



CoachVille Center for Coaching Mastery



Play Life Playbook for Players

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Hello there! Coach Dave here with you.

I am the creator – with my amazing team of coaches – of the play Life Method that your coach is using to guide you in pursuit of your dream. While your coach is your Guide on the adventure, I will be your “Bonus Companion” with this playbook and a series of audio that I recorded to help you make the most of every session with your coach. Time is precious!



Our vision...

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

Your coach is...

The champion of your dreams

The promoter of your playfulness

The unleasher of your superpowers

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

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

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

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

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

Coach Dave Buck and the CoachVille Team!

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A brief introduction to coaching and playing Life



What coaching is

To start our adventure together, I want to share with you a few thoughts about coaching and playing Life. .

Here is a pure 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 play and Coaching is about playing together to play better.

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

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 a little focus and determination you can experience this power with your coach over the next 12 weeks!

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 most of us were trained in the Industrial Age to look at everything as work. School was work, jobs and business are work, but we also work on our relationships and our golf game! UGH!! Play is a better way!

The essence of work is control. The essence of play is co-creation.

In his TED Talk Steve Kiel says that: “the opposite of play is not work. The opposite of play is depression”. I agree with him.

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

I believe that the Industrial Age – which started around 1880 – made work the central theme and approach to life for most humans. 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 central theme and approach to life. WE NEED IT!

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

Transformation from worker to player

You	Industrial Age	Connected Age
are a	Worker	Player
are seen as a	Consumer	Co-Creator / Investor
have a	Job (enjoyment optional)	Purpose and a Dream (it can take the form of a job;-) (enjoyment assumed)
do this	Complete tasks Solve problems To earn money to buy things	Co-create results and experiences Express superpowers that add value; To fulfill a purpose
buy...	Things - More is better Entertainment to get away from it all	Things that inspire you and facilitate co-creation; Experiences that expand skills and awareness
Aim to	Save some money for retirement	Create “YOU Wealth” by fulfilling your purpose in the world

The Endeavors of Life where play is possible

Anything that you cannot control but you can influence is an opportunity to play and play better with a coach!

The world is a playground. 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 a Life Coach!

- small business ownership,
- loving relationships,
- career development & transition into something joyful
- business growth through team play,
- leading a worthy cause
- growing a vibrant community
- spiritual quest through community participation,
- financial freedom through value creation,
- corporate leadership, and management development,
- artistic expression and performance
- health and wellness through engagement
- personal growth through self-expression and participation

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 likewise engaged
- You will grow your skills and capabilities
- You will experience personal transformation; to become, believe and belong
- You will grow in status within a tribe
- You will change the world in a positive way

You will LOVE play that is engaging, supportive, challenging, purposeful and dream fulfilling.

1. Share the Dream

Player Name: _____

Date: / /



Name the Dream

Date: _____

Purpose & Values

Spirit of Play

Outcomes

Date: _____



Mastery



Becomings



Upgrades



2. Design the Way to Play

Results

Date: _____



Actions




Challenges

Date: _____



Evaluate

Date: _____



3. Play for Results

4. Embrace Challenges

5. Evaluate Performance

Superpowers

Date: _____



Role Play

Date: _____



Fears

Date: _____



Environments

Date: _____



7. Play Plan

6. Practice Skills

8. Inner Freedom

9. World Power

Play Big

Date: _____



Play Big

Date: _____



Highlights

Date: _____



Next Dream



10. Transformation

11. Mastery

12. Celebrate and Co-Create

Introduction to the Play Life Method

Each of your 12 coaching sessions will have a focus.

- Session #1) Share the Dream
- Session #2) Design the Way to Play (for the dream)
- Session #3) Play for results with actions
- Session #4) Embrace challenges
- Session #5) Evaluate what matters
- Session #6) Practice Skills
- Session #7) Play Plan
- Session #8) Expand Inner Freedom
- Session #9) World Power (Design a winning environment)
- Session #10) Transformational Play
- Session #11) The Pursuit of Mastery
- Session #12) Celebration!

The Play Life Playsheet – How to use it

Print the play sheet on the page above. After each coaching session write the date in the section you just did and then write a few keywords that capture the essence of the session. Use this one page to create a visual display of your progress through the “season”.

How to use this Play book

There are a few pages for each coaching session.

Content. The first 2-4 pages contain a few key ideas in words and graphics to help you prepare to get the most out of your coaching session.

Coaching Session Notes. There is a page to write a few notes about each coaching session. There is a section to write a few things you want to remember to share. There are spaces to capture a few notes during and **AFTER** each coaching session. Remember, it is not school! There won't be a test. Just write a few key words.

Play Plan for the week. There is a page to write a few key action items that you intend to play with during the week. Fill this in shortly after your coaching session. This is not a big task list!! It is a play plan with a few items to focus on. **THEN** as you play your week, write in a few key words about what is happening and what you are learning. This will help you prepare for your next coaching session.

Session #01) Share the Dream

[Listen to this audio to prepare for Session 1.](#)

The Coach: Clarify the BIG Dream, the experiences they are playing for, the purpose of those experiences; Explore what matters. Reveal “the Gap”



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!

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 “some day” dream, but your coach can only guide you toward a dream you can pursue now.

If you have a “some day” dream that is not possible now, choose a dream that will develop you in a way that moves you toward your “some day”.

Choose something that will pull you out into the world of other people; even if that is virtually rather than face-to-face. Something that you can do by working by yourself is not a BIG enough dream for playing with a coach.

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.

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 the “What” you want to do.

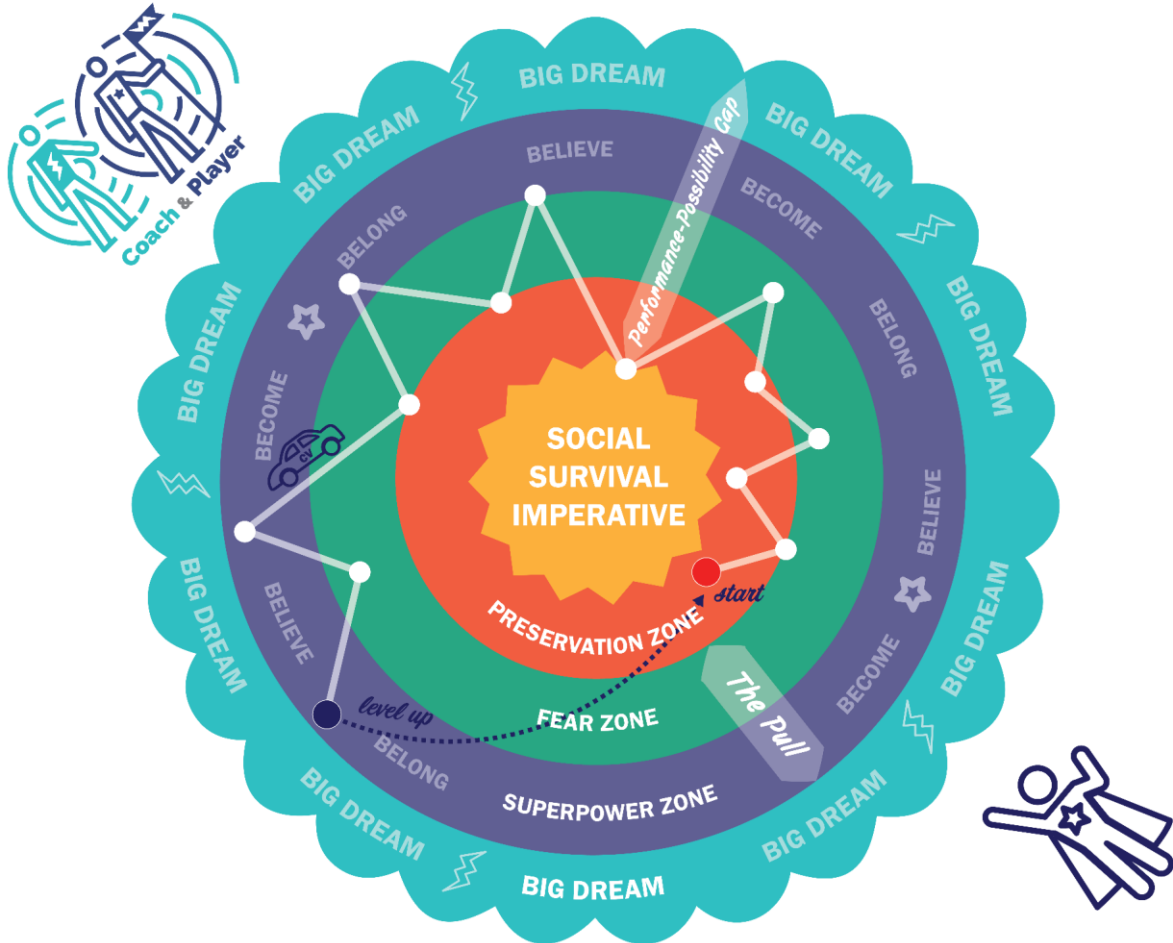
It also describes your vision for how you aim to play better – and improve your performance - and who you need to become in order to step into those possibilities

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 in some way by expressing their unique superpowers! So we call it the Human Journey.

The Human Journey with a Coach

The Social Survival Imperative pulls the player in. The BIG DREAM pulls the player out.



The Coach guides the Player through an adventure from the Preservation Zone, through the Fear Zone, and into the Superpower Zone. Notice it is NOT a straight line!

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There is a “play safe” version of your life that is available to you now. In this life you preserve who you are and where you are. You avoid any social risks. This is how most people live. But this is NOT how you live when you have a Play Life Coach!

The outer ring is your BIG Dream! It is your heart calling for you to step beyond your Preservation Zone and walk through the Fear Zone of the unknown and into the Superpower Zone where you discover the powers within you to live your dream. Your coach will be with your guide every step of the way on the adventure.

Notice the Performance Possibility Gap. This is the gap you cross in pursuit of your dream. Also notice “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!

The next page is a list of “Superpowers” to spark your imagination for who you want to become on the adventure! Who is your Dream asking you to become?

Super YOU! Playsheet

64 Superpowers for Change

Creative Self-Expression
Receive Higher Guidance
Implement the New
Pursue Answers
Trust Inner Timing
Maintain Emotional Balance
Support Shared Interests
Trusted Agent for Creatives
Attentive Focus
Empowered Self Love
Espouse Ideas
Romantic Perception
Listen with Acceptance
Excellence with Prosperity
Adaptable Magnetism
Choose then Enthuse
Debate Opinions
Improve Integrity
Approach with Sensitivity
Assured Presence
Take Charge Naturally

Gracious with Emotions
Express Complex Ideas Simply
Inventive Thinking
Innocent Trust
Accumulate Material Rewards
Nourish Well-Being
Play with Tenacity
Commit then Persevere
Intense Desire
Natural Influence
Endure by Adapting
Mindful Narrator
Great Power
Seek Experiences
Resolve Crisis
Develop Harmonic Friendships
Inspired Fighter
Dynamic Activist
Accomplish Great Feats
Imagine Fulfilling Experiences
Respond and Complete Things
Breakthrough Perceptions

Build Teams and See Patterns
Tribal Leader
Love of Your Body
Figure Out How
Depth of Natural Ability
Wise Rebel for New Principles
Elevate Tribal Values
Act with Shocking Initiative
Gain Perspectives through Stillness
Initiate Experience
Ambition to Advance
Access to Spirit
Tell Meaningful Stories
Gentle Intuitive Clarity
Joyous Vitality
Penetrate Barriers to Intimacy
Resourceful Facing Limitations
Inspired by Wonder
Logically Organize Details
Inspired by Doubt
Inspired by Possibilities

Describe the qualities and capabilities of the next version of YOU:



Date: / /

Play Life Coaching Session #1 Notes

Date: _____

Session: Share the Dream

Focus:

Performance-Possibility Gap

*Become the
Next Version of YOU*

*Change Lives
For the Better*

*Superpowers
to Develop*



*Activities
to Play Better*

Fears

Challenges



Growth Zone

What did you learn...

About playing for your dream?

About yourself and your superpowers?



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;
Identify the RACE: Results, Actions, Challenges and Evaluation

Player: You know basically what you want to accomplish in the world. Next you can craft your personal approach to co-creating it. Make it PLAY not work

Transform the dream into play

Designing a dream into something fun and playable is a highly co-creative process. It does 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 the so exhilarating. The results are what happen when you perform 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 results 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 you and your coach is to find the sweet spot between easy and 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 person you desire to be.



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 see if you are playing well? Often this starts with counting something like #'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 cannot be compartmentalized. Everything impacts everything else. Make sure it is playable and attainable and make adjustments if it is not.

An Example of playing for a Dream

Here is a basic example so you can start to imagine playing for your own dream in this way. This framework takes a little practice but it is quite liberating when you get a good feel for it. After you learn it for yourself, you can share it with others!

Notice the **RED** Row of the playsheet: *Outcomes, Mastery, “Becomings” and Upgrades*
We call these the “Ultimate Experiences” of the Dream.

Notice the **BLUE** Row of the playsheet: *Results, Actions, Challenges and Evaluate*

The important distinction is the items in the BLUE ROW are recurring.

They accumulate into the “ultimate experiences” in the RED ROW.

From Session #1 Share the Dream

Name the BIG Dream:

Build a thriving solo business

Purpose / Values:

To create financial freedom

To express my talents in a meaningful way

To enjoy life fully on my own terms

Spirit of Play

See the challenge of finding clients as an adventure

Really enjoy the experience of serving my clients

Now, the elements for Session #2

(Tangible)OUTCOMES

- 1) Get to an average of \$2,400/month in income while playing 32 hours / week.
- 2) Maintain freedom to enjoy more time with my child
- 3) Meet 60 potential clients

Recurring RESULTS

Sign a paying client @ \$200/month

Enjoyable after school activities with my child

Meet a potential client

MASTERY

- 1) Potential Customer Engagement
- 2) Master Enroller – Fearless in going for “YES”

Recurring ACTIONS

- 1) Talk about what I do with at least 1 potential prospect each day who has the capacity to

pay \$200/ month for my services.

- 2) Make 5 offers for exploratory conversations every week (via Linked In or MeetUp Follow up)
- 3) Conduct 3 exploratory conversations each week and conclude each one with an offer. (unless it is clearly not a good fit)
- 4) Attend afterschool activities with my child

BECOMINGS

- 1) More confident as a business person
- 2) More “present” during family activities

CHALLENGES

- 1) I don't know where to go to find ideal prospects
- 2) During my exploratory conversations I 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 & mate

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 12 “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”. As you complete the weekly adventures you will keep an eye on moving toward the objectives and experiences that you set here in steps 1 and 2.

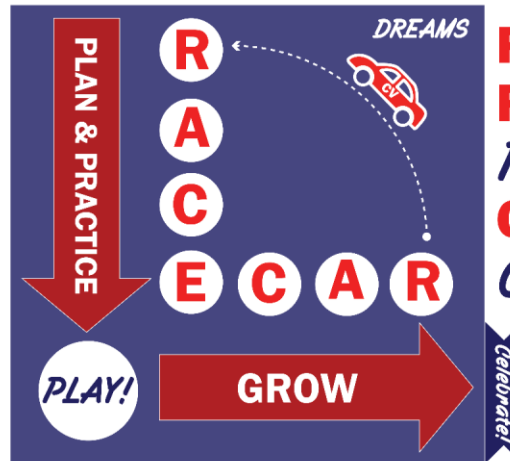
You now have a weekly “adventure” to prepare for and play. Now your coach can guide you toward playing better and better each week. But no matter what happens on a given week, there will be a new adventure to play with every week until the season (12 weeks) is over.

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 checking off items until the project is complete or you drop dead of exhaustion!

CoachVille RACE Model

Explore the Performance-Possibility Gap

Results
Actions
Challenges
Evaluation



Plan ◀ Conversation
Practice ◀ Observation
PLAY!
Grow ◀ Conversation
Celebrate!



The Coach and Player co-create a rhythm of conversation and observation to explore the Performance-Possibility Gap and **Evaluate Challenges, Actions and Results.**

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The Plan & Practice~Play~Grow Cycle: The heartbeat of coaching.

This is how coaching happens and how you can pursue the most remarkable dreams that you can imagine (and probably wouldn't do on your own) ...

In your coaching sessions...

- You and your coach co-create a plan for what to explore within the theme for that session.
- Then you will play and practice together.
- Then you will clarify the growth that happened in the session.
- THEN... you will confirm a play plan for the week ahead.

OUT in the World...

- Then you capture a few notes and highlights from the session on the coaching notes page.
- Then you write out a few key items for your play plan for the week on your playsheet
- **Then you go out and play for your dream and enjoy the adventure!**
- As you play you notice growth moments to celebrate and growth opportunities to explore with your coach in the next session; write a few notes on your play sheet.
- Write down a few key celebrations and growth opportunities on the top of the NEXT coaching sheet.

Lather. Rinse. Repeat. (Hah! Couldn't resist that one)

This is the rhythm of playing BIG for your dream with a Life Coach as your guide. It's powerful and fun.

Play Life Coaching Session #2 Notes

Date: _____

Celebrations

Big Dream



Session: Design the Way to Play

Focus: Deepen the Dream

Outcomes



Mastery



Becomings



Upgrades



Results



Actions



Challenges



Evaluate



Life Situations



Growth Zone

What did you learn...

About playing for your dream?

.....
.....
.....



About yourself and your superpowers?

.....
.....
.....



Play Life Play Plan #2

Date: _____

Your **BIG Dream**:



Your **Focus this week**:



Your **Superpowers**:

ACTIONS with the Spirit of Play

Challenges / Results / Insights:

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Environment Upgrades:



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Follow-up Actions:



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Session #03) Play for Results (Play for your Dream)

[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.





Player: Find the fun in everything experience that is part of your dream. Enjoy practicing pivotal conversations with your coach. Experiment with new ways of being. Be aware of your desired results 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.


4 Pivotal Moments of Social Play

Four Pivotal Moments of Social Play



RELATE for Influence 	CREATE and Share 
EXPLORE to See and Be Seen 	EXPERIMENT to Try New Ways 

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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 control and influence.

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

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 and 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 Art” concept.

Explore to See and Be Seen

Exploring is when you go into a new territory; we 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. We explore to see and experience new people and new places; and also to BE SEEN by new people.

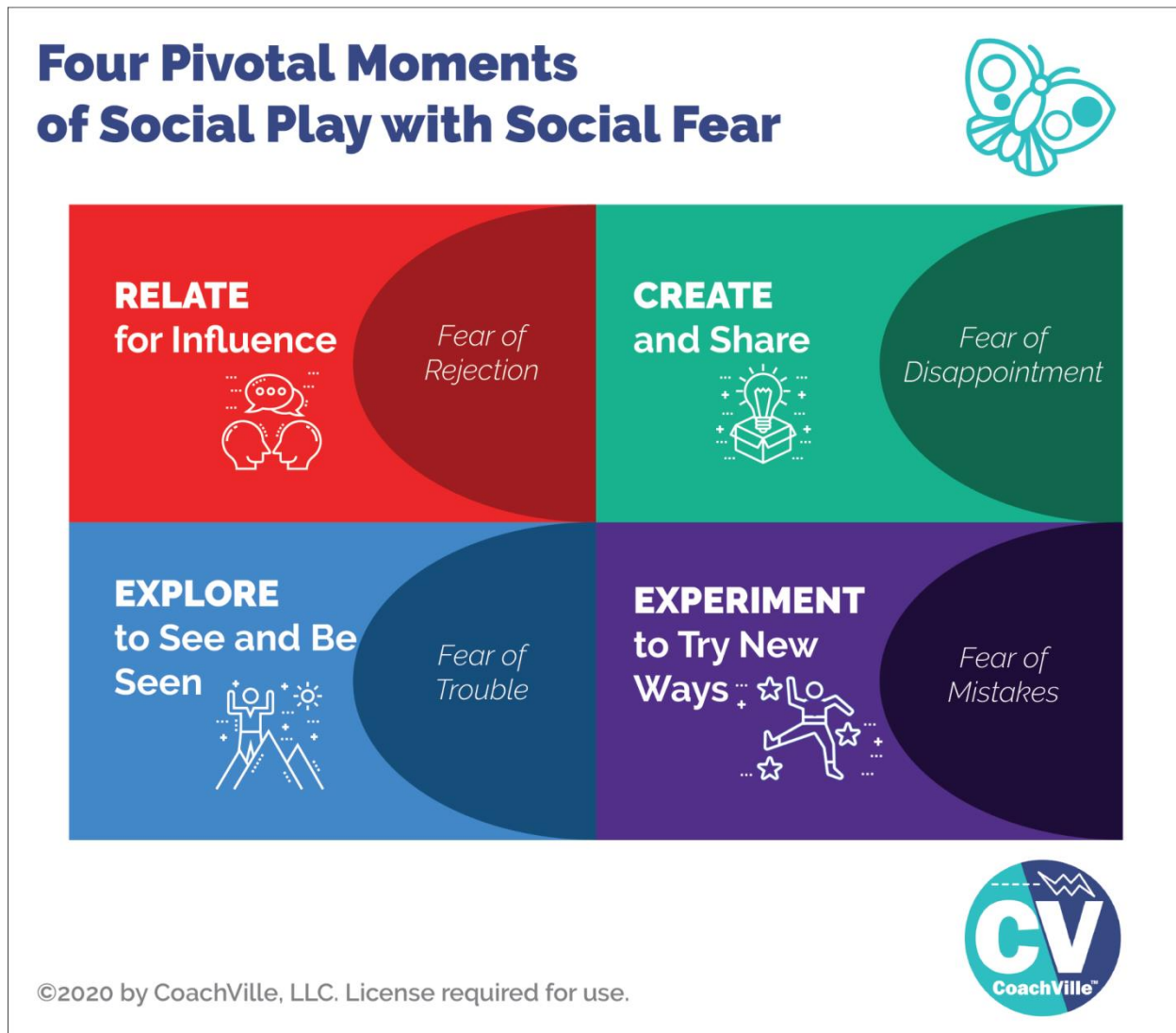
Experiment to Try New Ways

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!

BUT, all of us who grew up in the Industrial Age have to realize that we have absorbed A LOT of fears of our own playfulness. So next let's look a little deeper into the common fears that are associated with play.

4 Pivotal Moments of Social Play with Social Fear



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.

I will share with you more about this later in this playbook: **it is almost impossible to transcend social fear by playing alone.** But together we can do it!

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 and Share = 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.

Explore to See and Be Seen = 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 to Try New Ways = 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.

BIG OPPORTUNITY

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 playing.

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 dream. 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 to co-create new experiences.

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.

To do a great role play only takes a few minutes.

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

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

- 1) 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.
- 2) Describe in a few words the persons' point of view toward the issue/situation
- 3) 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.

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.

- 4) Your coach will step into the role and play it out for a few minutes to see what happens.
- 5) You or the Coach **Call time out!** Both can share your observations. Your coach may ask you for feedback on how they are playing the role and refine if necessary.
- 6) Try it again. The Coach may throw in a few twists to see how you respond.
- 7) Repeat as many times as necessary until you feel improved confidence for the conversation.

To prepare for your coaching session

Come to your session with at least one idea for a conversation you want to role play. Write this into your coaching notes page in the section called Session Focus Role Play.

Play Life Coaching Session #3 Notes

Date: _____

Celebrations

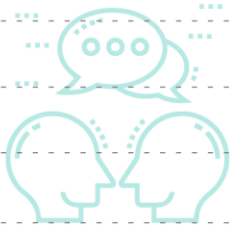


Pivotal Moments



Session: Play for Results
Focus: Role Play

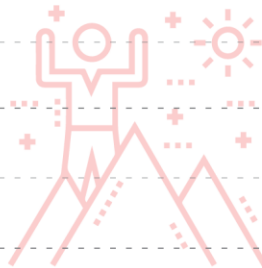
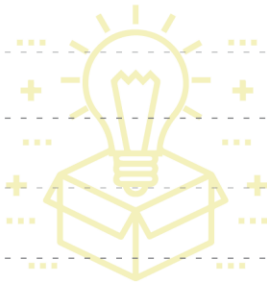
Ah-ha Moments & Patterns



CREATE and Share

EXPLORE to See and Be Seen

EXPERIMENT to Try New Ways



Growth Zone

What did you learn...

About playing for your dream?

About yourself and your superpowers?



Play Life Play Plan #3

Date: _____

Your **BIG Dream**:



Your **Focus this week**:



Your **Superpowers**:

RELATE for Influence

Challenges / Results / Insights:



CREATE and Share



EXPLORE to See and Be Seen



EXPERIMENT to Try New Ways



Environment Upgrades:



Follow-up Actions:



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. 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 overcome will make you a better player.

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 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 and 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 – of 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?

Pivotal Moments

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.

Remember "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 use your new found judgment-free awareness AND make a note of it on your Play Plan so that you can explore it with your coach!

YOU MATTER.

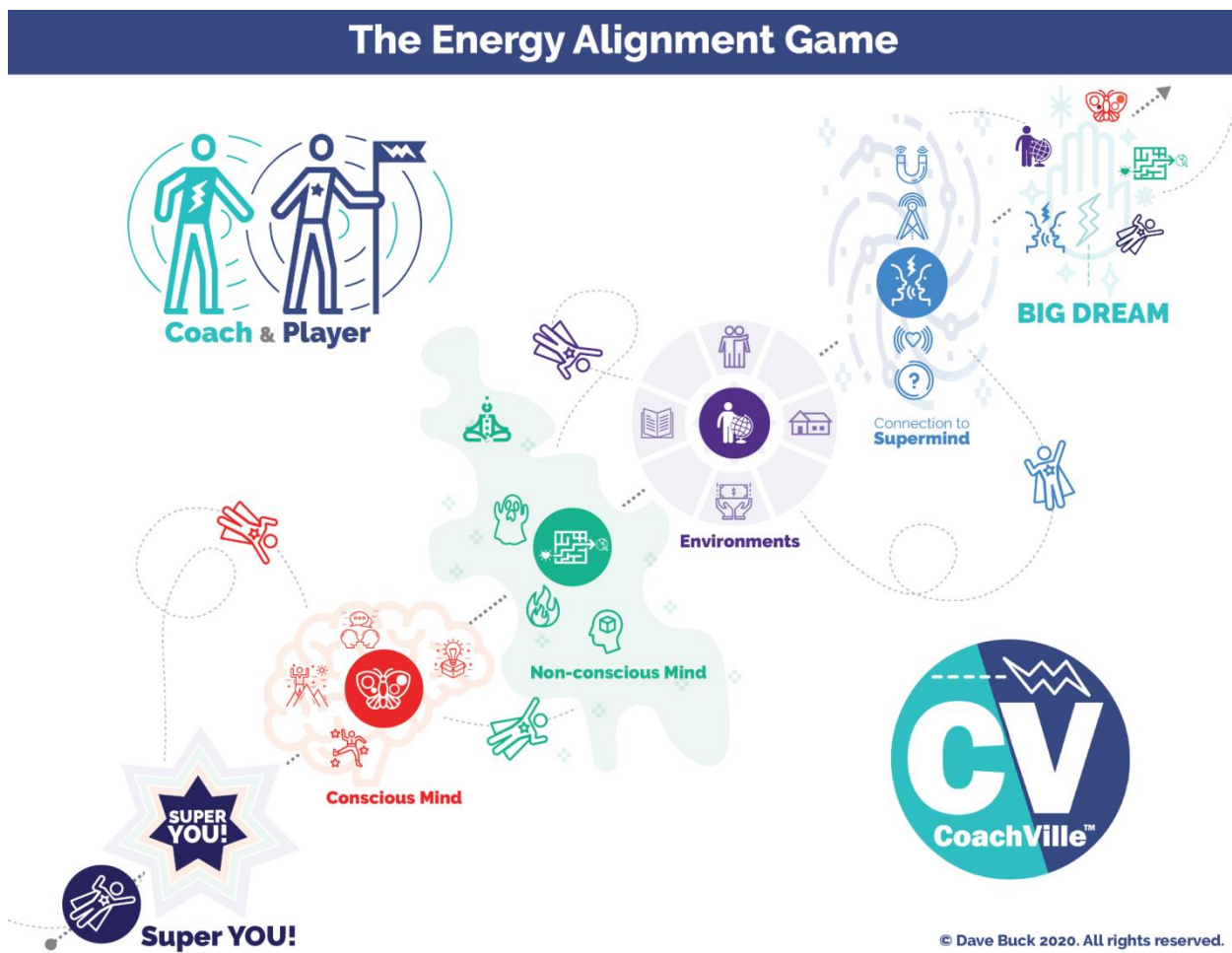
You are a player for your Dream with YOUNique Superpowers, energy and ideas making things happen in the world in your own way... You are NOT a replaceable cog in the wheel of industrial production.

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?

NEXT we will briefly explore something that can have a profound impact on your ability to live your dream: Your Energy!!



Energy Alignment Game

SO MUCH FUN!! Learning about this was one of the pivotal 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.

Here is a brief overview of this super fun game to get you energized!! You need to “worry” about this, it will happen naturally as your coach guides you using the Play Life Method.

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

Super YOU:

There is a next-level version of you that YOU must express fully and become in order to fulfill this big dream.

Conscious Mind:

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.

Non-Conscious Mind:

Whoa. This is a big one. You will need to uplevel your body awareness, desires and beliefs to align with your dream. You will need to believe in a whole new set of possibilities. And you will need to uplevel your relationship with fear: fear is your friend and a treasure map to your Superpowers. We will explore this in a future session.

Environment:

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 and becoming align with your dream.

Connection to the Super Mind:

There is a timeless web of human consciousness that we are all connected to. You can – and need to – tap into this connection in order to play for a BIG DREAM.

The pursuit of flow:

Remember, the self-preservation part of you does not want you taking the risks required to pursue your dream. It is 100% focused on keeping you right where you are; you are alive and have some level of belonging so this is good enough. Your self-preservation instinct does not care about purpose or fulfillment or joy; only survival.

Meanwhile your dream is calling you out into the world to discover a bigger contribution and more fulfilling joyful life. 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 routine, it is engaging, yet safe enough that the self-preservation instinct stops pulling so hard. This is when pursuing your BIG Dream feels less and less stressful and more and more fun!

That is what we are playing for!

Play Life Coaching Session #4 Notes

Date: _____

Celebrations



Pivotal Moments

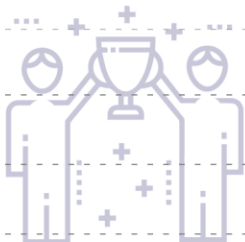


Session: Embrace Challenges

ACTIONS with Results

ACTIONS without Results

ACTIONS Avoided

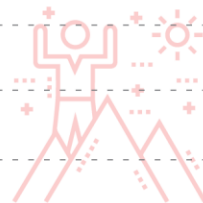


Focus: Pivotal Moment



Ah-ha Moments & Patterns

New Picture



Growth Zone

What did you learn...

About playing for your dream?

About yourself and your superpowers?



Play Life Play Plan #4

Date: _____

Your **BIG Dream**:



Your **Focus this week**:



Your **Superpowers**:

RELATE for Influence

Challenges / Results / Insights:



CREATE and Share



EXPLORE to See and Be Seen



EXPERIMENT to Try New Ways



Environment Upgrades:



Follow-up Actions:



Session #05) Evaluate What Matters

[Listen to the audio to prepare for Session 05](#)



Coach: Guide your player to evaluate results and feedback with judgment-free awareness; Highlight opportunities for growth. Celebrate!

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!

Learn and grow with judgment-free awareness

Always remember that one reason to pursue your dream is to grow.

What matters? ...BIG Question.

- The results matter.
- Gaining skill matters.
- Who you become matters.
- Discovering your Superpowers matters
- Enjoying the experiences of living your dream 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 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.

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

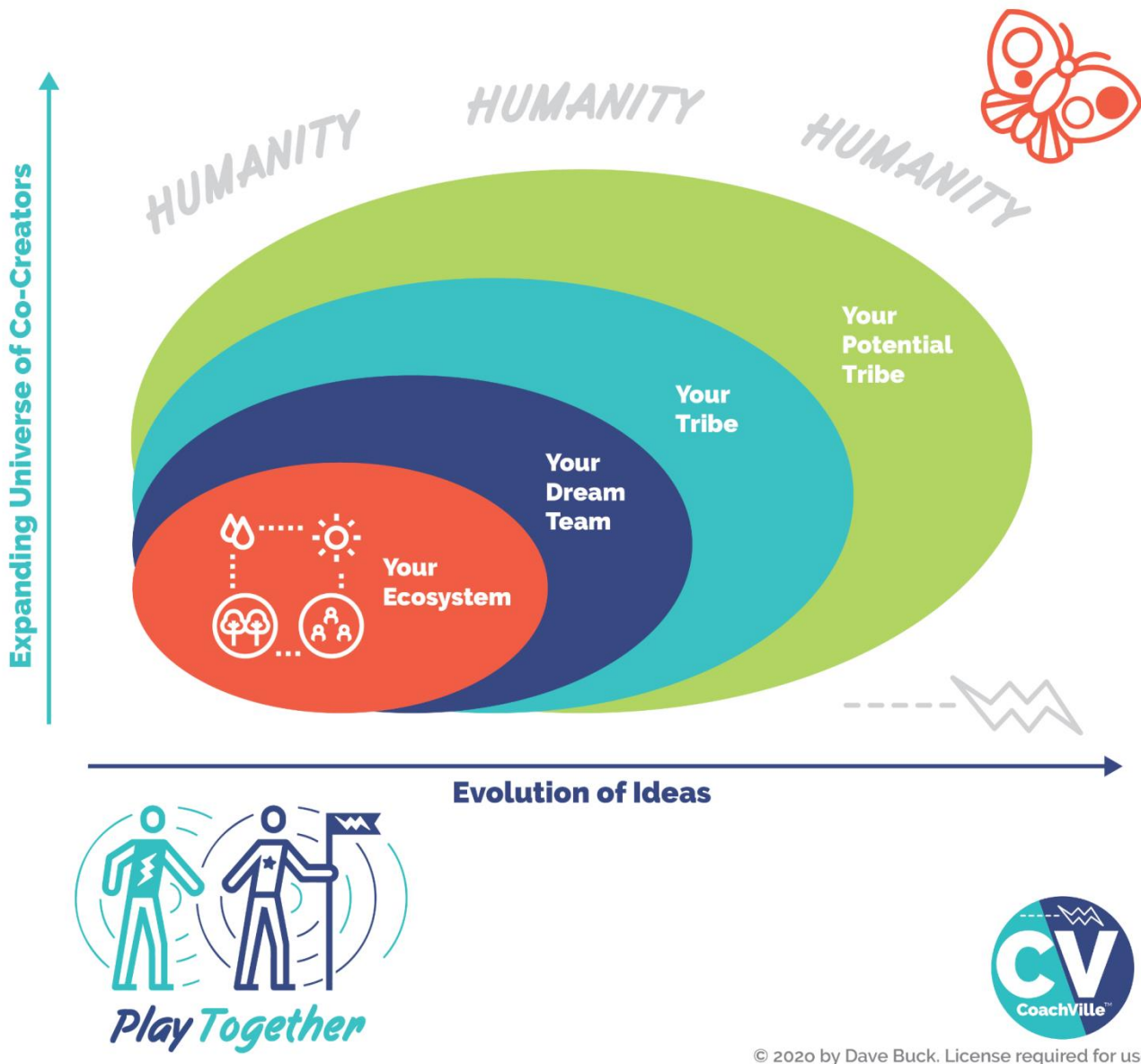
We were trained in the Industrial Age to avoid failure! However, consider the notion that

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).

Play Life Co-Creation Universe



Life as a co-creation

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!

Play Life Coaching Session #5 Notes

Date: _____

Celebrations



Pivotal Moments

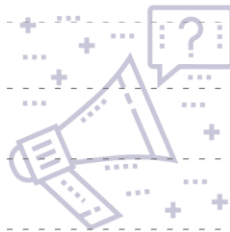
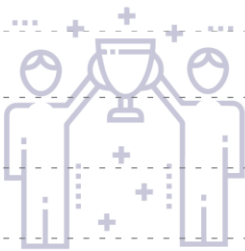


Session: Evaluate

ACTIONS with Results

ACTIONS without Results

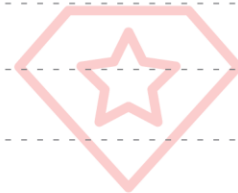
ACTIONS Avoided



Focus: Play Better

Experiments

Upgrades



Growth Zone

What did you learn...

About playing for your dream?

About yourself and your superpowers?



Play Life Play Plan #5

Date: _____

Your **BIG Dream**:



Your **Focus this week**:



Your **Superpowers**:

RELATE for Influence

Challenges / Results / Insights:



CREATE and Share



EXPLORE to See and Be Seen



EXPERIMENT to Try New Ways



Environment Upgrades:



Follow-up Actions:



Session #06: Practice Skills

[Listen to the audio to prepare for Session 06](#)

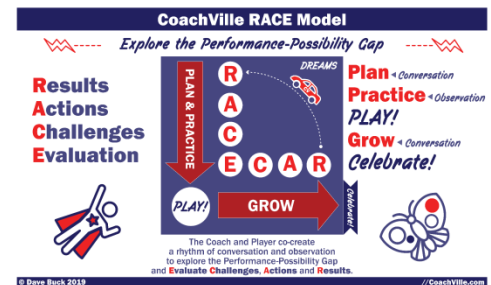
Coach: Role Play conversations! Jump in and be whoever your player needs you to be so that they can practice. Co-create with your player a way to practice every action essential to the Dream.

Player: Learn every skill your dream requires; Have a vision of excellence. Practice. Practice. Practice. Enjoy the process even when you are not good at something yet.

Practice Skills

EVERY Dream 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 connecting with potential customers so that they say “YES” to trying 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! Now is the time to go deeper into how to PRACTICE each activity and situation.



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 consistent desired result 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 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 get 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.

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 going a little deeper into it.

And then you will 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 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 your whole life! So you need to choose moments of relating for a Role Play or moments of creating, exploring or experimenting to explore using visualization.

Observation~Co-Creation is profound because what performers and creators 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, have 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 2 primary techniques your coach can use with you to observe and help you improve your results: Role Play Conversations and Pivotal Moment Visualization.

Relate for Influence ~ Role Play

Create and Share ~ Show & Review + Pivotal Moment

Explore to see and be seen ~ Pivotal Moment

Experiment to try new ways ~ Pivotal Moment



The Power of Practice and your Playful Conscious Mind

Remember the Energy Alignment “Game” we introduced in Session 4. Over this and the next few sessions we will dive deeper into each of the elements.

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
 To Connected Mindset: How can I get good at this?

Examples of practicing doing things 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
Make a video	Your video attracts “Likes” that lead to connections on Facebook
30 minutes on Facebook	Your time on FaceBook leads to 3

	connections for an exploratory conversation.
Talk to someone about your business	They are inspired to hire you or advocate for you

BIG LIST of conversations to practice

The more you study the Dreams of life, like personal growth, business, leadership or romance, the more you realize that communication / relating is the primary activity. Playing for a dream is mostly about talking to other people and playing for influence!



Relating well has MANY underlying factors like being present, really listening and sharing authentically.

So a BIG part of your coach using Role Play with you is helping you become a skilled communicator through practice. In most dreams there are MANY distinct conversations that you can identify, observe and then practice.

Each unique type of conversation is a different skill

The best way to practice communication skills is by role playing with your coach.

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

A) a very specific conversational skill

OR

B) A very specific conversation situation

Examples of distinct conversation (Skills):

- Make a request for support
- Ask for something
- Make an offer to do or share something
- Ask another person to change their behavior in a positive way
- Introduce yourself in a way that sparks deeper conversation
- Invite someone to an experience with you
- Invite someone to hire you for something AKA discuss the money!

Examples of specific conversation situations:

- 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 our next 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!!!

Play Life Coaching Session #6 Notes

Date: _____

Celebrations

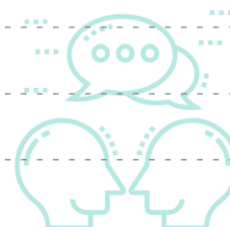


Pivotal Moments



Respond to Challenges

Session: Practice Skills
Focus: Role Play

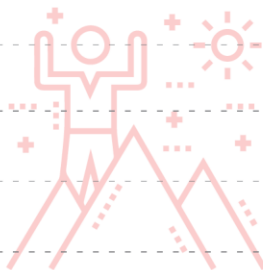
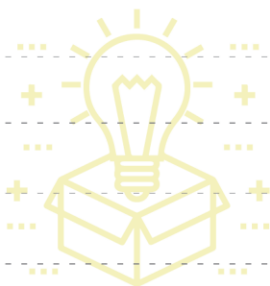


Ways to Practice

CREATE and Share

EXPLORE to See and Be Seen

EXPERIMENT to Try New Ways



Growth Zone

What did you learn...

About playing for your dream?

About yourself and your superpowers?



Play Life Play Plan #6

Date: _____

Your **BIG Dream**:



Your **Focus this week**:



Your **Superpowers**:

RELATE for Influence

Challenges / Results / Insights:



CREATE and Share



EXPLORE to See and Be Seen



EXPERIMENT to Try New Ways



Environment Upgrades:



Follow-up Actions:



Mid-Season Review

On the next page is a playsheet that you can use for a mid-season 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 update?

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 5 weeks.

This is YOUR DREAM!

It is up to you to say what you are playing for.

Action: Write out a new version of your BIG Dream that you can energize around for your remaining coaching sessions.

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



Part 2: Sessions 7 – 12 Coming Soon!