four sessions you will go deeper into the Techniques that don't require specific knowledge.*

*When you are a Life Coach, there will be many times when your player is doing something that you have not done personally. But what you have done is step into your Dream with the spirit of play. That experience PLUS the coaching techniques you are learning, has universal value.*

### **C) CO-CREATE WITH THEIR ENVIRONMENT**

**ASK:** Based on what you experienced in playing for your dream so far, are there any resources that you need to play better or grow faster?

**{Listen. You can offer suggestions from what you have observed}**

**ASK:** Do you have any playful thoughts about how you could acquire any of these resources?

**{Listen. and offer suggestions}**

*This is another situation where you may have picked up on clues about who and what they have in their environment: who they know, groups they belong to. Even if they say: "oh no, I could never ask them", it's good that you planted the seeds.*

*Also as you move along in the Play Life Method together they will become more bold about acquiring support for their dream.*

## 4) GROWTH MODE

*In this coaching guide you have a sequence of keywords for the Growth Mode.  
This is something you can do from memory now using your own words.*

*{just keywords now. You know what to say ;-)}*

**SAY:** growth mode”

**ASK:** for your dream?

**ASK:** about yourself and superpowers

**SAY:** {Share an observation}

**ASK:** “How do you feel about our progress in co-creating ways to play better?

*{Coach: listen and share}*

## 5) PLAY PLAN

*In this coaching guide you have a sequence of keywords for the Play Plan.  
This is something you can do from memory now using your own words.*

*{just keywords now. You know what to say ;-)}*

**ASK:** “What **ACTIONS** ?

**SAY:** {Share a supportive observation }

**ENDING**

**SAY:** Play!

*{add a few notes to your Play Life Adventure Log in box #5}*

## Play Life Step #05) Evaluate What Matters

### Learn and grow from judgment-free awareness

Feedback is the breakfast of champions! Playing anything well requires an ongoing process of evaluation and refinement. When you pursue a dream there is a LOT of feedback to consider. So the Coach must help the player decide what matters; what to evaluate.

The coach must keep one eye on how the player is playing now, and another on where the player is going. Often the player will not see that what they are doing is not getting the desired results! Celebrating wins and transforming loses into learning opportunities are at the very essence of coaching. Enjoy, celebrate and leverage victories. Debrief and quickly learn from losses by practicing judgment-free awareness. This is how coaches create long term player improvement and growth.

The essential ingredient here is to realize that there will always be successes and failures in any pursuit. One of the BIG jobs of a coach is to transform losing experiences into

learning experiences. If you lose and you are playing alone, often you feel like a loser. If you lose and you have a coach, you become a fast learner. BIG DIFFERENCE.

Evaluating results is a big part of what makes coaching a unique relationship. The ultimate purpose for evaluating results is to transform EVERY experience your player has into something that helps them play better. If you do this step well, you will see incredibly fast growth in everyone you Coach. However, it takes courage because in order to do it well you must be able to stare failure in the face without blinking. OK, that is a bit metaphorical, let's get into what it means.

### **A quick note about the entire Play Life method because step 5 is the turning point...**

The method has a natural flow, but is not always linear. A method is a predictable process designed to produce consistent results. While there is a natural flow to the nine distinct steps in the process they are not necessarily linear. Typically you will use the nine steps in order when first coaching with a new player; Defining the Dream comes first and designing the actions comes next and so on. But once you get into the flow of coaching the steps can be used in any order depending on the situation.

Once the “way to play for the dream is designed, the coach and player delve into playing better every day. So after you evaluate you then have four fundamental steps to help your players play better:

- 6) Practice the skills in pursuit of mastery
- 7) Play Plan to leverage Superpowers and unique strategies
- 8) Expand Inner Freedom (Play with fear)
- 9) Expand World Power (Design Winning Personal Environments)

We will explore these steps in the upcoming sessions.

## **Key Ideas for Evaluate What Matters**

### **1) Every session after the warm up**

Evaluate What Matters is something you will do after the Warm Up in most coaching sessions. It runs parallel to celebrate. It is one of the recurring patterns for YOU as the Coach.

### **2) What matters?**

I shared a few ideas in the Player Playbook. There are so many things that could matter. When you play for results you create a lot of feedback. As a coach you must help your player figure out what matters most and look at it with judgment-free awareness and use it to create insights that help the player play better.

### **3) Ask about what happened**

The basic coaching approach is to end every session with your player having a clear play plan for the upcoming period of time. Evaluate What Matters is where you find out what actually happened and then figure out what to do next.

YOU MUST ask your player what happened.

This shows that you care; that you are paying attention; that results matter.

**IMPORTANT: the more clear and specific you are in defining the results and Peak Experiences the player is playing for, the more you will learn when you evaluate results.**

#### **4) Celebrate leads to evaluate**

If your player was successful in getting the results they desired, then it is time to celebrate and champion your player. Share what you observe. Notice their expanded capacities. Notice their Superpowers. Highlight the Peak Experiences that can be leveraged for the next play plan.

#### **5) Transform losing into learning**

If your player was NOT successful in getting the desired results then you have to find out what happened and get ready for some major transformation: the transformation from losing / disappointment to learning / growing.

Failure is an essential part of playing for big dreams in life. For most people, the opportunity to fail is the number one reason they don't play, especially the meaningful dreams in life where failure really hurts: like business, career, romance and family.

#### **6) Maintain JFA**

It is essential that you maintain **judgment-free awareness**. This means that when you look at the situation, whatever happened or didn't happen can be used to play better. This does NOT mean that you don't care, or are aloof. You care AND you maintain a big-picture perspective. This is BIG because most players hate to talk about failure and they hate to disappoint their Coach.

This is a fine line to walk. You want to maintain a great desire for winning and getting results while at the same time not getting dragged down by disappointment. As you do this, you will teach your players to live this way as well. When they learn this, they are REALLY free to play.

#### **7) The Paradox of Play**

Remember the paradox of play: If you can't lose, it is not worth playing. When you really play, then you always win.

#### **8) Provide the perspective to co-create awareness**

No great achievement comes to life without LOTS of failures along the way that are successfully used as growth opportunities. Your job as a Coach is to maintain this perspective and guide your player to the insights that are available with every setback. This is important because it is a rare individual who is able to see these things from self-reflection alone.

#### **9) Mistakes and Messes**

The path to mastery in any endeavor includes LOTS of mistakes and messes. It is part of the process. The Coaches job is to speed up the recovery and clean up time so that the player becomes a fast learner. This is a MAJOR benefit of having a Coach.

#### **10) Courage – Resilience - Resourcefulness**

Playing for a Dream requires courage. Looking at weakness or not knowing requires vulnerability. It takes a big heart to go for something important not knowing if you will

get it or not. It takes resilience face the moments when things don't go well. AND it requires resourcefulness to bounce back and learn from everything and go for it again.

### **11) Evaluate is the turning point**

To put Evaluate What Matters in context of the Play Life Method:

- 1) Steps 1-4 are about designing how to play and playing for your Dream.
- 2) Step 5 – Evaluate What Matters – is where you shift focus from playing to playing better
- 3) Steps 6-9 are 4 powerful ways a coach can use with a player to help them play better.

### **What the Coach Needs to Know (about Evaluation)**

People don't like to talk about losing or failure. Encourage them with judgment-free awareness and conversation. Remind them that failure is a natural part of playing big.

You must understand and hold great compassion for WHY all of us learned to detest evaluation. AND gently guide your player towards the perspective that self and trusted guide (AKA YOU, the Coach) awareness and evaluation can illuminate the path to their dream.

Your players will sometimes create distractions to avoid talking about the results. Listen to what they want to talk about. Then ask about the results.

Sometimes your player will not see the difference between results and a good excuse (we learned the "Excuse Game" in the Industrial Education System). An excuse is very different than learning /new awareness.

Sometimes your player will not see that what they are doing is not working – they have a blind spot and will keep repeating the same mistakes until you bring it out.

Often coaches attempt to take the failure away from their player with cliché lines like: "there no such thing as failure...there is only learning." Don't do this! Let your player have their failure... let them feel it... THEN move into learning. The experience of failure is a powerful source of fuel in the pursuit of playing better!

### ***Deep Play***

Next we will go deeper into your experience of play with some provocative explorations. You need clarity about these questions for your life as a player so that you can bring that clarity to your life as a coach.

#### **The Experience of play:**

Think about your recent experiences of playing for results.

Question – What makes results fun?

Question - What makes action fun?

Question - What makes challenges fun?

Question – What is the value of effort?

Question – What is the value of skill?

Question - What is the value of practice?

Question – What is the value of mastery

Question: How do you explain the relationship – in your own words – between actions, skill, mastery, results and objectives?

### **The Paradox of Play:**

**If you can't lose, the game is not worth playing;**

**When you really play, you always win.**

What does this mean to you?

How do you make sense of these two seemingly opposite ideas?

Here is another deep conversation to consider...

### **If you want to feel fully alive, make failure an option**

We have been trained in the Industrial Culture to avoid failure! However, consider the notion that the presence of the “opportunity for failure” is actually makes you feel MOST alive.

For sure you can feel alive and have fun doing something when you know exactly how it is going to turn out. However, when you feel MOST alive... there is almost always the “opportunity for failure” present.

When you don't know for sure if what you desire is going to happen or not, this is when you are most engaged.

(hint: this goes back to the idea that **YOU MATTER**; because when failure is possible, your unique contribution can create success)

## ***Prep for Class #05***

### **1) BIG Group: Coaching Experiences**

BIG Group: 2 quick shares about coaching experiences (Pivotal Moments) ...

Thanks Coach; Your players playing for dreams

@10 minutes

### **2) Possibility of Failure brings aliveness**

From – Failure must be avoided

To – Possibility of Failure brings aliveness

QUESTION: How does uncertainty about the outcome create the conditions for aliveness?

QUESTION: What is an aspect of your life that could benefit from more aliveness?

### **3) Imagine a life coach observing you play your day/week**

From: It's better to be invisible / alone

To: Imagine you have a Life Coach. And your life coach is going to observe you playing for your dream for 1 week. then at the end of the week they were going to provide you with an evaluation of how you played.

QUESTION: What would make it a really awesome experience for you as a player.

### **4) Feedback from Life**

From – Ignore feedback (because we rightfully learned to detest it)

To – Embrace feedback (because we see it as signposts to our Dreams)

QUESTION: How /where can you get feedback from “life” as you play it?

## Mid-Season Review

In the playsheet pack is a playsheet that you can use for a mid-season review. (Mini version on the right)

Playing for your BIG Dream is probably a new experience for you. We are almost half way through the 12 coaching sessions so now that we are a few weeks into the adventure, it is a good time to take a little step back and review.

This is a valuable self-reflection exercise.

Look back on the playsheet you filled out after Session 2.

Do you feel on purpose with your objectives?

Is there anything you would like to change?

Maybe you have already accomplished some of these and now is a good time to raise the bar!

Or perhaps you can see that something was too ambitious and you can scale it back to make it achievable over the next 6 weeks.

Are the actions and results you are playing with leading you toward the peak experiences you are imagining every week with your coach?

This is YOUR DREAM!

It is up to you to say what you are playing for.

| Play Life Mid-Season Review                                                         |                                                                                     |                                                                                     |                                                                                     | Date: |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------|
| Big Dream                                                                           |                                                                                     | Superpowers                                                                         |                                                                                     |       |
|  |                                                                                     |  |                                                                                     |       |
| Update Your Dream Objective and RACE for the Second Half of Your Season             |                                                                                     |                                                                                     |                                                                                     |       |
| Outcomes                                                                            | Mastery                                                                             | Becomings                                                                           | Upgrades                                                                            |       |
|   |  |  |  |       |
| Results                                                                             | Actions                                                                             | Challenges                                                                          | Evaluate                                                                            |       |
|    |  |  |  |       |

**Action:** Write out a new version of your BIG Dream that you can energize around for your remaining coaching sessions.

Share any significant updates with your coach in your next session.

### *Midseason Review: Is the dream attainable?*

This copy is mostly from the Play Two Win version and has a few references to Game Language. But I think it will help you get a better picture of situations to watch out for with your players.

When you get into a flow of coaching your players through a series of 12-session seasons it is a great idea to do a “Midseason review”.

In a Midseason review you explore questions like:

- Are you on track to reach your objectives?

- What have you learned about playing for your DREAM?
- Are you feeling doubt in your ability to play better?  
or  
Are you on the brink of quitting because you think you cannot live your dream NOW?
- Do you want to adjust your objectives to make your Dream attainable?

We don't get into this conversation as part of learning the 9-step Play Life method step by step.

But it is good for you to know about it and add it to your method in the future.

Another option is to practice this conversation with your players as a "Bonus Session".

Here are a few thoughts to consider for each of the questions:

### **Are you on track to reach your objectives?**

This is a yes/no question that opens up opportunities for exploration depending on which way they answer and how you assess their situation.

If you agree with their assessment then you can move on. If you differ, then you should explore further with some clarifying questions.

### **What have you learned about playing for your Dream?**

By now you are getting some clarity about your players' ability to create results. AND you can determine if the results are going to "add up" to their objectives as originally planned.

Do they have a momentum of creating results so that they will likely reach their objective if they continue to play at a high level?

Have you created clarity about how to co-create growth oriented Play Plan with them each week?

**{if their game is not going as well as hoped for at the beginning...}**

### **Are you feeling doubt in your Dream or on the brink of quitting because you think you cannot attain your objectives?**

When you are the Coach of a Dream, you have to be on the "look out" for players getting discouraged at around the half-way point of the season. This is when the weight of an unwinnable game / unattainable Dream will really hit them.

Also, this question may create the spark for deep and honest conversation about how they feel it is going for them.

### **Do you want to adjust your objectives to make your Dream more attainable?**

**{Another possibility is that the original Dream was too easy and it is time to make the Dream bigger!}**

This is VERY important: There is no "shame" in adjusting the objectives at this point to make the Dream more attainable!

There is no point in suffering through 6 more weeks of an unwinnable game.

Co-creating new objectives that are within reach based on your new understanding of the Dream and the player can be re-energizing for everyone involved.

No one likes to lose, but players don't want a "cheap-win" either! So if you need to adjust that Dream, make sure it is still challenging and will require some growth and transformation to win.

## **The 4 steps to Play better in any endeavor**

As we have mentioned before, there are 4 steps to play any game better and these are Play Life Steps 6, 7, 8 and 9:

Step 6: Practice Skills (Role Play)

Step 7: Play Plan for your Superpowers

Step 8: Expand Inner Freedom

Step 9: Expand World Power.

Next we will dive a little deeper into how to understand each of these and when to use them.

First, there are three basic scenarios for each aspect of your players game:

- 1) They did not take the actions.
- 2) They played the actions, but did not get the desired results.
- 3) They played the actions and they DID get the desired results.

In scenario 1: most people will say that they ran out of time or some unexpected thing came up or get into "blame-mode". As a coach we maintain "JFA" and look for a deeper understanding of what is really going on through the lens of the 4 ways to play better.

In scenario 2: this is a strange one at first for most people because they are not accustomed to playing for results, mostly they only relate to completing tasks or not completing them. So it takes some new awareness to look at the experience of playing but not getting results. When they do look, there is usually some circumstance that explains what happened.

As a coach this is our opportunity to ask them to step back and look at how they played rather than "blaming" circumstances.

In scenario 3: this is often an interesting experience because often when someone does get results, they don't want to look at the situation much deeper. But it is important to do so because many times people get results by powering through inner resistance or environmental obstacles in a way that is unsustainable. And when they "run out of gas" – metaphorically speaking – they will be shocked that they are not getting the results they got earlier in the game.

Now let's do a quick review of the four ways to play better and the situations when they typically apply.

### **Step #06: Practice Skills (ROLE PLAY)**

- a) when your player is not totally confident in HOW to do something.
- b) when your player is taking action and not getting the desired results.

### **Step #07: Play Plan with Superpowers**

- a) when your player is not "OWNING" their value
- b) when your player is not sure WHY they are doing something
- c) when your player is not sure of the best way THEY should go about getting the desired results
- d) when your player is trying to do too many different things in a haphazard way.

### **Step #8: Expand Inner Freedom**

- a) when your player seems stuck because of doubt or fear
- b) when your player is pushing through a lot of inner resistance, doubts or fears.
- c) when your player is taking the actions without getting the desired results after you have practiced the skills several times;  
remember, playing for results is about influence not control. So your player may not be getting the results because negative "Inner energy" is creating doubt in the person they are trying to influence. Hint: this happens ALL THE TIME!

### **Step #9: Expand World Power**

- a) when your player seems to be missing key resources or
- b) when your player has obvious blocks or obstacles in the world around them

## **Chapter 6: Step #06) Practice Skills**

Rising up, back on the street  
Did my time, took my chances  
Went the distance, now I'm back on my feet  
Just a man and his will to survive

So many times it happens too fast  
You trade your passion for glory  
Don't lose your grip on the dreams of the past  
You must fight just to keep them alive

It's the eye of the tiger  
It's the thrill of the fight  
Rising up to the challenge of our rival  
And the last known survivor  
Stalks his prey in the night  
And he's watching us all with the eye of the tiger”  
- Survivor “Eye of the Tiger”

**\*\*!!\*\***

“First, you learn the instrument.  
Then, you forget all that sh\*t and wail”  
- Charlie Parker

## 6.01 Chapter #6 Prep

### Outline of Transformations and Discoveries

#### Step #6 Practice Skills

Practice Skills – to take better Actions

ROLE PLAY is the most essential way to practice

#### Transformations

From – Get it done the right way

To: - Get good at doing it my way

From – Life just happens

To – We can Practice Life

From – Completing a task

To – Co-creating a result in the world

#### Discoveries

- Playful Conscious Mind
- Conversations you want to practice
- Relate for Influence Situations
- Create for expression situations
- Explore for visibility situations
- Experiment for Change situations
- Cultivate your Dream Team... practice with them before you go out into the world.

#### Before Class

[Read through the complete coaching guide for Session #06](#) (Page 33)

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

[Listen to the Player Prep Audio for Session #06](#)

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

[Playsheet Pack](#): Print 2 copies of Page 11

[Listen to Coaching Demo of Session #06](#)

(Coach Dave and Player Steve)

*{From the Player Playbook}*

### Session #06: Practice Skills

[Listen to the audio to prepare for Session 06](#)

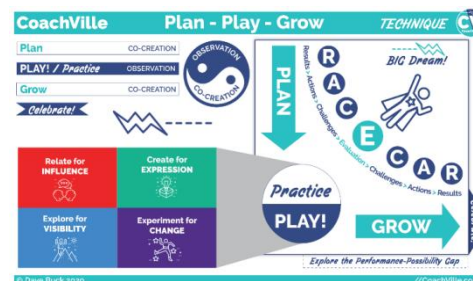
**Coach:** Role Play conversations! Embrace ACTIVE conversation and jump in and be whoever your player needs you to be so that they can practice. Co-create with your player a way to practice every action essential to the Dream.



**Player:** Learn every skill your dream requires; Have a vision of awesomeness. Practice. Practice. Practice. Enjoy the process even when you are not good at something yet.

## Practice Skills

EVERY Dream has specific skills and techniques associated with the activities of the pursuit. In the game of basketball one skill is shooting the ball so that it goes IN the basket. In the game of business a key skill is connecting with potential customers so that they say “YES” to buying what you offer.



You and your coach have been co-creating the way to play for your dream; hopefully having a lot of fun doing it! You have also experienced the coaching techniques for practicing life with ACTIVE conversations: Role Play and Pivotal Moment. Now is the time to go deeper into how to PRACTICE each activity and situation. This is a super fun and co-creative process.

## What is Practice?

While there are many definitions, here is one that we will use: Practice is creatively experimenting with an activity in pursuit of skill. A skill is the ability to produce a desired result often while performing the activity. When you become very skillful, you can perform the activity and get the desired results with greater ease. When you practice together with your coach you create growth “in the moment” that leads to even more growth out in the world.

You should think of your time with your coach each week as a fun time where you use ACTIVE conversation to practice playing for your dream! This is BIG because we rarely think that we can practice life, but we can!! And it’s fun.

A BIG part of practice is the idea of a “safe space”. A safe space is a space where you feel free to experiment; where you are not overly concerned about making a mistake. In Life Coaching a safe space is a judgment-free space where you can express yourself fully; where you can experiment with aspects of you that you normally don’t share.

In session 3 you did a role play with your coach to practice relating for influence (one of the 4 ways to play life). In this session you will do another role play and go a little deeper into it. An example would be doing a role play where you express your assertiveness or your ambition (**fill in any attribute you want here**) in a way that you wouldn’t normally do.

Beyond the role play, you will also explore together ways to practice each of the essential activities of your dream. Remember... anything that you cannot control but you can influence is an opportunity for practice. As you practice you will co-create your desired results in the world more often.

## Observation ~ Co-creation

We explored this notion briefly before Session #3. In athletic and performance art coaching – like soccer or singing - observation is assumed. But in life it is a little more complex; the coach can’t watch you play your whole life! So you need to choose the most important relating for influence conversations to practice with a Role Play; or you can share a few

examples and together choose which one to practice. Similarly you have to choose the most pivotal moments of creating, exploring and experimenting to practice with your coach using the Pivotal Moment visualization technique.

## YOU WANT TO BE SEEN!

*Observation~Co-Creation is profound because what performers and creators like YOU want more than anything is to be seen and known by someone who appreciates what they are doing AND can guide them to do it better!*

When we talk about coaching as a profound personal relationship, this is what we are talking about. It is so personal when a coach can really see you and know you. Your coach is someone who knows everything that you have overcome, faced, have bounced back from, have grown from in the pursuit of your BIG Dream.

This is a BIG WOW in life and has a lasting impact.

### In looking at the 4 ways to play life...

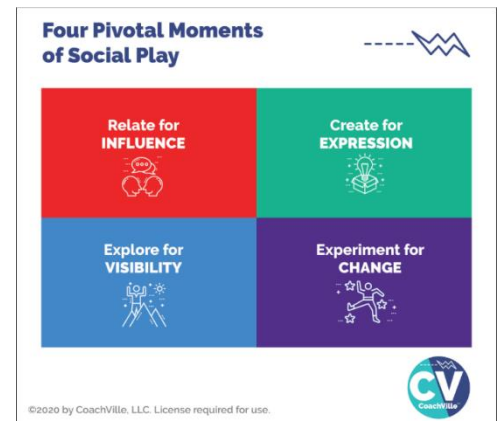
There are 3 primary techniques your coach can use with you to observe and help you improve your results: Role Play Conversations, Pivotal Moment Visualization and Show & Review.

Relate for Influence ~ Role Play

Create for Expression ~ Pivotal Moment + **Show & Review**

Explore for Visibility ~ Pivotal Moment Or Role Play if you are presenting to a group.

Experiment for Change ~ Pivotal Moment



## Show & Review

Business, leadership, even a career are all forms of Performance Art! As a player, you want your coach to see you play! This is what the **Show & Review** technique is all about.

This is where you show your coach something that you have created. As more of our creations are electronic, or recorded in some way, this becomes an available and powerful option.

For example, many of my players create experiences using Facebook Live. I can watch them play live or I can watch the video later. Then we talk about it to co-create awareness of ways to practice and then play better.

- A Facebook Live experience can be recorded and shared with your coach
- A meeting that is hosted on zoom can be recorded and shared with your coach
- You can practice a speech or presentation on zoom for your coach to watch
- When you appear as a guest on a podcast your coach can listen to the audio
- Your coach can follow you on social media and observe what you are sharing
- Your coach can read your articles or posts to help you evaluate how you are using your voice

There are so many possible ways for your coach to observe you at play and then help you play better for your dream.

## The Power of Practice and your Playful Conscious Mind

As we get into the second half of this Playbook we will dive deeper into each of the elements of the Energy Alignment Game.

Practicing is the key to reactivating your Playful Conscious Mind needed to live your dream! Practice is missing from our lives as adults. We rarely practice anything. Mostly we just do it and we usually feel that we are supposed to be able to do it right the first time.

Practice is a safe space to experiment and grow.

**The key distinction is to shift your mindset**

**From Industrial Mindset:** Just get it done the right way and don't make a mistake.

**To Connected Mindset:** How can I get good at doing this in my own unique way?

Examples of practicing activities that you want to get good at:



| Just do it                               | Get good at it<br><u>practice co-creating results</u>                                                                                                                                               |
|------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Talk to someone about what you do        | <b>Relate for Influence</b><br>Talk about what you do in a way that energizes the other person to support you                                                                                       |
| Write an article for your blog           | <b>Create for Expression</b><br>Write an article that attracts comments on your blog; and invites people to talk with you.                                                                          |
| Make a video                             | <b>Create for Expression</b><br>Your video attracts "Likes" that lead to connections on Facebook                                                                                                    |
| 30 minutes on Facebook / Linked In/ etc. | <b>Explore for visibility</b><br>Your time on FaceBook leads to strong connections and requests for an exploratory conversation.                                                                    |
| Try introducing yourself in a new way    | <b>Experiment for Change</b><br>Brainstorm a list of 5 new ways to introduce yourself; try each one 10 times while keeping track of how many times the other person wanted to learn more about you. |

## BIG LIST of conversations to practice

We talked about the Role Play Technique in Chapter 3 before your first Role Play with your coach. Your upcoming Session 6 with your coach will feature the Role Play Technique again.

To spark your imagination for your upcoming coaching session... and more importantly for your future with your coach, here is a really big list with lots of role play ideas.

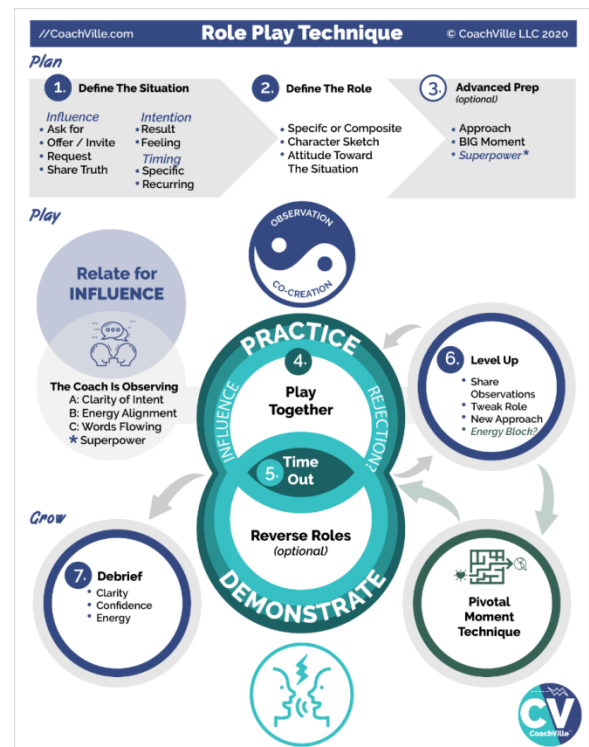
This list is oriented toward a Professional Coach or a service provider business. Even if that is not you, it is meant to spark your creativity for conversations you can practice.

Here is a list of situations.

## Relate for Influence Situations

ALL of these you can practice with your coach using the Role Play Technique

1. Someone asks you what you do...  
You respond by sharing a few details about the benefits of hiring you.
2. Someone asks you what you do...  
You respond by saying “can I share my dream with you instead? And then proceed to share your dream of transforming lives.
3. Someone asks you what you do...  
You respond by saying: “can I share with you one of my client success stories?” and proceed to share an energizing story in 4 minutes that captivates their attention.
4. You invite someone you met in a networking situation to have a 1-1 phone conversation to explore mutual possibilities.
5. You HAVE the conversation with someone to discuss mutual possibilities.
6. You reach out to someone you used to work with the share with them the dream of your new business and to find out what their dream is now.
7. You reach out to someone you know who is very influential to share your dream and ask them for support.
8. You ask a current client for a referral; based on the results you are co-creating with them; you can describe with great clarity your ideal client.
9. You ask a friend for a referral; you can describe with great clarity your ideal client and you know that they are connected to a lot of people like that; you can describe the benefits of your service with great enthusiasm.
10. Someone is referred to you. They call to ask about your services. You respond in a way that generates enthusiasm.
11. Someone is referred to you. They call and straight away ask how much your services cost. You respond to their question in a way that generates enthusiasm.
12. You are talking with someone about your services and then you make an offer.



13. After you make an offer the person says: “Oh that is more expensive than I thought it would be”. You can practice your response.
14. **After an offer conversation where the other person asks a question or expresses a concern about saying “yes”; you can then practice answering that question or concern with your coach!**
15. Follow up conversation with someone who said they need to think about it.
16. Ask someone for something that you need.
17. Ask someone to support something that you care about.
18. Ask someone to participate in something you are doing.
19. Ask someone to change something that is troubling you.
20. Speak your truth to someone that you are partnered with.
21. Acknowledge that you made a mistake to someone that was impacted.
22. **A million specific situations that will come up when you play for a BIG Dream.**

## Create for Expression Situations

There are several create for expression situations that happen while talking that you can practice with something similar to a role play.

Remember that one type of Creating for Expression is creating an experience to share with others.

- Your exploratory experience for potential clients is a conversation. You can practice parts of it with your coach.
- Giving a talk / presentation is something you can practice in parts with your coach. Especially the start, the big idea, the transformational story, the offer.
- Doing a workshop – or a playshop as I like to call it – is an elaborate experience that you create for and with others. You can practice key parts of this as well.
- When you create something that is written or recorded you can engage in feedback conversations; these can be practiced as well to make sure you ASK for the feedback you need the most.

## Quick Prep for Ways to practice Social Play

This is a really important concept. You CAN practice Life; as I said before. With relating for influence the practice is straight forward. With create for expression, when its talking you can see this as well. But how to we practice creating, exploring and experimenting?

Good question.

There is no set way. You need to be almost as creative with the ways you practice as you do with the activity itself.

But here is the main idea: create a safe space.

In most cases this means cultivating a Dream Team of folks who are invested in your dream with you. Become a CO-Creator with them. Whatever you are doing, you do it with them first!

- Share your expressions with them first.
- Share your visibility ideas with them first. Let them SEE you.
- Conduct your experiments with them first.

For example if you are creating a workshop: do the workshop with your Dream Team for practice before you do the event for your customers. Then get lots of feedback from everyone to improve your performance.

Players practice... A LOT.

Feedback is the breakfast of champions. Cultivate a small circle of people whose opinions and ideas you value greatly. Include them in your dream and your life.

We are here to play together!

## Prepare for Session #06 – Practice Skills

### *Warm up*

We will start the session with the warm up. Come to the session with a conversational 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 practice plans for each activity of your Dream

### *Challenges*

Always come to your session prepared to explore your challenges with your coach. In this case bring special attention to any conversations that presented a challenge.

### *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 practice*

Bring clarity about a few activities for each of the 3 other types of Social Play: Create, Explore and Experiment.

You and your coach will have fun talking about ways that you can practice them both with your coach and with your Dream Team.

### *Growth Zone*

Here you will notice a big open pathway to growth! As a player for a Dream YOU can choose to become really good at doing ANYTHING your Dream and your Heart desires.

For real.

| Play Life Coaching Session #6 Notes                                                            |                                                    |                                                  | Date: |
|------------------------------------------------------------------------------------------------|----------------------------------------------------|--------------------------------------------------|-------|
| Session: Practice Skills                                                                       |                                                    |                                                  |       |
| The BIG Dream:                                                                                 |                                                    |                                                  |       |
| PEAK EXPERIENCE<br>                                                                            | Explore the Fear / Growth Zone<br>CELEBRATIONS<br> | ACTIONS and RESULTS<br>                          |       |
| Respond to Challenges<br>                                                                      |                                                    | Session: Practice Skills<br>Focus: Role Play<br> |       |
| Growth?<br>                                                                                    |                                                    |                                                  |       |
| Ways to Practice                                                                               |                                                    |                                                  |       |
| CREATE for Expression<br>                                                                      | EXPLORE for Visibility<br>                         | EXPERIMENT for Change<br>                        |       |
|                                                                                                |                                                    |                                                  |       |
| Growth Zone What did you learn...<br>Playing For Your Dream Self and Superpowers PLAY PLAN<br> |                                                    |                                                  |       |

You are only limited by your imagination and by now you are probably recognizing that your imagination is AMAZING!

You are a player.

You can become a great player through practice.

YES!!! You have the power.

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

## Quick Prep for more robust Role Play

### The Role Play Comfort Zone of the Coach

Most coaches never suggest the idea of doing a practice Role Play with a player! For the Coach it can challenge your ability to be creative and go with the flow of the moment. For the player it will be just the normal resistance to “practice” and the fear that it might not be perfect!

- Role Playing feels VERY uncomfortable at first; For both the player AND the Coach.
- The coach has to be courageous and play out of their comfort zone, otherwise the player will never get this valuable opportunity; one that most likely YOU are the only one who will ever do this with them. Think about that!
- Often the coach will sheepishly suggest a role play but let the player easily talk them out of it
- Often the coach won't stick with it long enough to create value
- **remember: My certainty is greater than your doubt**
- If you stay strong in your belief that it is very important to practice all relate for influence situations, then your player will feel safe enough to practice with you.

## Let's dive into Role Play

We did a quick Role Play in Session #3.

In this session you will do a more substantial Role Play. As a Life Coach, Role Play is one of your go to moves for ACTIVE conversation; aka REAL Coaching.

It is a wise move for you to get really good at it and use it to develop your Signature Coaching Method. (more about that later in the Chapter)

Most people resist practice because of the fear of looking stupid or resisting not knowing how to do things perfectly. Be aware of this resistance and stay firm in your insistence that you practice together. MOST of the time, your player will be very grateful AFTER the practice.

Plus, you will learn SO much more about your player by actually engaging in ACTIVE Conversation than you will in Passive, Reporting or even Reflective Conversation.

The deeper you know your player, the better you coach them. TRUTH!

The intended results of role playing:

- Your player has an practice experience with you that is as close to the real thing as possible
- You get to observe them in action so that you can help them improve
- You provide a safe space for your player get repetition, to experiment and take risks
- Your player feels more confident and at ease in the conversation that you practiced AND also becomes aware of where more practice is needed.

This is the “Real Deal” of coaching – practicing together while observing.

- Guide your player to develop skills for influence situations.
- Guide your player to develop approaches to influence situations.
- Guide your player to exercise the Superpowers for influence they aim to develop or expand.
- Guide your player to understand and use their energy pro-actively for influence
- (In session #10) Guide your player to explore the doubts and fears that diminish their power in influence situations; the Role Play / Pivotal Moment combo!!!

**Role Play – along with the Pivotal Moment Technique –**  
is where you express your coaching genius  
(and create SUPER VALUE)!

### **Practice Together**

As Life Coaches we must find creative ways to co-create ACTIVE Practice to our coaching sessions. For one reason: this is what coaching is. For a second reason, we don't want Life coaching to resemble talk therapy or counseling! So we need to bring the “play together / practice together” energy to what we are doing.

Role Play is the most clear and obvious way to get into a playful guided practice of a “Relate for Influence” situation. AND it gives you an opportunity to do a second coaching essential: observe your player at play and share what you observe; this is one important way to see your player's hidden superpowers.

Relating back to the four pivotal moments of social play, Relate for Influence while facing the risk of Rejection is the one we can practice with a role play to spark development. These are high leverage situations. In other words, if you help you player improve here it will have a BIG impact on their Dream; it is a high value add for you, the coach.

Part of your opportunity as a coach is to create your own signature “Practice” experiences that take you and your player into ACTIVE conversation. When the spirit of play and co-creation are close at hand, you are on the path! Combining Role Play and Pivotal Moment Techniques is a BIG WOW that we will practice in Session #10.

### **Thoughts about Role Play**

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

**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. 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.

### Going Deeper Into the Role Play Technique

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.

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.

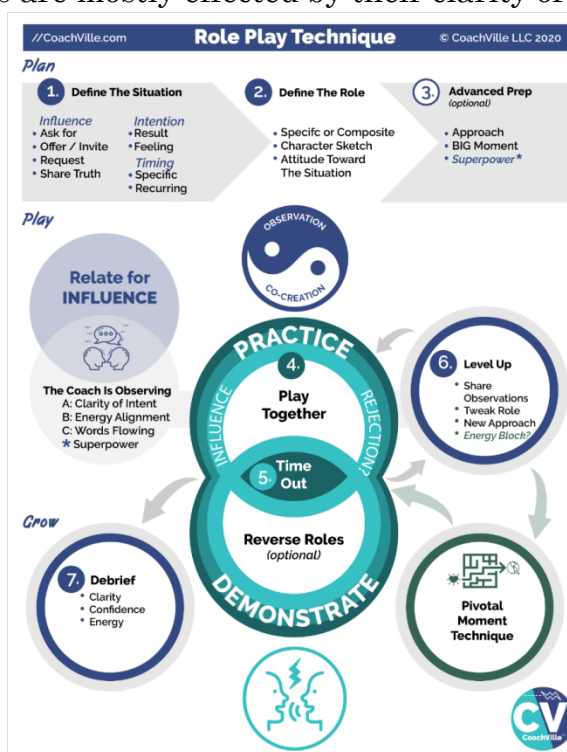
\*) Superpower – This is the advanced coaching of Play Life. If the player wants to practice a particular Superpower for Influence – which is awesome – then be prepared to notice when they use it or AVOID using it.

Role Play is a safe space for your player to exercise an ability and develop it for impact; before using it out in the world.

## PLAN

Notice the Plan – Play – Grow sequence within the Role Play Technique. It’s a pattern!

In steps 1,2 and 3 you are getting just a few details so that you can play the scene with a fair degree of authenticity. It is play so it does not



need to be perfect or exactly accurate; just close enough for your player to “get into the moment” with you.

## **1) Define the situation**

**What is the influence they are playing for?**

- Ask for something
- Offer something they want them to accept
- Invite them to do something they want them to say yes
- Request for support; for an action; for a change
- Share a truth; something they want to say and want to be heard

**What is the intention?**

- What is the result they are playing for? What do they want the other person to do? How do they want the other person to feel?
- What is the situation? : Is this a one-time situation with a specific person or is this a recurring situation with a type of person.
- Usually there is something they want the other person to say “Yes” to and commit to an action.

## **2) Define the “Role”**

Is this a specific person or composite of a typical person?

Character sketch: what are their essential qualities?

Attitude: what is their likely point of view about the situation?

Note: To play the role of another person, you do not have to change your voice. You can sound like yourself and still play the role.

## **3) Advanced Prep**

If you have plenty of time you can explore these before jumping into practice.

What is your approach to the conversation? How are you going to authentically move them toward the “Yes” you are playing for?

In the conversation, what is the big moment for the player? As the coach you can steer the scene toward this moment.

By now you know your player pretty well. You know some of the Superpower Potential that they have. What is the Superpower they want to practice expressing?

You may need to encourage them practice their power in the Role Play.

# **PLAY**

## **4) Play together**

Just jump into the role and play. Allow the character you are playing to come through you. Don't think about it too much or worry about if you are doing it right! Truly... the more you allow yourself to co-create in the flow, the better the practice will be for your player.

The first time you play the scene, "play it straight". In other words, use a light touch and allow your player to do their thing so you can observe them.

When you get to a second time in the scene or more you can add different twists to challenge your player.

#### **5) Call time out!**

Either the coach or the player can call time out to end the scene.

### **\*) Pivotal Moment Technique**

If you, or the player, notice that the player is experiencing resistance, confusion, doubt etc. in the conversation, this is the ideal moment to explore with the Pivotal Moment Technique. I am just highlighting this here. We will do it in Session #10 – Transformatonal Play

#### **6) Level Up**

Talk it over for a few moments.

##### **A) Share observations.**

- What did you FEEL? This is the most important thing to share because that is the part they can only know through your feedback.
- Share how the player's words created your experience on the receiving end. Was the player clear?

##### **B) Uplevel the Role?**

Ask your player if you need to tweak how you are playing the Role in any way?

##### **C) New approach of experiment?**

- Sometimes the player will immediately know that they want to try it again a different way.
- Share a few ideas for a different approach and co-create a new approach with them.
- Share ideas for different words.
- Encourage them to exercise a different quality or Superpower.  
One of my favorite examples – from the Coaching Demonstration Audios with Player Steve – was encouraging him to practice using his Tenacity Superpower.

##### **D) Superpower Exercise?**

How can they practice their Superpower for Influence? What would that sound like?

### **Play Again ~ Play Play Multiple Scenes**

4) Repeat as many times as necessary until you feel your player has confidence for the conversation.

As you and your player get more confident in this type of practice, YOU can really push the growth opportunities by bringing more challenge to the role play scenarios.

### **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 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.
- 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.

This is a great way to use and share your experience and expertise in a co-creative (coachy) way. (Rather than telling your player what to do).

## **GROW**

### **7) Debrief**

Practicing a conversation like this is very empowering for the player. And it is an experience of real coaching because the player will grow in clarity, confidence and energy alignment WHILE you are practicing with them. It is important to capture this growth after the practice time. It will propel them out into the world to play what you practiced.

**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!

### **What to do after a role play**

After a role play it is important to debrief what has happened. Be sure to champion them for what they did well and then point out areas for improvement and continued practice.

Based on your observation of your players' current level of skill in the key relate for influence conversations of the Dream, you can then better craft an appropriate play plan.

COACH: During or after the session, be sure to make a note of the skills you practiced on the Play Life Playsheet.

## **Coaching Notes for Session #06**

### **Quick Prep**

When you deep dive on challenges, use your co-create awareness technique to learn about your player and to guide your player to learn from their Dream. Also listen especially for challenges with relating for Influence that you can practice with a Role Play.

Be prepared to go deeper – more playfully - into the Role Play this time.

Be prepared to be co-creative in coming up with ways to practice the ways of Social Play: Create for Expression, Explore for Visibility, Experiment for Change.

### **1) WARMUP**

*You got this!*

### **2) COACHING PLAN**

### **2) EVALUATE THE EXPERIENCES OF PLAY**

**SAY:** Today we are going to explore how to build your skills and do another Role Play.  
**SAY:** So, let's evaluate how you played and talk about what happened and what didn't happen?

**ASK:** Tell me about the **RESULTS** you co-created?

**ASK:** Anything else you want to **celebrate** with me?

**ASK:** What were some of the Pivotal Moments you noticed?

*{Possible Follow Up Questions}*

**ASK:** Share with me about **ACTIONS** that you intended to do but got stuck?

**ASK:** Share with me about **ACTIONS** you took where you did NOT get your desired **RESULTS**?

### **RESPOND TO CHALLENGES TOGETHER. (QUICK VERSION)**

**ASK:** What was the biggest **CHALLENGE** you faced and what growth is it asking of you?

*{listen and co-create awareness; Avoid offering solutions at this time}*

*By this time your player should be ready to share about their most important experiences of play. But you also need to stay tuned in to their Play Plan each week and ask about anything that seems missing.*

*In this session as you notice challenges, look for how they reveal an opportunity to practice.*

*Always remember, that in the Industrial Culture we got the impression that we should be able to do everything already without making mistakes.*

*You have to keep reminding them that you are there to practice with them to help them grow.*

### **3) PLAY TOGETHER ~ {Role Play a Conversation}**

**Identify the specific conversation to practice**

**ASK:** Of all of the conversations that are part of your dream, which would be the best for us to practice today? It can be a recurring conversation or a specific conversation that would move your dream forward.

### **3.1) Define the Situation**

**ASK:** What is the result or influence that you want to create in this conversation?

### **3.2) Define the Role**

**ASK:** What role am I playing? Describe the person's general characteristics in 30 seconds.

**ASK:** What is the person's point of view toward the subject?

### 3.3) Advanced Prep

**ASK:** What is the superpower you want to practice expressing?

### 3.4) Play Together

**{Get into the conversation. Let yourself be the character. Have fun with it.}**

*The first time in, just playfully jump into the role and see what happens.*

### 3.5) Time Out

**Call time out!**

### 3.6) Level Up

**ASK:** How is that going for you so far?

**{Coach: Share your observations.}**

**ASK:** How am I doing playing the role? Do I need to refine anything?

**ASK:** How can you express your Superpower more fully in this situation?

**{Coach: Share your ideas}**

**SAY:** OK. Let's try it again.

*This is where you get into co-creative playfulness. Share your ideas for how the player can approach the situation in a different way.*

*Encourage your player to practice BEING a new version of themselves by expressing a Superpower.*

### 3.4) Play Together

**{Be prepared to go through a specific part of the conversation several times.}**

**Add a twist**

**{Based on how well you think the player is doing, you can vary how you play the role to create easier or more challenging situations.}**

*You can create the scene so that your player is encouraged to use the Superpower they want to practice.*

*You can add new twists to the scene to challenge your player to respond.*

*This is how you practice and play together to co-create growth.*

### 3.7) Debrief

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

**ASK:** Are there any other conversations we should plan to practice another time?

**!\*\* End the Role Play \*\*!**

### **PRACTICE FOR NON-CONVERSATIONAL SKILLS**

**ASK:** What is one of your Create for Expression actions and how can you practice this to play better?

{listen and offer any creative ideas that are coming to you}

**ASK:** What is one of your Explore for Visibility actions and how can you practice this to play better?

{listen and offer any creative ideas that are coming to you}

**ASK:** What is one of your Experiment for Change actions and how can you practice this to play better?

{listen and offer any creative ideas that are coming to you}

*This part requires some imagination! It is important for ALL of us as coaches to build up our understanding of social play. Anyone playing for a Dream will want more influence, visibility, expression and change. There are an abundance of techniques and programs... but our role as coaches is to get UNDER the tactical stuff to the Human Social Abilities that we coach.*

*Practice requires a safe space. What feels safe and what feels risky is personal to the player. So you need to understand your player well to help them with this.*

#### 4) GROWTH MODE

*You got this!*

#### 5) PLAY PLAN

*This too!*

{add a few notes to your Play Life Adventure Log in box #6}

### ***Play Life Step #06) Practice Skills***

Note: This section is from the original Play Two Win Program and uses some “game language”.

*Create a personalized growth plan for your player*

EVERY pursuit has specific skills or techniques associated with the activities of the pursuit.

In the game of basketball one skill is shooting the ball so that it goes IN the basket.

In the game of business a key skill is enrolling potential customers.

The coach must use their experience to design a practice plan that matches the current ability of the player. The purpose is to create an environment where your player practices the skills of the game in a way that is appropriate to their current level of ability.

One BIG point here is that people rarely “practice” the skills of life. While a player would not think it strange to practice shooting balls toward the basket, they might find it odd to practice the way they talk to a potential customer. As coaches we need to change that perception and bring practice into ALL of the worthy pursuits of life.

Through constant practice you help your players improve their ability to create results AND expand their capability to respond creatively and powerfully when they are “out in the world” playing for their Dream.

A skill is the ability to perform an activity in a way that frequently produces the desired result.

Using the examples from the start of this section:

In the game of basketball one activity is shooting the ball into the basket. Performing this activity so that the ball frequently goes into the basket becomes a skill. Developing this skill requires practice – a LOT of practice.

In the game of business one activity is enrolling a prospective customer so that they sign up to purchase a product or service. Performing this activity so that the best potential customers frequently say “yes” becomes a skill. Developing this skill requires practice – a LOT of practice.

### **Identifying the activity and desired skill**

From the examples above you can see that the key to practice is to hone in on a very specific activity. In athletic games, the core activities are physical so they are fairly obvious. In life games they are more subtle. However, when you really look at any particular endeavor, you begin to see the recurring activities.

For example you could identify the recurring activity of how you respond when someone says: “So, what do you do?”

### **What is Practice?**

While there are many definitions, here is one that we will use: Practice is repeating an activity in pursuit of skill. A skill is the ability to produce a consistent desired result while performing the activity. When you become very skillful, you can perform the activity and get the desired results with relative ease.

**The purpose of Practicing Skills is to develop the ability to perform an action in the BEST way to get the desired results in the short term and to maintain a foundation that allows for the experimentation that leads to mastery.**

**KEY POINT – Practice Skills - Leads to > Better Actions – Leads to > Mastery, Better Results and more Peak Experiences.**

In step #03 of the Method we focused on the Actions that co-create Results and lead to Mastery.

In step #06 we co-create ways to practice the actions to develop skill in order to create the desired results more often AND establish a foundation for mastery.

In the early stages of a coaching relationship – especially with a player who is new to an endeavor – the coach has to take the lead in providing the ideas for how to practice the

activities to develop skills; they don't know what they don't know! As a player grows in experience, the process of creating practice opportunities becomes more collaborative.

A few examples...

- If the Dream is business, the crucial daily activity is talking with potential customers and playing for the YES. So, the player must have a safe space to practice those conversations with their coach and other players / colleagues;  
Note: It is also powerful if you can find a way to perceive every potential customer conversation as BOTH playing for the Dream AND practice for the next one at the same time.
- If the Dream is leadership, the crucial daily action is to communicate something that inspires the team to play together. So the leader/player must have a place to practice communications in a safe space for review and feedback before they are shared with the whole team.

## The Power of Practice

Practice is missing from our lives as adults; especially with the actions of Life. We rarely practice anything. Mostly we just do it and we usually feel that we are supposed to be able to do it right the first time. As a Coach you will re-introduce your player to the power of practice.

### Where Practice Fits in the Play Life Method

Remember that the CORE of living our dream is taking **ACTION** in pursuit of **RESULTS** and Peak Experiences.

At the same time taking actions while maintaining a vision for excellence leads to **MASTERY**; **MASTERY** is one of our desired outcome areas that we discuss in Step #2.

**MASTERY** is the ability to create the desired **RESULTS** from a specific action a high percentage of the time. For example in professional baseball getting a hit when you go up to bat 30% of the time is considered mastery!

Remember that **RESULTS** are valuable in the current time period while **MASTERY** lasts a life time!

**PRACTICE** enables the player to get the desired results more often; AKA **MASTERY**.

### What is the value of practice for adults?

- As adults we often have a belief that we have to know how to do everything already; we absorbed this notion from the Industrial Culture. We all need to shed this belief.
- And we feel vulnerable when we don't know how to do something - so we just try to fake it; or avoid it.
- Practice is the pathway to mastery
- With practice an action comes to feel "natural"
- To practice a new action you have to allow yourself to "NOT KNOW"

- Players: pursue mastery.  
Workers: struggle along silently, fake it or quit
- Practice is a way of getting feedback - most adults have learned to avoid feedback!
- Feedback is the “Breakfast of Champions!”

## The key distinction is to shift into player mindset

**From Worker** : Just get it done

**To Player**: How can I get good at this?

Examples of practicing an activity that you want to get good at

| Just do it                             | Get good at it means co-creating results                                                         |
|----------------------------------------|--------------------------------------------------------------------------------------------------|
| Write an article                       | Your article attracts comments on your blog; comments can lead to interactions and conversations |
| Make a video                           | Your video attracts “Likes” or comments on Social Media; Comments can lead to conversations      |
| 30 minutes interacting on Social Media | Your interactions on Social Media lead to 3 connections for an exploratory conversation          |
| Talk to someone about your business    | The conversation leads to inspiration to hire you / support you / advocate for you               |

## Safe Space and Escalating Social Risk / Reward

The fundamental idea of practicing is what we call Safe Space. A BIG part of coaching is co-creating a safe space for practice.

In many actions in life you can practice them by yourself to get to a comfort level; like practicing your speech in front of a mirror.

Then we have the leap forward of practicing with another person; AKA a Coach.

A safe space kind of hard to define, but you know it when you feel it.

Here are a few elements:

- You can try new actions and make mistakes without fear of negative impacts
- You won’t be judged but with a coach you will be observed to find ways to improve
- There is no social risk; your status is not at stake
- You feel free to express yourself in new ways
- You can do an action several different times in several different ways in pursuit of your best way
- You can reveal your unique qualities; your vulnerabilities; your doubts

## Getting Rep’s (Repetitions)

Then another level of practice with Safe-ish space is practicing with a friend or colleague. Many activities – especially those that you do with another person – require repetition to gain clarity and confidence.

This is where friends and colleagues and get together and practice together; taking turns. This is super common in athletics and performance arts; we can bring it to playing Life!

This brings us to the idea of escalating risk

Escalating risk is the idea of finding ways of practice that have slightly more risk than the safe space with your coach / colleagues but less risk than the “playing for real” out in the world.

- In athletics this is a scrimmage game.
- In performance arts this is the “dress rehearsal” or small venue performance.

With some creativity we can apply these concepts to any Social Play activity.

## Ways to practice Social Play

| Social Play            | Ways to practice              |
|------------------------|-------------------------------|
| Relate for Influence   | Role Play / Pivotal Moment    |
| Create for Expression  | Pivotal Moment / Demonstrate  |
| Explore for Visibility | Pivotal Moment / Walk Through |
| Experiment for Change  | Pivotal Moment / Walk Through |

### Role Play

You play together to practice the conversation while the coach observes. Then the coach can offer suggestions. The coach can also do a Reverse Role Play to demonstrate alternate approaches and words.

### Pivotal Moment

You co-create the scene together in the players imagination while the coach observes. Then together you explore thoughts, body sensations, body beliefs, lost Superpowers and Dream intentions. Then you preplay the scene with aligned energy.

### Demonstrate

- For a talk or an experience the player can do a live or recorded demonstration for the Coach to observe.
- Written items can be previewed by the coach so that the coach can offer suggestions.

### Walk Through

The player can walk through their approach and actions with the coach. The coach can observe what the player is planning to do and offer suggestions.

## ***Your Coaching Genius***

### **(What the coach needs to know about practice)**

Becoming a genius at guiding practice is how you make your mark as a Coach.

With the Role Play / Pivotal Moment combo (again, Chapter 10) you can get really, really good at this and make a name for yourself by developing your Signature Coaching Method; where you are known as the Coach who can help players get better at X high leverage situation.

Here are a few examples.

#### **As a Career Coach**

You can become a genius at role playing job interviews

You can become a genius at role playing asking your boss for a raise / new project

#### **As a Business Coach**

You can become a genius at role playing enrollment conversations with a potential client

You can become a genius at role playing asking for referrals

#### **As a Visibility Coach**

You can become a genius at role playing podcast interviews

You can become a genius at role playing strategic partner conversations

#### **As a Leadership Coach**

You can become a genius at guiding practice of presentations

You can become a genius at role playing “difficult” conversations

There are SOOOO many possibilities.

Each unique relate for influence situation is a unique practice where you can create value.

There are so many high leverage “Relate for Influence” situations that people are yearning for a way to play better; there are many SUPER high leverage “Create for Expression” situations that you can practice as well.

## ***Prep for Class #06***

### **1) BIG Group: Coaching Experiences**

BIG Group: 2 quick shares about coaching experiences (Role Play) ...

Thanks Coach; Your players playing for dreams

@10 minutes

## **2) Practice Life**

From – Life just happens

To – We can Practice Life

A) Describe anything from your life that you practiced to get good at

B) Describe how you can practice life

## **3) Be a co-creator**

From – Completing a task

To – Co-creating a result in the world

A) Describe a result you are aiming to co-create in the world

B) Describe it as a Peak Experience

## **4) What makes a great practice partner in a Role Play?**

Describe the mindset and actions of a great practice partner in a role play