



CoachVille Center for Coaching Mastery



Great coaching will transform our world!

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Play Life Method™ Coaching Guides

Welcome to the Play Life Method Coaching Program!

Learn how to coach anyone to play better,
and win on their own terms.

Our vision...

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

The Coaching Guides...

Coaching is performance art!

Your aim is to co-create a powerful and
transformational experience WITH your
player.

There is a time-tested way to learn and master any performance art...

To quote the great tenor sax player Charlie Parker...

“First you learn the instrument...

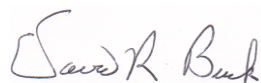
Then... You forget all that shit (sic.) and wail.”

While you are in the Play Life 12-week program – and likely for the first 10-20 people you coach with it, you are in the “learn the instrument” phase. Each coaching guide is like a new piece of music that will take you deeper into the instrument. When you fully “own” every question and every language pattern you will start to craft your own method that is a blend of “Play Life” and Your Life. SWEET!

To learn the method, do this:

- 1) Read each coaching guide OUT LOUD at least 10 times. Get the feeling of each question and each language choice in your mouth and in your mind.
- 2) Have coaching sessions where you simply follow the guide and put all of your attention on listening deeply to your player and noticing the energy of your player. When you have a BURNING follow up question or comment, go for it. Otherwise, let it pass and stick with the guide. Remember, this is learning the instrument by learning music.

Practice!!! And Enjoy the experience of learning.



Coach Dave Buck and the CV Team!



Coaching Outline for Step #01: Share the Dream

1) WELCOME

"Thanks so much for doing this with me. I really appreciate your time and I can't wait to see what we discover together."

ASK: Are you ready to get started?

"OK. Let's go.

2) SAY: We are going to talk about pursuing your DREAM...

SAY: I SAY DREAM rather than goal for example because I want you to bring your vision and imagination into it.

ASK: What would you SAY YOUR big DREAM is right now?

> *ASK: How will pursuing this dream create a life of self-expression and purpose?*

> *ASK: How will pursuing this dream change lives for the better?*

3) ASK: What are some of the experiences you want to create as you pursue your dream?

> *ASK: What would playing at an elite level look like?*

4) ASK: What are some activities of "your DREAM" that you would like to play better?

> **ASK:** What are some of the challenges you are facing in your pursuit?

5) What are your Superpowers that you want to express or develop as you pursue this dream?

6) **ASK:** What would it mean for your life if you fulfilled this dream on your own terms?

(Coach: look for the Big Objectives and FIND the BIG WHY)

> *Examples: Financial Freedom; Self-Expression*

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A few extra questions you can ASK if you want to dig deeper...

ASK: *So if you did fulfill this dream the way you have described, what would that mean to you personally?*

ASK: *What is the new possibility that you want to live into?*

7) **ASK:** How could you bring the spirit of play into it?

Get creative here.

A few extra questions you can ASK...

ASK: *is there an experiment where you can try something new?*

ASK: *is there a place you can allow yourself to be a beginner and NOT KNOW*

ASK: *Is there a part of the dream you can practice to pursue mastery*

ASK: *is there a way to make it more fun*

ASK: *Can you find a way to create a reward for getting results*

There are 2 versions of step 8.

If you know you are going to coach the player use 8A.

If you are in an exploratory session skip to 8B

8A) Wrap Up your Share Your Dream Conversation

SAY: You have a big dream here that I think you can fulfill it and I look forward to coaching you!

It is a good idea to finish the session with a challenge.

SAY: “OK, this is a good place for us to wrap up this session. Next time, we are going to delve deeper into your situation and start designing your ways to PLAY.”

SAY: “My challenge for you between now and then is to think about your specific objectives to play for in the next three months. And consider the deeper purpose you have for pursuing this dream.

SAY: “Can you do that?”

Wait for them to SAY: “YES!”

8B) The moment of truth { Do you want to coach this player?

Coach, you have to “check in with yourself; do you want to coach this person?”

If no, SAY: Thank you this has been a fun conversation. I wish you luck in living your dream!

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If yes...

SAY: I think you have a beautiful dream here that I believe I can help you play it!

ASK: Would you like to be one of my players?

SAY: I am putting together a team of players to coach while I participate in the Play Life program at CoachVille.

I am offering... **Fill in Your Offer Here...**

SAY: Great! Next time, we are going to delve deeper into your situation and start designing your ways to PLAY.”

SAY: “My challenge for you between now and then is to think about your specific objectives to play for in the next three months. And consider the deeper purpose you have for pursuing this dream.

SAY: “Can you do that?”

Wait for them to SAY: “YES!”

Coaching Outline for Step #02: Design the Way to Play (for your Dream)

{Pursue Your Dream in a Playful Way}

Note to the Coach: The Numbered Bold Lines are there to give you a reference point, you don't SAY them to your player.

1) Quick Hello

SAY: Welcome back! It's great to be with you again.

SAY: Today we are going to design how you can pursue your dream in a playful way!

ASK: Does that sound good to you?

Wait for the "yes".

2) Design the "ultimate" experiences / objectives

SAY: Remember that the BIG IDEA of pursuing your dream is to create fulfilling experiences. We are going to clarify the "Ultimate Experiences" that you want to create as objectives and explore how we can reach them as you play over the next 3 months.

It is important to remember that these may evolve over time so today we are going to focus on "Version 1".

ASK: What are some of the ultimate experiences that you want to have before 3 months pass? You may also think of these as primary tangible **OUTCOMES**? An outcome is when something happens "in the world" as a result of your actions.

ASK: Describe some of the areas of **MASTERY** you want to pursue and experience over the next 3 months. In other words, what are some actions that you want to get really good at doing?

ASK: Who do you want to **BECOME** – what character traits do you want to develop – as you face the challenges of pursuing your dream?

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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 play for this dream at an Olympic Level, what resources and support would be in your Olympic training center?

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?

3) Design the recurring experiences with the Human RACE Model

SAY: Now we are going to get into the details of how you will play for your Dream every day.

ASK: What are the recurring daily or weekly **RESULTS** that will grow into each tangible outcome?

SAY: Remember, a result is when something happens in the world as a result of your action.

SAY: Now we need to talk about actions. And we want to focus as much as possible on actions that involve other people such as conversations, creating and sharing. An example would be: talk with someone and ASK them to do something with you; or hire you to do something.

ASK: What are some of the recurring **ACTIONS** that will create the results you want?

ASK: On a scale of 1-5 (5 being mastery) how would you rate your skill level for each action?

ASK: How can you bring the spirit of play into these actions?

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ASK: What are some of the **CHALLENGES** you expect to face while playing for your desired results?

SAY: Remember, challenges are what make playing for your dream fun!

ASK: What is most important for us to **EVALUATE** each week to explore how well you are playing?

4) 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?

SAY: When I am coaching someone to play for a dream, it is important that the 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.

IF NOT... ASK: How should we modify what you are playing for over the next 3 months to make it attainable

5) Wrap Up your Design Conversation

SAY: “OK, this is a good place for us to wrap up this session. Next time, we are going to delve deeper into your current situation and start figuring out how I can help you play better.”

SAY: “My challenge for you is to pursue the results we spoke about with the actions and notice what challenges you experience along the way.

ASK: “Can you do that?”

{Wait for them to SAY: “YES!”}

ASK: “This was a great session. Can you give me a 30 second wrap up of what you experienced today”?

Coaching Outline for Step #03: PLAY for Results (and experiences)

1) Evaluate

SAY: Welcome back! It's great to be with you again.

SAY: Today we are going to flesh out how we are going to PLAY for your DREAM. And continue looking for creative ways to bring the spirit of play into how you live your DREAM. And a big idea we are going to focus on is looking for the essential conversation experiences that are part of your DREAM.

ASK: Does that sound good to you?

{Wait for the "yes". (Agreement)}

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

{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}

2) Flesh out the Way to Play

SAY: Today we are going to look at your tangible **OUTCOMES** and your recurring **RESULTS** and flesh out how you can play for experiences while you pursue your dream.

{Recap what you have on your Playsheet; or what you remember about their way of playing}

We are going to use a PLAY framework that includes 3 components:

- 1) **Visibility** which is becoming seen and known; exploring places to BE and places to share what you create.
- 2) **Enrollment** which is about relating and becoming more influential.
- 3) **Fulfillment** which is doing things with and for other people and also engaging with people who enjoy what you create.

3) Visibility & Exploring ways to be seen

SAY: Let's look at your Outcomes and Results and look for where you want to become more visible.

ASK: When you look at that, what do you see?

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

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ASK: what are the visibility **ACTIONS** and what are the **RESULTS**?

{now look for the Spirit of Play}

ASK: When you look at these **ACTIONS** and **RESULTS**, what are you curious about?

ASK: When you look at these **ACTIONS** and **RESULTS**, how can you be creative?

ASK: When you look at these **ACTIONS** and **RESULTS**, how can you make it fun?

ASK: From these visibility ideas is there anything you want to play with this week?

4) Enrollment and Influence

SAY: Let's look at your Outcomes and Results and look for where you want to expand your influence.

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

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

ASK: what are the influence **ACTIONS** and what are the **RESULTS**?

{now look for the Spirit of Play}

ASK: When you look at these **ACTIONS** and **RESULTS**, what are you curious about?

ASK: When you look at these **ACTIONS** and **RESULTS**, how can you be creative?

ASK: When you look at these **ACTIONS** and **RESULTS**, how can you make it fun?

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

5) Fulfillment and sharing what you create

SAY: Let's look at your Outcomes and Results and look for where you play for fulfillment.

ASK: What are you going to do with other people to create fulfilling experiences?

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

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ASK: what are the **ACTIONS** and what are the **RESULTS and experiences?**

{now look for the Spirit of Play}

ASK: When you look at these **ACTIONS** and **RESULTS**, what are you curious about?

ASK: When you look at these **ACTIONS** and **RESULTS**, how can you be creative?

ASK: When you look at these **ACTIONS** and **RESULTS**, how can you make it fun?

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

6) Wrap Up your Conversation

SAY: “OK, this is a good place for us to wrap up this session. Next time, we are going to dive into the challenges of the game.

SAY: “My challenge for you between now and then is to play with the actions, results and experiences that we talked about and make notes about the challenges that you face along the way.

ASK: “Can you do that?”

{Wait for them to SAY: “YES!”}

ASK: Can you give me a 1 minute wrap up of what you learned today.

(Optional) Document any commitments

ASK: can you send me an email later today stating exactly what you are going to do and what results you are playing for this week?

**** Follow up if you don't get the email!**

Coaching Outline for Step #04: Embrace Challenges

1) Get into the experience of play

SAY: Welcome back! It's great to be with you again.

In our last session we really got into the actions and desired results you are playing for. In this session we want to explore the challenges you faced while in pursuit of your desired results.

ASK: Does that sound good to you?

{Wait for the "yes". (Agreement)}

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"}

2) EMBRACE Challenges

2A) Achieved Desired Results

ASK: Let's start with **ACTIONS** where you got your desired **RESULTS!** Did anything like that happen?

{skip this part if they didn't get any desired results}

SAY: WOW. That is great playing.

ASK: What can you learn from this experience of getting your desired **RESULTS?**

{skip to here if they didn't get any desired results}

2B) Did NOT achieve the desired Results

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ASK: Next let's explore the **ACTIONS** you took where you did NOT get your desired **RESULTS** because there was a **CHALLENGE**. How would you describe the **CHALLENGE**?

ASK: What can you learn from this **CHALLENGE**?

ASK: How will this embracing this challenge make you a better player?

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?

2C) Did NOT take the action

ASK: Next let's explore the **ACTIONS** that you were intending to do but you did not. What happened?

What got in your way?

ASK: What structure can we set up so that you get into this action this week?

2D) Action – Result – Challenge... Takeaways...

ASK: Let's take a step back for a moment. Looking at your experience of playing for **RESULTS** and embracing **CHALLENGES** what is your takeaway?

3) Update how your player is going to play this week

ASK: Based on what you just experienced, what **RESULTS** do you want to play for this week?

ASK: What are the **ACTIONS** that you will play with this week?

4) Wrap Up your play experience conversation

Complete the session

SAY: OK. We have a play plan for the week.

ASK: Are you ready to play?

{Wait for them to SAY: "YES!"}

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ASK: This was a great session. Can you give me a 30 second wrap up of what you learned today?

(Optional) ASK: can you send me an email later today stating exactly what you are going to do and what results you are playing for?

{If you have time?}

5) Quick Life Check in

ASK: Before we wrap up can you give me a 1-minute update on what is happening in your life?

If there is something BIG going on...

ASK: is this something we need to think about adding to how you play or what you are playing for?

{If yes, make a note of it for the future}

Coaching Outline for Step #05: Evaluate What Matters

1) Evaluate the experiences of play (i.e. what matters about the dream)

SAY: So, let's evaluate how you played and talk about what happened and what didn't happen?

ASK: Overall, in just a few "bullet points" how would you evaluate your performance this week?

{Listen and get a good feel for how they see the situation}

ASK: Let's start with **ACTIONS** where you got your desired **RESULTS!**
Did anything like that happen?

{If they got some positive results do this part. If not skip to the next part}

A) How to talk about success

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?**

B) How to talk about failure – or absence of positive results

SAY: OK, the most important thing we can do is maintain judgment-free awareness and learn as much as possible from the experience.

ASK: Let's explore the **ACTIONS** you took where you did NOT get your desired **RESULTS.**

How would you describe the **CHALLENGE?**

SAY: We will explore how to face these challenges in a moment...

SAY: Anything that happens during a game can be explored as feedback

ASK: What other feedback did you receive while playing?
Is there anything else we should evaluate together?

ASK: Next let's explore the **ACTIONS** that you were intending to do but you did not. Using judgment-free awareness, what happened? What got in your way?

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2) Respond to challenges together.

SAY: Let's take a step back for a moment. Looking at your experience of playing for **RESULTS** and embracing **CHALLENGES**.

ASK: Share with me some of the **CHALLENGES** you faced?

ASK: What can you learn from each **CHALLENGE**?
How will this challenge make you a better player?

ASK: How can you respond to this challenge with the Spirit of Play?

3) Figure out what to do next to play better

SAY: OK, let's co-create a way to play your game better this week!

ASK: Based on what we have discussed to far, what can we do to get better results?

{Listen... **REALLY** dig into your players awareness **BEFORE** making any suggestions}

NEXT

{If you have useful knowledge for your player, this is what you do:}

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?

NEXT

{If you don't have useful knowledge for your player, this is what you do}

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?

4) Confirm the new play plan for the upcoming time period

ASK: Based on everything we have discussed, what **RESULTS** do you want to play for this week?

ASK: How would you summarize your play plan for this week?

5) Complete the session

SAY: OK. We have a game plan for the week.

ASK: Please give me your 1-minute recap on our session today...

{Listen – make sure they have a clear idea of what to do}

(Optional) Document the play plan

ASK: can you send me an email later today stating exactly what you are going to do and what results you are playing for?

** Follow up if you don't get the email!

{If you have time?}

6) Quick Life Check in

ASK: Before we wrap up can you give me a 1-minute update on what is happening in your life?

If there is something BIG going on...

ASK: is this something we need to think about adding to how you play or what you are playing for?

{If yes, make a note of it for the future}

Coaching Outline for Step #06: Practice Skills

1) Evaluate the game

SAY: So, let's do a quick evaluation of your game and talk about what happened and what didn't happen?

ASK: Tell me about the **RESULTS** you got and the **RESULTS** you didn't get.

2) Respond to challenges together.

ASK: What was the biggest **CHALLENGE** you faced and what did you learn from it?

3) Figure out what to do next to play better

In this session you will co-create a Role Play to practice a pivotal conversation

3.1) Identify the specific conversation to practice

ASK: Of all of the conversations you have as a part of your game, 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.

3.2) Know the intended result

ASK: What is the result that you want to create in this conversation?

3.3) Know your role

ASK: please give me a brief (30 second) character sketch of the role I will be playing.

SAY: This may be a specific person or a composite of the typical person

3.4) Get into the role

{Get into the conversation. Let yourself be the character. Have fun with it.}

3.5) Call time out

{Let your player know if you are coming out of character to make a suggestion.}

3.6) Repeat

{Be prepared to go through a specific part of the conversation several times.}

3.7) 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.}

3.8) 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 **!

4) Consider practice for non-conversational skills

ASK: Let's look at another key action of your game. What is a way you could get some "practice" to improve your skill?

5) Create a new play plan for the upcoming time period

Complete the session

ASK: OK. Are there any changes you want to make to your play plan for the week?

ASK: Share with me a 1 minute recap of the results you are playing for this week...

{If you have time?}

6) Quick Life Check in

ASK: Before we wrap up can you give me a quick update on what is happening in your life?

If there is something BIG going on...

ASK: is this something we need to think about adding to how you play or what you are playing for?

{If yes, make a note of it for the future}

Coaching Outline for Step #07: Play Plan for your Superpowers

1) Evaluate recent play

SAY: So, let's do a quick evaluation of how you played last week and talk about what happened and what didn't happen?

ASK: Tell me about the **RESULTS** you got and the **RESULTS** you didn't get.

2) Respond to challenges together. (Quick Version)

ASK: What was the biggest **CHALLENGE** you faced and what did you learn from it?

3) Figure out what to do next to play better

In this session you will co-create a Superpower Play Plan.

SAY: "OK, today we are going to uplevel your play plan by exploring your superpowers. Looking at your desired **OUTCOMES** what have you learned about the daily **RESULTS** we have been playing for? Are they the most crucial to your success?"

SAY: "In our previous conversations we started playing with some actions to create your results. Now we are going to look at this more deeply to create a Superpower **Play Plan**."

ASK: "What superpowers, skills or hidden talents do you have right now that we can use to create your results?"

ASK: "What is a creative way we could make better use of these?"

ASK: "What assets, in the form of relationships do you have that we can leverage to create these results? In other words who do you know who could support you or advocate for you in some way?"

ASK: "What other assets in the form of places, things or ideas, do you have that we can leverage to create your results?"

ASK: "What creative ideas can you think of to make better use of any of these assets?"

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SAY: “Now we need to create your approach or strategy...”

ASK: “What ideas do you have about the best way to get your results? What is the best way for YOU to approach it?”

4) Create a new play plan for the upcoming time period

ASK: “OK, now pulling together your superpowers, assets and strategy ideas what is your **Play Plan** to get results this week?”

SAY: “Great. I would like you to write up a one-page **Play Plan** that explains how you will pull everything together to get the results needed to reach your outcomes and live your DREAM.

Can you do that??

Complete the session

SAY: OK. We have a play plan for the week.

ASK: Please give me your 1 minute recap on what you learned about yourself today...

{if you have time}

5) Quick Life / Situation Check in

ASK: How are you? Can you give me a quick update on what is happening in your life?

If there is something BIG going on...

ASK: is this something we need to think about adding to how you play or what you are playing for?

{If yes, make a note of it}

Coaching Outline for Step #08: Expand Inner Freedom

In this session we want you to stream line the typical coaching flow so that you can dedicate time to using the Inner Freedom Method.

1) Evaluate recent play

SAY: So, let's do a quick evaluation of how you played last week and talk about what happened and what didn't happen?

ASK: Tell me about the **RESULTS** you got and the **RESULTS** you didn't get.

2) Respond to challenges together. (Quick Version)

ASK: What was the biggest **CHALLENGE** you faced and what did you learn from it?

3) Figure out what to do next to play better

In this session you will practice the Inner Freedom Method.

3.1) identify the “pivotal” activity where the player is stuck.

ASK: Of all of the activities in your game 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 improve right now?

SAY: This is a great opportunity for us to use a powerful coaching visualization technique called “Preplay the moment”. You know how in athletics they use visualization to improve performance? Well we can do the same thing to get insights about what is happening for you when you are playing.

ASK: Let's use this technique to explore this situation. Is that ok with you?

3.2) Emphasize “judgment-free awareness”

SAY: It is important when we are using this method that we maintain judgment-free awareness. Any thought or feeling that you share is useful. OK?

3.3) Clarify the Action and Desired Result

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SAY: OK let's make sure we are clear on the intended action and the desired result. Can you recap it for me?

{Listen}

3.4) Select a moment to explore

SAY: Imagine a moment in the near future when you will take this action. If you want, you can use a moment from the recent past to give you a picture.

3.5) Create the scene

SAY: tell me a little bit about the scene. Where are you?

3.6) Ensure a Safe Space

ASK: Are you in a place where you can safely close your eyes?

{Wait until they SAY yes...}

3.7) Start the Replay Technique

SAY: close your eyes, breath naturally, and take a few moments to recreate the scene in your mind using your imagination.

3.8) Scan for Thoughts and Inklings

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 do you notice going through your mind?

{Listen}

3.9) Scan the body for physical sensations

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 or in your chest?

{Listen}

SAY: I acknowledge your courage for noticing and feeling these sensations!

3.10) Feel the energy in the body

IF they mention more than one body sensation...

ASK: Which sensation is most intense?

{Let them answer}

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SAY: OK, now all you need to do is just allow yourself to feel that energy for 30 seconds. Don't try to do anything with it. Just allow it to be there and feel it.

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.

- {If your player has a "Memory Pop"}

Often while noticing physical sensations your player will have a memory of an earlier moment in life that will pop up. This is because the physical sensations ARE memories! Here is what you do...

a) Just listen! Don't judge the memory or try to make it mean anything.

b) **SAY:** this memory will give us some clues about why this particular activity is presenting a challenge for you. We can explore it in more detail in a future conversation. Thanks for sharing it with me now.

3.11) Debrief the Experience

Now together you and your player will explore what you saw together.

SAY: You can open your eyes now if you haven't already.

ASK: What was the experience like?

{Just listen}

SAY: (something encouraging & acknowledging) "That was amazing. You did well in that exercise!"

SAY: So you can see that you have some buzzing energy with this activity. That just means there is a little bit of non-conscious fear coming up from something that happened in your past that is related in some way to this activity. The most important thing is to be aware of it. Often it will take care of itself.

3.12) PREplay the moment with a NEW Picture

SAY: OK. Now we are going to create a new picture for you to live into.

SAY: Close your eyes again for a few moments.

SAY: Now PREplay the scene the way you want it to be; imagine you have power, freedom and the capability to make the right moves.

{wait a few moments}

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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

SAY: Our purpose was to create deeper awareness about your situation and I think we accomplished that! Way to go!

ASK: What are your insights from this exploration?

4) Create a new plan for the upcoming time period

ASK: “OK, now pulling together your superpowers and inner freedom what is your **Play Plan** to get results this week?

SAY: OK. We have a play plan for the week.

ASK: Please give me your 1 minute recap on what you learned about yourself today...

{if you have time}

5) Quick Life / Situation Check in

ASK: Can you give me a quick update on what is happening in your life?

If there is something BIG going on...

ASK: is this something you would like to talk about before our next session?

{If yes, make a note of it}

Coaching Outline for Step #09: Expand World Power

In this session we want you to stream line the typical coaching flow so that you can dedicate time to using the Inner Freedom Method.

1) Evaluate recent play

SAY: Let's start with a quick evaluation of how you played last week and talk about what happened and what didn't happen?

ASK: Tell me about the **RESULTS** you got and the **RESULTS** you didn't get.

2) Respond to challenges together. (Quick Version)

ASK: What was the biggest **CHALLENGE** you faced and what did you learn from it?

3) Figure out what to do next to play better

In this session you will practice a few techniques of the World Power Method.

Note to coach: Use the World Power Method Techniques – Zap Tolerations and 7 Most Influential People - to upgrade their Winning Environment.

SAY: One of the most important factors of sustainable success is a winning environment! We call this World Power because it's about seeing your world as a personal success academy that is helping you grow rather than an obstacle to overcome. So today we are going start designing a winning environment for you.

SAY: There are 2 high-impact exercises that we will do this week:

- 1) Zapping Tolerations
- 2) Your 7 MOST Influential people

ZAPPING Tolerations

SAY: Toleration Zapping is one of the most energizing things you can do. The concept is that EVERYTHING has an energetic impact on you. It is either adding energy to you OR depleting or draining your energy. EVERYTHING.

SAY: When an environment is too full of tolerations you start to go numb, which then limits your ability to be powerful and alive. For example: Incompletions like broken promises and broken things are pretty much universally draining.

To zap a toleration.

3.1) Choose a toleration to zap

ASK: What are a few things that are obviously draining your energy. Every time you see it or think of it you think: oh, I have to take care of that?

{Listen and make a short list}

ASK: Which one do you think would be most energizing to zap this week?

3.2) Make a mental picture of it cleared

SAY: Make a mental picture of how you want it to be.

3.3) Understand how it got that way?

SAY: Give a little thought to how it got that way.

ASK: Is there a reason? Is there a missing habit or system?

{Listen. You will learn something about your player here.}

3.4) Make a plan

ASK: When can you set aside the time to DO IT? –

SAY: Knowing that the energy you put into it will be immediately returned to you by eliminating the drain. Let NOTHING stop you. Make it a quest!

3.5) Celebrate

ASK: What is a small thing you can do to celebrate when it is done?

3.6) Your 7 MOST Influential People

SAY: Next we will do a scan of the most influential people in your environment. We will start this process now to get you started and we will continue as we keep playing together.

SAY: think of 3-4 people that you spend the most time with as in family and colleagues; and think 2-3 people that you know who are strategically connected in some way that could help you with your dream.

ASK: Do you have them?

SAY: Make a chart naming the 5-7 people in down the left side of a page.

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Make 5 columns to jot down notes for each question.

Talk – Energy – Assets – Request - Support

Think of one person now for us to talk about together.

Just tell me their initials.

I am going to ASK you 5 questions...

- 1) **Talk** - What do you talk about most of the time?
- 2) **Energy** - What is the overall energy / mood of this person and relationship?
- 3) **Assets** - What assets do they have that you could leverage better for your success?
- 4) **Request** - What could you ASK them for that you have not ASKed?
- 5) **Support** - Rate the level of support for your game on a 1-10 scale (1 distraction / detractor -> 10 maximum supporter)

{Coach: Repeat the questions for as many of the people as you have time for.}

Then...

ASK: Is there anything you can see to do to get more support from your people environment from doing this exercise?

SAY: Let's design an experiment - try something new - to expand your connection with someone, positively increase the influence they have on your ability to pursue your BIG dream.

{Dialogue together and make a plan}

4) Create a new plan for the upcoming time period

ASK: "OK, in addition to your environment upgrades that we discussed what is your **Play Plan** to get results this week?"

SAY: OK. We have a play plan for the week.

ASK: Please give me your 1-minute recap on what you learned about yourself today...

{if you have time}

5) Quick Life / Situation Check in

ASK: Can you give me a quick update on what is happening in your life?

If there is something BIG going on...

ASK: is this something we need to add to your play plan somehow?

{If yes, make a note of it}

**** Additional comments and questions to expand World Power****

There are many additional questions and explorations you can have with your players about their environments. Many of these will be explored in great detail when you take the World Power Method class.

Here are a few that you can use with great effect as you go forward with your players after your initial 12-week agreement.

When talking about the people environments you can also ASK:

- Do the people in your world know about your BIG dream?
- Are they happy about you playing for this dream?
- Are they a part of the dream in some way?
- Are there any key roles missing in your life now?

- Who are the most influential people in your community that you know on a first name basis?
- How do you know them?
- Do they know about what you are doing?
- What resources do they have?
- Have you ASKed them for support?
- Who are the influential people you know of that you would like to create a relationship with?

You can also explore the most valuable groups and social networks

Note: we don't get into this in the practice dialogue, but it is a very good thing to explore with your players.

Here you want to find out what social networks your player is actively involved in. Social networks have a huge influence on the success of any endeavor.

Mostly we are looking for geographical- based networks like church, social clubs, school, university and business groups.

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However now this can also include virtual networks like Facebook, LinkedIn, Twitter or Instagram (or the new social network of the day ;-)

ASK:

- What social groups are you a part of?
- Are you actively engaged?
- Have you ever played a leadership role in the group?
- How can your participation in this group play a role in your success?
- Do your closest associations in the group know about what you are doing? Are they supportive?
- Are there any groups that you would like to find and / or join and participate with?

What the Coach Needs to Know

World Power and Personal Environments are a BIG part of coaching. This is not taught in most other Coach Training program. It is something that you can explore with your players gradually over time. It will pay HUGE dividends if you do.

Coaching Outline for Session #10: Transformational Play

Combine Role Play with Inner Freedom to create transformational PLAY experiences.

When you Role Play a pivotal conversation with a player you have an opportunity to observe them on many levels: what they are SAYing and the energy that they are experiencing.

You will be able to sense when you player is experiencing doubt or fear during the conversation.

This is your opportunity to go straight into the Inner Freedom Method to enable your player to FEEL what is going on in their body during the conversation.

After doing this, you can do the Role Play again and experience the difference.

1) Evaluate the game

SAY: So, let's do a quick evaluation of your game and talk about what happened and what didn't happen?

ASK: Tell me about the **RESULTS** you got and the **RESULTS** you didn't get.

2) Respond to challenges together.

ASK: What was the biggest **CHALLENGE** you faced and what did you learn from it?

3) Role Play then Inner Freedom

3.1) Identify the specific conversation to practice

ASK: Which conversation are we going to explore?

3.2) Know the intended result

ASK: What is the result that you want to create in this conversation?

3.3) Know your role

ASK: please give me a brief (30 second) character sketch of the role I will be playing.

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SAY: This may be a specific person or a composite of the typical person

3.4) Get into the role

{Get into the conversation. Let yourself be the character. Have fun with it.}

3.5) Call time out

{Let your player know if you are coming out of character.}

4) INNER FREEDOM

SAY: This is a great opportunity for us to use Inner Freedom to get insights about what is happening for you when you are in this conversation.

ASK: Let's use this technique to explore this situation. Is that ok with you?

4.2) Emphasize “judgment-free awareness”

SAY: It is important when we are using this method that we maintain judgment-free awareness. Any thought or feeling that you share is useful. OK?

4.3) Ensure a Safe Space

ASK: Are you in a place where you can safely close your eyes?

{Wait until they SAY yes...}

4.4) Start the Replay Technique

SAY: close your eyes, breath naturally, and take a few moments to recreate the scene we were just playing in your mind using your imagination.

4.5) Scan for Thoughts and Inklings

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 do you notice going through your mind?

{Listen}

4.6) Scan the body for physical sensations

SAY: Take a moment to scan your body for physical sensations from the top of your head to your waist.

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ASK: Do you notice any physical sensations? Perhaps in your gut or in your chest?

{Listen}

SAY: I acknowledge your courage for noticing and feeling these sensations!

4.7) Feel the energy in the body

IF they mention more than one body sensation...

ASK: Which sensation is most intense?

{Let them answer}

SAY: OK, now all you need to do is just allow yourself to feel that energy for 30 seconds. Don't try to do anything with it. Just allow it to be there and feel it.

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.

- {If your player has a "Memory Pop"}

Often while noticing physical sensations your player will have a memory of an earlier moment in life that will pop up. This is because the physical sensations ARE memories! Here is what you do...

a) Just listen! Don't judge the memory or try to make it mean anything.

b) **SAY:** this memory will give us some clues about why this particular activity is presenting a challenge for you. We can explore it in more detail in a future conversation. Thanks for sharing it with me now.

4.8) Debrief the Experience

Now together you and your player will explore what you saw together.

SAY: You can open your eyes now if you haven't already.

ASK: What was the experience like?

{Just listen}

SAY: (something encouraging & acknowledging) "That was amazing. You did well in that exercise!"

SAY: So you can see that you have some buzzing energy with this activity. That just means there is a little bit of non-conscious fear coming up from something that

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happened in your past that is related in some way to this activity. The most important thing is to be aware of it. Often it will take care of itself.

4.9) PREplay the moment with a NEW Picture

SAY: OK. Now we are going to create a new picture for you to live into.

SAY: Close your eyes again for a few moments.

SAY: Now PREplay the scene the way you want it to be; 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

5) BACK to Role PLAY

{Go through the specific part of the conversation one or more times.}

5.2) Debrief

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

6) Create a new play plan for the upcoming time period

Complete the session

ASK: OK. Are there any changes you want to make to your play plan for the week?

ASK: Share with me a 1 minute recap of the results you are playing for this week...

{If you have time?}

7) Quick Life Check in

ASK: Before we wrap up can you give me a quick update on what is happening in your life?

If there is something BIG going on...

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ASK: is this something we need to think about adding to how you play or what you are playing for?

{If yes, make a note of it for the future}

Coaching Outline for Session #11: Pursuit of Mastery

In this session you follow the basic structure and decide with your player which of steps 6,7,8 or 9 (or a combination) will serve them best in this conversation.

1) Evaluate recent play

SAY: So, let's do a quick evaluation of how you played last week and talk about what happened and what didn't happen?

ASK: Tell me about the **RESULTS** you got and the **RESULTS** you didn't get.

2) Respond to challenges together. (Quick Version)

ASK: What was the biggest **CHALLENGE** you faced and what did you learn from it?

3) Figure out what to do next to play better

Note to coach: It may be obvious what to do next based on what you have discussed. If it isn't, then **ASK!**

ASK: What do you think we should do next to help you play your best this week? Practice skills with a role play, Play plan for your superpowers, Inner Freedom or World Power?

{Dive into which ever step(s) you choose}
{Hint: I always recommend role play + inner freedom}

4) Create a new plan for the upcoming time period

ASK: "OK, please recap for me your **Play Plan** to get results this week?"

YOU are the "support / challenge" check. Use your intuition but mostly trust your player. **SAY** something, if you think the results they expect are too high or too low. But most of the time, let your player define it. The intended results for the week should be in the sweet spot between too easy and too hard.

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ASK: Please give me your 1 minute recap on what you learned about yourself today...

{if you have time}

5) Quick Life / Situation Check in

ASK: Can you give me a quick update on what is happening in your life?

If there is something BIG going on...

ASK: is this something you would like to talk about before our next session?

{If yes, make a note of it}

Coaching Outline for Session #12: Season Over / Enroll for next season?

In this session you do a “Season Over” evaluation session.

VERY IMPORTANT: spend time before the session to review your notes and memories. Be prepared to share a few highlights for each of the sections below. Your player wants to hear this from you!!!

Also even though this is the last session of the season, you are still the coach and you want to know about the results of the final week of play!!

1) Evaluate recent play

SAY: So, let’s do a quick evaluation of how you played last week and talk about what happened and what didn’t happen?

ASK: Tell me about the **RESULTS** you got and the **RESULTS** you didn’t get.

2) Respond to challenges together. (Quick Version)

ASK: What was the biggest **CHALLENGE** you faced and what did you learn from it?

3) Wrap Up Your 12 Weeks Together (“AKA Game Over”)

SAY: WOW! Here we are at the end of 12 weeks. It has been amazing. Let’s do a recap of our season together!

ASK: Let’s talk about some of your most memorable experiences of living your dream. What comes to mind?

Listen and share your thoughts

ASK: Let’s acknowledge where we ended up on each of your objectives. What is your assessment?

Listen and share your thoughts

ASK: Is there anything you are disappointed about?

Listen and share your thoughts

ASK: What are you most proud of?

Listen and share your thoughts

ASK: What is your vision for your next season?

Listen and share your thoughts

SAY: I would like to acknowledge you for...

SHARE!

4) Create the next game for the upcoming season

Update the desired results from the activities

ASK: Based on what you just experienced, what results do you want to play for next as you live your dream?

Listen {If you want... See if there is a compelling reason to keep coaching together!}

SAY: Thank you for being a great player!