

# Coach Mission 1: Recruit 3 Good Players

## Inner Freedom Method



**“Inner Freedom Coaching Axiom #1:  
“All growth happens at the edge of your comfort  
zone.” - Coach Dave**

### Quick Summary:

**BIG Idea:** Coaching is a profound personal relationship where the coach guides a player (or team) in pursuit of playing better and winning on their own terms. To do this you need a reliable way to coach players when they face FEAR.

### Outline

1. You are on a mission to become an Inner Freedom Coach
2. A few thoughts about Inner Freedom Coaching
3. How to recruit 3-5 players
4. The “potential player” conversation guide
5. Update the Gamecard for Coach Mission 1
6. Find the fun!

### You are on a mission to become an Inner Freedom Coach!

Your first mission is to recruit 3-5 good players with the potential to become great!

To become a great coach, you must embark on a mission to transform the way you approach the FEARS that your players face when they play BIG.

**From:** Motivate your players to overcome (power through) fear and control their emotions.

**To:** Guide your players to embrace fear and respond to their emotions.

Coaches are ALWAYS looking for good players. Great Leaders are ALWAYS looking for good players. And then they aim to make them great!

As we move beyond the Industrial Age of Work into the Connected Age of Play more and more people are yearning to play a BIG in Life by contributing to the lives of others through **relating, creating and exploring**. When they do this, they will naturally bump up against fear. They need a great coach with a reliable method to walk with them on the edge of their comfort zone and into the transformation zone!

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This is a delicate matter but also a great opportunity.

### A few thoughts about Inner Freedom Coaching

Coaching using the Inner Freedom method requires a combination of openness AND tenacity by the player AND the coach.

Thriving in the Connected Age of Play requires meaningful purpose, deep connections, self-expression and the vulnerability to contribute to others in a unique way.

You need players with a strong desire to be great and the willingness to look deeper into themselves. This actually describes a LOT of people but many of them don't know it yet. Your mission is to recruit 3 good players who are ready. Ready to face the fears that come up when they take the creative risks necessary to play for results and to make good things happen in the world.

In the Play Life model we talk about playing life by **relating, creating and exploring**. As an Inner Freedom coach you will use the "ICE" framework with your players.

**I** = Relate to be positive **INFLUENCE** (also called Play for "YES")

**C** = **CREATE** "things" and experiences and share them with people

**E** = **EXPLORE** new people, places, things and ideas to expand your comfort zone

**Who do you know who is ready for this?** And who will help YOU fulfill your purpose to expand your coaching Superpowers with the Inner Freedom Method?

### A few "catch phrases" that describe the Inner Freedom Method

- Get your Heart's Desires out into the world
- FEAR is your Friend
- You can PLAY with FEAR
- FEAR is like a treasure map that leads to your Superpowers.

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### How to recruit 3-5 players

You need 3 players. (5 if you have the space in your life)

*“There is a BIG difference between:  
a person who just seems to have a lot of problems, AND  
a person who is facing fears BECAUSE they are playing BIG.”  
- Coach Dave*

### The Needed Qualities for the 3-5 Players

You are looking for a specific “kind” of person to be your player for this method.

They MUST meet all four of these requirements

#### 1) They must be someone that you enjoy.

This is going to be a BIG adventure and you are going to be side by side for 3 months. So it must be someone whose companionship you will enjoy.

#### 2) They must be someone with a purpose that you support 100%

This is a requirement for ALL coaching relationships. But in this case, you are really going to align and accelerate energy flow toward success so it is important that YOU are not bringing any reservations that could cause a block.

#### 3) They must have the desire to play big, bigger or better.

This is also a requirement for ALL coaching relationships. But in Inner Freedom this is essential because it is the DESIRE that will provide the STRONG pull out of their comfort zone because there will be so many situations where they will want to fall back.

#### 4) They must be willing to engage in deep conversations about life... and FEAR.

Not everyone is ready to have this kind of conversation. If they are not, you won't be able to use the Inner Freedom Method with them. So you need to affirm that they are prepared to go “beneath the surface” with you.

### Where to find your 3-5 players

1) If you are a leader you may have 3 people on your team that meet these criteria

2) If you are already coaching, you may have 3 players that would enjoy this type of focus for 3 months.

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3) If you have a strong network of friends, colleagues or former clients, you may be able to quickly think of 3 people who you would LOVE to invite to the 3-month Inner Freedom Coaching adventure.

4) If you do not fit one of those situations then you will need to reach out to your network of connections to find your 3 players. This could be specific people that you can think of that have potential OR you can do a “reach out” using social media to find potential players. (Example post included a few paragraphs down)

#### **The ESSENTIAL QUESTION... are they a fit for Inner Freedom Coaching**

IF you know 3 people who fit the requirements then you can just ask them. You may want to share with them the 4 criteria to confirm that they agree. If they say “yes”, you are done. You will start with them using the Inner Freedom Coaching Guide that you will practice in the first class.

{Skip ahead to: XXX}

IF you know people that are “potential”, BUT you are not 100% sure that they meet the criteria, then there is a “Potential Player Conversation” outline that you can use to determine if they are a good fit.

#### **The Initial Reach out via email or phone**

**Say:** “I admire the way you are playing BIG. I am taking a Coach Training program called Inner Freedom and I would love to talk with you about being one of my practice players. Would you be interested in having a brief exploratory conversation to see if this is a fit for you?”

#### **The Initial Reach out via social media**

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

**Example opportunity post:** I am taking a Coach Training program with CoachVille called Inner Freedom where you learn how to Play with FEAR so that you can play BIG in Life. I am very excited about it! I am looking for 3 “practice players” for a 12-

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week pro bono coaching engagement. Each session will be 30-45 minutes. This is a great opportunity if you are up to something big in your business, career or personal life and would love the opportunity to explore the ability to play with the fears that might be holding you back... even a little bit. Please contact me to set up a brief exploratory conversation. I only have 3 openings so please respond quickly! If you know someone who might love this, please pass it on to them! Thanks!

### The Potential Player Conversation Guide

Remember, the point of this conversation for you determine if they meet the 4 requirements for YOU.

- 1) Do you enjoy them
- 2) Do you support their purpose
- 3) Do they have the desire to play big
- 4) Are they willing to engage in deep conversations.

### Coaching using the Inner Freedom Method

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

Remember, YOU are the coach. So:

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

If you are a “yes”, then ask them if they want to be your player. Your aim is for them to say “YES!”

If you don't want to coach them, don't ask them.

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

In the coaching outline you will do a lot of listening. As you are listening, check in with your intuition. This is an essential coaching skill so you should start learning it right now! Wonder to yourself: Do I have a good connection with this player?

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Will I enjoy coaching them? Or will I at least enjoy learning something by coaching them?

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

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

### \*\*\* Conversation outline \*\*\*

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

**Say:** "Thanks so much for doing this with me. I really appreciate your time and I can't wait to see what we discover together. It will take 15-20 minutes.

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

{Coach: wait for them to affirm}

**Say:** "OK. Let's go. So as I mentioned I am participating in a coach training program called the Inner Freedom Method where we explore the fears that come up when you play BIG in life. CoachVille is really big on looking at business, career and life as an opportunity to play like a performance art, a quest or a game; my role as the coach is to help you play better and win on your own terms."

#### 1) Discover their game

**Ask:** If you looked at your life / business / career as an opportunity to PLAY BIG...What would you say you are playing for right now?

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

#### 2) Discover their definition of success

**Ask:** What does success look like for you right now?

{Coach: this is where you listen for their purpose to make sure you support them}

#### 3) Explore the comfort zone

**Say:** When you play BIG there are activities on the edge of your comfort zone.

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**Ask:** What are some activities or situations that are stepping you out of your comfort zone right now?

{Coach: this is where you listen to how willing they are to go deeper into a conversation.

**AVOID AVOID AVOID** offering solutions to the challenge!!

Ask any curious or clarifying questions that pop up for you

Be patient, it can take a while for them to warm up, keep going deeper.

**Ask:** What else?

**If they are not seeing it, you can use these more specific questions:**

**Ask:** Are there any activities that you are resisting or avoiding?

**Ask:** Are there any activities that you have to force yourself to do?

**Ask:** Are there any actions where you are not getting the results you want?

#### 4) Bring the spirit of play

**Ask:** What do you think would be possible if you could play with these challenging situations?

{Coach: listen! Here you will see if they can bring a little openness or lightness to the situation.}

#### 5) Moment of choice

**{Coach: Here you have to choose! Do you have a good connection with them? Is the game big enough to fuel them? Are they open enough to go deep?}**

**If YOU are a “YES”:**

**Say:** I love how you are playing and I think we could have great success together using the Inner Freedom Method.

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

If they say “yes”: get your next session set up in your calendars for as soon as possible after the start date for the program.

If they say “no”: thank them for their time.

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If YOU are a “No”:

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

### The Gamecard Items for Coach Mission #1

#### 1) **Power Up:** Game plan your recruiting mission.

Make your plan to recruit 3-5 players for the 12-week Inner Freedom Coaching Experience. Share about your approach on the game card.

	<p><b>Click through to your game card.</b> Look for the Power Up section – (Find the Red Button with the Rocket!) Find the <i>Coaching Super Powers</i> badge.</p>  <p><b>You will see the game card description...</b></p> <p><i>Coach Mission 1: I just made a plan to recruit 3 players for Inner Freedom Coaching. Here is what I am going to do...</i></p> <p>Click on the SHARE button in the right column. </p>
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#### 2) **Game action:** Recruiting conversations with potential players.

Whether you have a quick conversation with someone you have chosen OR you recruit a “potential player” using the conversation outline share about your experiences on the game card.

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	<p><b>Click through to your game card.</b> Look for Game Action section – (Find the Blue Button with the Star Reacher!) Find the <i>Coaching Super Powers</i> badge.</p>
	<p><b>You will see the game card description...</b></p> <p><i>Coach Mission 1: I just had an Inner Freedom exploratory session with a potential player. Here is what happened and what I learned...</i></p> <p>Click on the SHARE button in the right column. </p>




### 3) BIG WIN: “Yes. I want to play!”

When you get a “Yes”, share on the game card about why you are excited to coach this player.

This is something to celebrate!

Here is where you share ONLY when both you and the player are a “YES”.

So you would share in both the Game Action area AND the Big Win area for the same conversation.

	<p><b>Click through to your game card.</b> Look for Big Win section – (Find the Green Button with the Trophy Holder!) Find the <i>Coaching Super Powers</i> badge.</p>
	<p><b>You will see the game card description...</b></p> <p><i>Coach Mission 1: I just signed a player for Inner Freedom! I am so excited to coach him/her because...</i></p> <p>Click on the SHARE button in the right column. </p>

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### Find the Fun!

You know those fun adventure movies where the “hero” is putting a collection of people together with special skills to accomplish a mission together? Well that is YOU right now.

**Putting a team together is fun!**- As a coach or coach approach leader you are always looking for good players for “your team”. If your players are not necessarily going to play together they are still on your team so they will probably have some shared purpose even if they don’t know it yet. You may even want to find a way for your players to get together at some point either face-to-face or virtually.

You will probably want a variety of players with different games or different talents; it can be fun to put the right mix together.

**Treasure hunting is fun** – You can think of every person who signs on to coach with you as a treasure. Looking for them can be really fun. You are looking for game changers to share a powerful experience with you. Finding the right players can be a fun adventure.

### Transformations from worker to player

Industrial Work Mindset (the old way)...	Spirit of Play Mindset (the new way)...
You work alone and don’t bother anyone.	<b>You are an unstoppable world changer!</b> You find your players through personal and social connections. You leverage your relationships and network in your search for good players. You are not alone, you are part of a vibrant community and YOU are the coach in this community now.