

Play-Two-Win Method™ Teleclass Coaching Guide

Session #4: Play for Results

Before class review the REAL Coaching Diagram

1) How to play well at anything in life.

If you want to help people become great players, you need to know what great playing looks like!

Why does a RACE lead to better coaching than a task list?

Come to class prepared to share your primary RACE sequence from your own game as a player.

2) Introducing Observation – Conversation AND 3 components Influence – Create - Energize

The core of a coaching relationship is observation and conversation using the “Plan-Play-Learn-Celebrate” sequence.

Here you look at your players’ objectives with them and co-create the best RACE sequence to “make it PLAY-able”; remember this includes recurring results, actions, challenges and evaluation.

The 3 components of Life Play – **Visibility** – **Enrollment** – **Fulfillment** - are a good way to guide your player out of solitary task mode and into “the world of play”.

Visibility = Creating something or engaging somewhere that requires self-expression and can be observed.

Enrollment = playing for a result with another person. Also known as playing for “YES”.

Fulfillment = Co-creating an experience with another person (typically whatever you enrolled another person into doing with you)

When you are in your planning conversation with your player, identify an activity for each of these 3 categories. AND co-create how you can “observe them at play” in some way.

There are many possible options, here are a few:

- 1) Observe them in action for a few minutes via video or audio.
- 2) Observe the action or the creation via recorded medium: video, audio, photo, writing.
- 3) Observe the result in the “responses of the influenced” in a recorded medium.

A BIG point here is the truth that most life endeavors are REALLY NOT that complicated when you look for these three components as a framework.

In class we will explore 3 common areas for play to look for these 3 elements: Business, Career, Romance

3) Play Two Win Step #3) Play for Results

Give your heart, soul and energy to creating results

AND enjoy it! Have fun.

Playing Life is what it is all about. The key is to play fair, play with gusto and be respectful of “the game” itself and everyone who is playing. AND play to win of course. When you play to win you have purpose; you have the intention to give the very best of yourself. Playing to win means that you will do whatever it takes - within the context of fair play - to achieve the desired results. This way of playing always creates the best experience of playing no matter what the outcome is.

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ENJOY the experience of playing. The ultimate reward for all of your effort and preparation is the experience of playing well. YES!

4) Coach Prep

Have your game design playsheet for your player ready to review for this session.

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Coaching Outline for Step #3: Play for Results

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 Life Check in

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

Say: In our last session we made a lot of progress in designing your winnable game. We focused on the object of the game and started designing your RACE.

In this session we will REALLY move into playing for results using the RACE Model.

Ask: Does that sound good to you?

Wait for the "yes". (Agreement)

Ask: Before we do that...How are you? 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 address during our session?

{If yes, make a note of it}

2) Update the Design of the Game

Say: Our first thing to accomplish today is to look at your tangible **OUTCOMES** and your recurring **RESULTS** that we came up with in our last conversation and flesh it out so that we know how you are going to play.

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

We are going to use a game design framework that includes 3 components: Visibility, Enrollment and Fulfillment.

Say: Let's look at your Outcomes and Results and look for where you need 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}

Say: Let's look at your Outcomes and Results and look for where you need enrollment.

Ask: Where do you need to play for "YES" to create your desired results?

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

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}

Ask: When you look at it is there anything else we should add, remove or change?

Say: Next we want to make sure we have identified the most important recurring **ACTIONS** you can take to get these **RESULTS**.

{Recap what you have on your Playsheet}

3) Spirit of Play

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Say: OK, now we have to bring in the Spirit of Play, because it is important that we PLAY for **RESULTS** NOT work on tasks.

To approach this with play we will focus on curiosity, creativity and fun.

{Go through these questions for each major game area}

Ask: When you look at taking these **ACTIONS** in pursuit of **RESULTS**, what are you curious about?

Ask: When you look at taking these **ACTIONS** in pursuit of **RESULTS**, how can you be creative?

Ask: When you look at taking these **ACTIONS** in pursuit of **RESULTS**, how can you make it fun?

Ask: Out of all the ideas we came up with to PLAY for your results, which one will you try this week?

4) Wrap Up your Design the Game 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 get into playing for your results and make notes about the challenges that you face 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 learned today.

(Optional) Document the game

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!