

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #1 Define the Game

### 1) Abera Ca Dabera = I create as I speak

Prepare to create a new life for yourself through changing the way you speak using Play Language.

### 2) What a GREAT player expects from a Coach

Think about an individual with a strong desire to become great – world class, Olympic level – at anything. What do you think they expect from their coach? Come to class prepared to share your thoughts about this. Then get prepared to become this coach!

### 3) The Performance – Possibility GAP

This is the central theme of all coaching relationships... and every coaching conversation!

The player has a strong desire to Perform better. AKA PLAY Better.

The player has a new possibility that they want to live into.

The COACH is going to guide the player on the journey.

### 4) Define the game

*Clarify focus on the BIG game*

*Coaching always begins with the players' desire to play a winnable game. In this part of the process the coach and player identify what the game is, what winning looks like, why the game is being played, how the game expresses what matters most to the player and how to bring the Spirit of Play into the game.*

*The key is to find the game that is worth playing; A game that is connected to the players purpose, values and what the player truly wants out of life; A game that touches the heart of the player in some way.*

### 5) Coaching Session Prep

This may come as a surprise, but simply asking the questions in the method can be life-changing for your player.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #1: Define the Game

### 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) If you looked at all of life as a game...

**Ask: What would you say YOUR big game is right now?**

> **Ask:** How will playing this game create a life of self-expression and purpose?

> **Ask:** How will playing this game change lives for the better?

> **Ask:** How will playing this game change the world?

### 3) Ask: What does winning look like for you in this game?

> **Ask:** What would it mean to be a game changer?

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

**3) Ask:** What are some activities of "your game" that you would like to play better?

> **Ask:** What are some of the challenges you are facing in the game?

> **Ask:** Are these challenges worthy of the life you have lived so far?

> (If not, ) **Ask:** How can we amp up the game to make it worthy of what you have already accomplished?

### 4) Lots of people are trapped in an unwinnable game.

**Ask: What would make this game unwinnable for someone playing it?**

(not necessarily you)

**5) Ask: What would it mean for your life if you won this game on your own terms?**

**(Big Outcomes) FIND the BIGGER WHY**

> *Examples: Financial Freedom; Self-Expression*

**A few extra questions you can ask...**

**Ask:** So if you did win this game the way you have described, what would that mean to you personally?

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

**6) 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

# Play-Two-Win Method™ Teleclass Coaching Guide

---

**Ask:** *Is there a part of the game 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 7.**

**If you know you are going to coach the player use 7A.**

**If you are in an exploratory session skip to 7B**

## **7A) Wrap Up your Define the Game Conversation**

**Say:** You have a big game here that I think you can win 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 game."

**Say:** "My challenge for you between now and then is to clarify your specific objectives to play for in the next three months. And consider the deeper purpose you have for playing this game."

**Say:** "Can you do that?"

Wait for them to say: "YES!"

## **7B) 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 your game!

**If yes...**

**Say: I think you have a great game here that I believe I can help you win!**

**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 Two Win 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 game."

**Say:** "My challenge for you between now and then is to clarify your specific objectives to play for in the next three months. And consider the deeper purpose you have for playing this game."

**Say:** "Can you do that?"

Wait for them to say: "YES!"

# Play-Two-Win Method™ Teleclass Coaching Guide

---

Game Design For: {Name : Date}

	Game Area 1 {name}	Game Area 2 {name}	Game Area 3 {name}
<b>Objective Tangible</b>			
<b>Mastery</b>			
<b>Becoming</b>			
<b>Upgrades</b>			
<b>RACE Results</b>			
<b>Recurring Actions</b>			
<b>Recurring Challenge</b>			
<b>Evaluate</b>			
<b>PLAY! Curious?</b>			
<b>Creative?</b>			
<b>Fun?</b>			
<b>Projects</b>			

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #2 Design the Game (Part 1)

Read the complete chapter prior to class: page 84

### 1) Spirit of Play

Tapping into the Spirit of Play is essential to becoming a game-changing coach. In today's class we will discuss the essential qualities of the Spirit of Play and the transformation from worker mindset to player mindset.

### 2) Coaching Theory: Any endeavor can be played as a game

In the dialogue in class you will consider three questions:

What are pursuits in life that can be played as a game?

What makes a game worth playing?

What is an area of life where you have "worked hard" and now you can see yourself "playing well"

### 3) Play Two Win Step #2) Design the Object of the Game

Step 2 is intense! There are many new concepts to learn both for YOU and your players. And there several steps required to design a real life game.

So we will learn this step in 2 parts.

When you master these steps you will be able to do this in one 1-hour session.

*Identify the Outcomes, Mastery, "Becomings" and Upgrades using RACE*

Designing a fun and winnable game is a highly creative process.

**Learning how to design a life game is a major step in becoming a game changing life coach!**

It does require some practice! Learning how to do this well is truly a transformational opportunity for individuals and organizations.

### 4) Coaching Outline Prep

#### Pre Class Preparation...

Remember to have a few copies of the Play Two Win Method Playsheet printed to use during class.

Simply asking the questions in the method can be life-changing for your player.

And while going with the flow of the questions, look for opportunities to co-create a life changing conversation using these "Proficiencies":

#### #1) Engage in Provocative Conversations

Ask them questions that no one has ever asked them before.

#### #2) Reveal the Player to Themselves

Show them things – about themselves – that they have never seen before.

#### #12) Enter New Territories

Walk with them to "places" that they have never gone before or would not dare to go alone.

To use the proficiencies while you are coaching you must trust your intuition and share it in courageous and profound ways.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Step #2: Design the Object of the Game

**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:** Today we are going to get into the details of your game!

**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) Recap the Define the Game Conversation

**Say:** In our first session we got into your game and your purpose and the Spirit of Play. Today we are going to do a quick recap and then we are going to really dive into designing your game.

**Say:** Let's recap our conversation by coming up with a fun name for your Game.

**Ask:** What do you want to call your game?

### 3) Start Designing the Game

**Say:** OK, now we are going to take the ideas we started talking about in our last conversation and transform them into an actual game. We are going to explore your objectives and how we can reach them in a game.

**ASK:** What are the primary tangible **OUTCOMES** that you want to play for in the next 3 months?

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

**ASK:** What are the recurring **ACTIONS** that will create each result?

**ASK:** For each action, describe what **MASTERY** looks like to you?

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

### 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 delve deeper into your situation and start crafting a way for you to play better."

## Play-Two-Win Method™ Teleclass Coaching Guide

---

**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 learned today?"

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #3 Design the Game (Part 2)

Read the complete chapter prior to class: page 96

### 1) What does it mean to be a game changer?

In class you will discuss what it means to be a game changer in life as a player and as a coach.

Here are the fundamental points:

- 1) Life is a game
- 2) To change your life you have to change your game
- 3) To change your game you have to PLAY with purpose
- 4) To play your game better you need a great coach
- 5) To change the lives of others you need to BE a great coach

### 2) The Winnable / Unwinnable Game

In class you will discuss what makes a game winnable and unwinnable. Here are some points to prepare you for the discussion.

What makes a game winnable?

This is a BIG question with no specific answer because it is personal to every player and every game. There are a few things that you will learn to “look” for that will make a game winnable or unwinnable.

What makes a game fun?

What makes a game unwinnable?

As a coach, you must know how to spot an unwinnable game! If your player has one, it will become a problem for them but a BIGGER problem for you because it is your job to help them win.

### 3) Play Two Win Step #2) Design the Object of the Game (Part 2)

*Identify the Outcomes, Mastery, “Becomings” and Upgrades using RACE*

Designing a fun and winnable game is a highly creative process.

**Learning how to design a life game is a major step in becoming a game changing life coach!**

### 4) Coaching Outline Prep

Remember to review the Proficiency Posters before your session so you can be tuned into opportunities for a life-changing conversation.

To use the proficiencies while you are coaching you must trust your intuition and share it in courageous and profound ways.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Step #2: Design the Object of the Game (Part 2)

**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:** Today we are going to finish designing your game and make sure it is winnable!

**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) Recap the Design the Game Conversation

**Say:** In our last session we got into the **ACTIONS**, **RESULTS** and **OUTCOMES** of your game.

**Ask:** Can you recap for me how your game is played

{Dialogue briefly about this}

### 3) Finish Designing the Game – Make it winnable

**Say:** OK, now we are going to finish designing the game and make sure it is winnable. So in our last session I challenged you to notice the challenges that you faced while playing for results.

**ASK:** What **CHALLENGES** did you face?

And what additional **CHALLENGES** do you expect to face while playing for your results?

**ASK:** Who will you **BECOME** – what character traits do you want to develop – as you face these challenges?

**ASK:** What is most important for us to **EVALUATE** each week to track your progress in the game?

**ASK:** What **UPGRADES** to your environment will you need to sustain your game at a high level?

**ASK:** What **UPGRADES** to your environment do you want to enjoy as you win your game?

**ASK:** Tell me about any **situations** in your life – like commitments or life challenges – that could affect your ability to win this game?

**ASK:** When you look at this 3-month game, your current abilities and your current situation, **do you believe that this game is winnable** for you?

**ASK:** If not, how should we modify the game to make it winnable?

### 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 your experience of playing the game."

**Say:** "My challenge for you between now and then is to focus on your recurring results and the actions you can take to create those results. **ASK:** "Can you do that?"

Wait for them to say: "YES!"

# Play-Two-Win Method™ Teleclass Coaching Guide

---

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

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #4: Play for Results

### 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) Components of life games

When you are looking at a player's objectives and you need to find the best RACE sequence to "make it a game"; remember this includes recurring results, actions, challenges and evaluation.

When you design a game there are four fundamental components to consider because they can be found in most life games: Visibility, Enrollment, Fulfillment, Orchestration

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

In class we will explore 3 common life games to look for these 4 elements: Business, Career, Romance

### 3) A life changing conversation every time!

Ask your player what they have never been asked.

Using Coaching Proficiency #1: Engages in Provocative Conversations

Share with your player something no one has ever shared.

Using Coaching Proficiency #2: Reveals the Player to Themselves

Walk with your player where they would not want to go alone.

Using Coaching Proficiency #12: Enters New Territories

**Before class review the "posters" for each of these Coaching Proficiencies**

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

*Give your heart, soul and energy to creating results*

*AND enjoy it! Have fun.*

Playing the game is what it is all about. The key is to play fair, play with gusto and be respectful of the game itself and everyone in the game. 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.

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.

As always, review the 3 Coaching Proficiency posters AND the coaching outline.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## 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 your RACE and playing for results.

**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 we must accomplish today is to look at your tangible **OUTCOMES** and your recurring **RESULTS** that we came up with in our last conversation.

{Recap what you have on your Playsheet}

We want to make sure that we have honed in on the most important 3-5 results that we can pursue to reach your outcomes.

**Ask:** When you look at it, what do you see? Anything 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}

**ASK:** Anything you want to add, remove or change?

### 3) PLAY for Results

**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.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

**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!

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #5: Embrace Challenges

Read the complete chapter prior to class: 121

### 1) YOU MATTER!

You will engage in a dialogue about the distinction between “playing for results” and “getting it done” and why YOU MATTER!

We will explore the difference between an Industrial Worker writing an article to get it done and a Connected Player writing an article to play for results.

You are a player in the game with YOUUnique skills, 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.

### 2) Judgment-Free Awareness

This is a BIG topic that we will discuss frequently throughout this program and every program in our Coach Training curriculum.

This is a big insight from the “Inner Game of Tennis” – by Timothy Galway; an original coaching manifesto.

Often when we are performing an action there is an internal dialogue between the Industrial Age inner executive who thinks they know how to do everything perfectly every time and the “doer” who is often screwing things up.

Be aware of the urge to criticize the “doer”. Especially while the game is on.

### 3) Play Two Win Step #4) Embrace Challenges

*Get the best results possible from every unique situation*

Challenges are what make a game a game! 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 a game.

*When the game is on there are challenges between you and the results you desire; AND there are surprises that make every game a unique experience. These are opportunities to make the most of the situation, to make adjustments to your plan or approach obstacles with energy in pursuit of your desired results. Often the joy of the game itself can pull the player through challenges where they would normally stop.*

***It is the challenges of the game that grow your player into becoming the person they desire to be in the world.*** The way your player responds to challenges will tell you a LOT about them. And it will give you a lot of important clues that you can use to help them become a better player.

*As a coach, you have to stay in communication while the game is on and be available for quick advice.*

### 4) Coach Prep

Read over your player’s game design sheet.

Read over the proficiency posters

Read through the coaching outline

#### #1) Engage in Provocative Conversations

Look at challenges as an opportunity to step up in your game is provocative

#### #2) Reveal the Player to Themselves

The way you respond to challenges reveals a host of patterns; Look out for the “learned helplessness pattern”.

#### #12) Enter New Territories

Often a new challenge will present a new territory for you and your player to explore.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #5: Embrace Challenges

**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.

In our last session we really got into the actions of your game. 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)}

**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) Get into the experience of the game

Let's get into your game 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"}

**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?**

**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 challenge make you a better player?

{if it is a BIG challenge}

**ASK:** What is the personal transformation this challenge is asking you to make?

{This is your opportunity for a BIG Reveal or a New Territory}

**ASK:** How can we bring the Spirit of Play to this **CHALLENGE** the next time?

**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?

{This is another opportunity for a BIG Reveal or a New Territory}

# Play-Two-Win Method™ Teleclass Coaching Guide

---

**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?

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

## 3) Wrap Up your game experience conversation

### Complete the session

**Say:** OK. We have a game plan for the week.

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

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #6: Evaluate What Matters

Read the complete chapter prior to class: 132

### 1) Deep Play

Next we will go deeper into your experience of play with some provocative explorations.

#### **The Experience of play:**

Think about your recent experiences of playing for results.

Question – What makes results fun? - What makes action fun? - What makes challenges fun?

Question – What is the value of effort? - What is the value of skill? - What is the value of practice?

Question – What is the value of mastery?

Question: How do you explain the relationship – in your own words – between actions, skill, mastery, results and objectives?

#### **The Paradox of Play:**

**If you can't lose, the game is not worth playing;  
when you really play, you always win.**

**Make failure an option:**

**If you want to feel fully alive,  
make failure an option.**

### **NEW:** Evaluate v. Judge

Invent a distinction between Evaluate and Judge.

We all hate to be judged.

Come up with a definition of Evaluate that would make it seem really awesome for a player.

### 2) Play Two Win Step #5) Evaluate What Matters

#### ***Learn and grow from judgment-free awareness***

Feedback is the breakfast of champions! Playing any game well requires an ongoing process of evaluation and refinement. In any game there is a LOT of feedback to consider so the Coach must help the player decide what matters; what to evaluate.

The coach must keep one eye on how the player is playing now, and another on where the player is going. Often the player will not see that what they are doing is not getting the desired results! Celebrating wins and transforming losses into learning opportunities are at the very essence of coaching. Enjoy, celebrate and leverage victories. Debrief and quickly learn from losses by practicing judgment-free awareness. This is how coaches create long term player improvement and growth.

The essential ingredient here is to realize that there will always be wins and losses in any game. One of the BIG jobs of a coach is to transform losing experiences into learning experiences. If you lose and you are playing alone, often you feel like a loser. If you lose and you have a coach, you become a fast learner. BIG DIFFERENCE.

**NEW:** Co-create a way to “observe” your partner and give feedback this week.

### 3) Coach Prep.

First the usual: Review the Game Design Sheet, Coaching Proficiencies and Coaching outline.

#### **#1) Engage in Provocative Conversations**

# Play-Two-Win Method™ Teleclass Coaching Guide

---

Looking at feedback from the game while in pursuit of winning is provocative and fun.

## **#2) Reveal the Player to Themselves**

The way you respond to feedback will reveal Industrial Age patterns; look out for “perfection trap”

## **#12) Enter New Territories**

Often of the feedback from the game will present new territories to explore; Judgment free awareness can be big here. Competitive spirit may also come up for exploration.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #6: Evaluate What Matters

**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 / Situation Check in

**Ask:** How are you? Can you give me a 2-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) Evaluate the game (i.e. what matters about the game)

**Say:** So, let's evaluate your game and talk about what happened and what didn't happen?

**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}

**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?**

**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 your game?  
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?

### 3) 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:** What can you learn from this **CHALLENGE?**  
How will this challenge make you a better player?

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

### 4) 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?

**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}

# Play-Two-Win Method™ Teleclass Coaching Guide

---

**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?

**NEW:** co-create a way for the coach to observe the player. Live, or video or audio or something after. How can you observe so that you can evaluate?

**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?

## 5) Confirm the new game 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 game plan for the week?

### 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 good idea of what to do.

### (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?

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

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #7: Game Plan

Read the complete chapter prior to class: 141

### 1) Midseason Review: Is your game winnable?

When you get into a flow of coaching your players through a 12-week season it is a great idea to do a "Midseason review".

In a Midseason review you explore questions like:

- Are you on track to reach your objectives?
- What have you learned about playing a win-able game?
- Are you feeling doubt in your game or on the brink of quitting because you think you cannot win?
- Do you want to adjust your objectives to make your game win-able?

Share: give a game update; are you still engaged in your game? Is your game winnable?

### 2) The 4 steps to Play any game better

As we have mentioned before, there are 4 steps to play any game better and these are Play Two Win Steps 6,7,8 and 9:

Step 6: Game Plan

Step 7: Practice Skills

Step 8: Expand Inner Freedom

Step 9: Expand World Power.

Next we will dive a little deeper into how to understand each of these and when to use them.

First, there are three basic scenarios for each aspect of your players game:

- 1) They did not take the actions.
- 2) They played the actions, but did not get the desired results.
- 3) They played the actions and they DID get the desired results.

Share: How can you play your game better over the next 6 weeks?

### 3) Play to your strengths – but what are they?

This is a profound part of any coaching relationship: guiding your player to "Own Their Value". To "own it" means to acknowledge it and then use it as fully and creatively as possible to create winning results.

Most people are aware of some of their strengths but completely blind to others. Part of your purpose as a coach is to help your player recognize their hidden talents by observing them and talking about them.

**What are strengths? What are assets?**

**Why do people hide their strengths?**

**Why do people ignore their assets?**

**Why do people focus on their weaknesses?**

**BIG INSIGHT FOR YOU AS A COACH: MOST OF THE TIME YOU WILL NEED TO TELL YOUR PLAYER WHAT THEIR STRENGTHS ARE... BECAUSE THEY DON'T KNOW!**

### 4) Play Two Win Step #6) Game Plan

*Co-Create a strategy for the game*

# Play-Two-Win Method™ Teleclass Coaching Guide

---

*Here the coach uses experience of similar situations and their ability use strategy to craft just the right action plan with the player. A strategy is a WAY of playing that uses your skills and other assets to get the best possible result. It is your approach to the game.*

*To create a game plan, the coach and player(s) look at the upcoming game together and collaborate to decide on the best approach.*

*What is the desired result?*

*How do we make best use of your current skills and strengths?*

*What is our BIG idea about how to do this in the best possible way?*

*What assets and resources can we utilize?*

*What challenges are we likely to face and how will we respond to them?*

*The player now has a clear action plan with a strategic foundation which is a real gift in the age of infinite (overwhelming) possibility and endless (overwhelming) information. The player also develops an expanded capacity to think strategically for themselves.*

**Discuss: The purpose of game planning is to identify the BEST way to get the desired results in the short term while building for sustainable results in the long term.**

## **5) Coach Prep**

First the usual: Review the Game Design Sheet, Coaching Proficiencies and Coaching outline.

### **#1) Engage in Provocative Conversations**

Asking your player to share their BIG IDEA for how they will create winning results.

### **#2) Reveal the Player to Themselves**

Pointing out your players strengths; pointing out how they may be hiding a big strength

### **#12) Enter New Territories**

Creating an articulated plan to leverage all available assets can lead into new territory. Expressing unique strengths can be new. Asking for support from available "people assets" can be really new.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #7: Game Plan

**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 / Situation Check in

**Ask:** How are you? Can you give me a 2-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) 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.

### 3) Respond to challenges together. (Quick Version)

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

### 4) Figure out what to do next to play better

**In this session you will co-create a Game Plan.**

**Say:** "OK, we need to put together your basic game plan. Looking at your desired **OUTCOMES** what do you think 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 game actions to create your results. Now we are going to look at this more deeply to create a solid **Game Plan**."

**Ask:** "What strengths, 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 strengths?"

**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 do you have that we can leverage to create your results?"

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

**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 YOU could approach it?"

**Ask:** "OK, now pulling together your strengths, assets and strategy ideas what is your **Game Plan** to get results this week?"

# Play-Two-Win Method™ Teleclass Coaching Guide

---

**Say:** "Great. I would like you to write up a one-page **Game Plan** that explains how you will pull together your strengths, assets and ideas to get the crucial results needed to reach your outcomes. Can you do that??"

## **5) Create a new game for the upcoming time period**

### **Complete the session**

**Say:** OK. We have a game plan for the week.

**Ask:** Please give me your 1 minute recap on the game for the week...

### **Document the game**

Wait for the "yes" or the counter offer of what they will do when.

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

# Play-Two-Win Method™ Teleclass Coaching Guide

## Session #8: Practice Skills

Read the complete chapter prior to class: 150

### 1) The Power of Practice

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. As a Coach you will re-introduce your player to the power of practice.

#### Where Practice Fits in the Play Two Win Method

Remember that the CORE of any game is taking **ACTION** in pursuit of **RESULTS**.

At the same time taking actions while maintaining a vision for excellence leads to **MASTERY**; **MASTERY** is one or our desired outcome areas that we discuss in Step #2.

**MASTERY** is the ability to create the desired **RESULTS** from a specific action a high percentage of the time for that game.

For example in professional baseball getting a hit when you go up to bat 30% of the time is considered mastery!

Remember that **RESULTS** are valuable in the current game while **MASTERY** lasts a life time!

**PRACTICE** enables the player to get the desired result more often; Aka **MASTERY**.

#### The key distinction is to shift your mindset

From : Just get it done To: 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 creating results
Write an article	Your article attracts comments on your blog
Make a video	Your video attracts "Likes" on Facebook
30 minutes on Facebook	Your time on FaceBook leads to 3 connections for an exploratory session
Talk to someone about your business	They are inspired to hire you or advocate for you

*Question: Share a personal experience of practicing in pursuit of mastery.*

*Question: Why do you think most people resist practice in our business and career games?*

### 2) Play Two Win Step #7) Practice Skills

*Create a personalized learning plan for your player*

EVERY game has specific skills or techniques associated with the activities of the game. 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. The coach must use their experience to design a practice plan that matches the current ability of the player. The purpose is to teach your player the skills of the game in a way that is appropriate to their current level of ability.

One BIG point here is that people rarely "practice" the skills of life games. While a player would not think it strange to practice shooting balls toward the basket, they might find it odd to practice the way they talk to a potential customer. As coaches we need to change that perception and bring practice into ALL of the games of life.

Through constant practice you help your players improve their ability to create results AND expand their capability to figure out for themselves what to do when the game is on.

*Question: What are examples of critical conversations that are worthy of practice?*

*Question: What is the value of role playing a critical conversation?*

*Question: What is uncomfortable about doing a role play as the coach?*

# Play-Two-Win Method™ Teleclass Coaching Guide

---

*Question: What is the VALUE of doing a role play as the coach?*

## **3) Coach Prep**

First the usual: Review the Game Design Sheet, Coaching Proficiencies and Coaching outline.

### **#1) Engage in Provocative Conversations**

Talking about practice and allowing the player to let go of pretending to know can be provocative.

### **#2) Reveal the Player to Themselves**

When you role play a conversation with someone, many truths about how they see the world emerge.

### **#12) Enter New Territories**

Letting go of perfection trap and stepping into a pursuit of true mastery can be an amazing new territory.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #8: Practice Skills

**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 / Situation Check in

**Ask:** How are you? Can you give me a 2-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) 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.

### 3) Respond to challenges together.

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

### 4) Figure out what to do next to play better

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

#### 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 game forward.

#### 2) Know the intended result

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

#### 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

#### 4) Get into the role

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

#### 5) Call time out

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

#### 6) Repeat

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

#### 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.}

#### 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?

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## **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 game for the upcoming time period**

### **Complete the session**

**Ask:** OK. Are there any changes you want to make to your game plan for the week?

**Ask:** Please give me your 1 minute recap on the game for the week...

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #9: Expand Inner Freedom

Read the complete chapter prior to class: 159

### 1) "Just a little bit of fear"

Your instructor will lead a powerful conversation about the concept of "comfort zone" and fear.

Here are a few key points:

#### **What does it mean to be outside of your comfort zone?**

Something about the action creates an uncomfortable buzzing energy in the body.

People resist doing things for 3 reasons (most of the time)

- 1) They don't understand WHY they are doing it (Game plan issue)
- 2) They don't know how to do it, but are afraid to reveal this to anyone (Skill/Practice Issue)
- 3) Something about the action creates body discomfort (Inner Freedom Issue)

**BIG POINT:** It only takes a LITTLE BIT OF FEAR to cause someone to resist an action and find a way to "stay safe".

### 2) Finding critical moments

We will explore 3 questions that you can use to identify critical moments.

Look at your own life.

Be prepared to share an example for each one of these scenarios.

- 1) What are important actions in your game that you are often avoiding?
- 2) What are important actions that you are doing by powering through your inner resistance?  
e.g.: You really have to force yourself to do it. Wait to the last minute. Build up the pressure until NOT doing it is more painful than doing it?
- 3) What are important actions that you are doing but not getting the desired results?  
Since most life game actions are conversations and communications playing for another person to say: YES, if you are in a state of "fearing fear" you project doubt; which makes it almost impossible for the other person to say: YES; even if what you are offering is "good".

**Question: Share with your group one personal example of each "critical moment" scenario.**

GET SUPER SPECIFIC. When listening, make sure you agree that it is specific

### 3) Play Two Win Step #8) Expand Inner Freedom

*Inner Freedom IS the ability to PLAY with FEAR*

*Inner Freedom is the ability to consciously choose when to play safe and when to play big. It effects every decision your player makes and nearly every action they engage in. Decisions and actions are what create winning and losing in every game and typically they are made below the level of awareness.*

*The key to inner freedom coaching is to bring to conscious awareness the fundamental inner conflict between the imperative to be safe / survive / stay inside the comfort zone VS. the desire to play big / contribute / go outside the comfort zone.*

*The conflict between staying safe and playing big in any moment is what makes life interesting and FUN! If every action was easy to complete with perfect results, life would be extremely boring.*

# Play-Two-Win Method™ Teleclass Coaching Guide

---

*For the coach it is essential to have a tool to help your player become aware that the fears that hold them back serve a purpose AND that playing with them and expanding is where all growth into new possibilities happens!*

*What is the RISK/REWARD of your action?*

*What is the risk? What is the reward?*

**Question: Share your perspective on the "Dance" between the desire to play BIG and contribute and the need to stay safe and play small.**

## **4) Coach Prep**

First the usual: Review the Game Design Sheet, Coaching Proficiencies and Coaching outline.

### **#1) Engage in Provocative Conversations**

Asking your player how they feel at the edge of their comfort zone is wildly provocative.

### **#2) Reveal the Player to Themselves**

Guiding your player to see patterns of resistance is super revealing!

### **#12) Enter New Territories**

Entering the domain of the body and playing with fear is a wildly creative new territory.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #9: Expand Inner Freedom

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

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.

### Sample Practice Skills Conversation

#### 1) Quick Life / Situation Check in

**Ask:** How are you? Can you give me a 2-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) 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.

#### 3) Respond to challenges together.

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

#### 4) Figure out what to do next to play better

Use the Inner Freedom Method Steps to Identify and Replay a Critical Moment

Hint: it is probably related to the challenge!

##### 4.1) Identify the 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 "Replay the moment". You know how in sports they have instant replay to slow down the action to see what really happened? Well we can do the same thing to get insights about what is happening for you in your game.

**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?

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## 4.3) Clarify the Action and Desired Result

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

## 4.4) Select a moment

**ASK:** Recall a specific moment from the past week or two where you faced this challenge?

{Note: if they can't recall a moment, you can PRE-Play a moment for the near future.}

## 4.5) Re-Create the scene

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

## 4.6) Ensure a Safe Space

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

{Wait until they say yes...}

## 4.7) Start the Replay Technique

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

## 4.8) 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?

## 4.9) 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?

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

## 4.10) Feel the energy in the body

**ASK:** Which sensation is most intense?

Let them answer.

**SAY:** OK, now I 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.

### \*\*\* CHANGE THIS!! What was the experience like?

- {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 those physical sensations ARE memories!  
Here is what you do...
  - a) Just listen! Don't judge the memory or try to make it mean anything.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

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

## 4.11) 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 subconscious 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.

## 4.12) Replay the moment with a NEW Picture

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

**SAY:** Close your eyes again for a few moments.

**SAY:** Now replay 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

**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?

## 5) Create a new game for the upcoming time period

### Complete the session

**Ask:** OK. Are there any changes you want to make to your game plan for the week?

**Ask:** Please give me your 30-second recap on our session this week...

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #10: Design Winning Environments

Read the complete chapter prior to class: 170

### 1) The Environment Always Wins

Your instructor will lead a conversation about this provocative coaching theory.

#### Will Power vs. World Power

Will power is a limited, finite tank. Any endeavor that relies on will power for a long period of time empties the “will power tank”. Will power can fight obstacles in the environment for only so long until you run out of energy. In the end, the environment always wins. So, creating sustainable change always requires environmental redesign.

### 2) The 9 Environments of YOU

We have found it most useful to divide the environments into nine categories. Each of the nine falls into one of three groups:

1. The memetic environment is about ideas (the core environment that is connected to all the others)
2. Five environments of People, Places, and Things (relationship, network, physical, financial and technology)
3. Three environments of Body and Soul (self, body and spiritual)

### 3) Play Two Win Step #9) Expand World Power

#### *The environment always wins*

*It does not matter how inspired or motivated or skillful you are if the world around you is full of obstacles, you cannot win. If your team mates are not on the same page, your best effort will not make a difference. The master coach helps the player design the world around them to inspire ongoing excellence.*

*The essential ingredient here is to realize that environmental design is the key to sustainable success in life and in coaching! The environment must be redesigned for the game the player is playing now. For most people the environment is a reflection of the person they used to be and the games they used to play. Why is this? People have a two-way relationship with the world around them: they are adapting to what is there while at the same time the world around them is becoming a reflection of who they are. BIG INSIGHT: The adaptive process is fast and somewhat transient while the reflective process is slow but more substantive.*

*In other words, over time, the world around you becomes an accurate reflection of who you WERE on the inside; This may or may not be good news! While in a new environment, quick change may occur (like when you are away at a workshop), but typically people return to the way they were before when they return to their existing environment.*

*So in order to create sustainable change, the coach must use their creativity, design sense and awareness to help the player make immediate changes to the outside world that reflect the changes made on the inside. Then the adaptive process works FOR positive change rather than against it! The player becomes more aware of the world around them and more connected to it. This leads to sustainable results. **We call this World Power!***

### 4) Coach Prep

First the usual: Review the Game Design Sheet, Coaching Proficiencies and Coaching outline.

#### #1) Engage in Provocative Conversations

Asking your player to make some upgrades to their environment is provocative and energizing.

#### #2) Reveal the Player to Themselves

Looking with the player at their world as a reflection of themselves will reveal a lot!

#### #12) Enter New Territories

Exploring your players’ most influential people is a new territory with vast possibilities.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #10: 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 World Power Method.

### 1) Quick Life / Situation Check in

**Ask:** How are you? What is happening in your life?

#### If there is something going on...

**Ask:** can you give me the fast version of what happened (is happening?)

Ask them to tell you about it. BUT!!! Keep it to 3 minutes or less. Just get the picture so that you know how to connect with them appropriately in this conversation.

Do not use it as an excuse to NOT talk about results unless it really is a dire emergency.

### 2) Evaluate Results of the game

**Ask:** So, how did the game go? What happened? What didn't happen?

#### How to talk about success

**Say:** Wow! Congratulations. That is a great accomplishment. How did it feel?

**Ask:** OK, what do you want improve on next?

#### How to talk about failure

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

There are many things to ask. Here are a few examples.

**Ask:** What do you think we should work on now so that we can get better results next time

### 3) Respond to challenges together.

#### Here are some questions you can ask:

**Ask:** How can this challenge make you a better player?

### 4) Figure out what to do next to play better

**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 rather than an obstacle to overcome. So I think today we should focus on starting to design 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.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

**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.**

## 4.1) 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?

## 4.2) Make a mental picture of it cleared

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

## 4.3) 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.

## 4.4) 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!

## 4.5) Celebrate

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

## 4.6) 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 3-7 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 in your game.

**Ask:** Do you have them?

**Say:** Make a chart naming the 3-7 people in down the left side of a page.

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 him/her for that you have not asked?

5) **Support** - Rate the level of support for your game (1 distraction / detractor -> 10 maximum supporter)

# Play-Two-Win Method™ Teleclass Coaching Guide

---

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 play your big game.

*{Dialogue together and make a plan}*

\*\*\*

## 5) Create a new game for the upcoming time period

### Complete the session

**Ask:** OK. Are there any changes you want to make to your game plan for the week?

**Ask:** Please give me your 1 minute recap on the game for the week...

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #11: The Pursuit of Mastery

Read the complete chapter prior to class: 181

### 1) Blending outcome focus with mastery focus

Our theory of coaching is that it is a blend of focus on outcomes and focus on mastery.

*Questions:*

What does it mean to be outcome focused?

What does it mean to be mastery focused?

### 2) How to talk like a coach!

You are a Coach, NOT a task manager! (or a good friend)

There are distinctions between talking like a coach and talking like a friend or manager.

*Questions:*

What are the differences between: Talking like a Coach vs. Talking like a Friend

What are the differences between: Talking like a Coach vs. Talking like a Manager

*Questions:*

Why have we become so task oriented in our culture?

How do you create accountability without becoming a task master?

### 3) Game Over

One of the most important distinctions between playing and working is that in a game there is a game over, whereas most work is ongoing; the work never ends.

*Questions:*

What does "game over" mean to you?

Why is it important to have specific game time for every game?

### 4) The flow of a coaching session

We have now studied each of the steps of the Play Two Win Method. In addition, in each coaching outline you have seen the basic flow of a coaching session:

- 1) Quick Life / Situation Check in
- 2) Evaluate Results of the game
- 3) Respond to challenges together.
- 4) Figure out what to do next to play better
- 5) Create a new game for the upcoming time period

Now the key is to learn how to use the four "Play Better" steps – Game Plan, Practice Skills (Role Play), Inner Freedom and World Power – in whatever way best serves the player in the moment.

### 5) Coach Prep

First the usual: Review the Game Design Sheet, Coaching Proficiencies and Coaching outline.

#### #1) Engage in Provocative Conversations

Ask your player what they need to explore to play their game better next week.

#### #2) Reveal the Player to Themselves

Let the experience of the game reveal something to your player.

#### #12) Enter New Territories

Where is the game asking your player to go next?

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #11: Pursuit of Mastery

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

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) Quick Life / Situation Check in**

**Ask:** How are you? What is happening in your life?

**If there is something going on...**

**Ask:** can you give me the fast version of what happened (is happening?)

Ask them to tell you about it. BUT!!! Keep it to 3 minutes or less. Just get the picture so that you know how to connect with them appropriately in this conversation.

Do not use it as an excuse to NOT talk about results unless it really is a dire emergency.

### **2) Evaluate Results of the game**

**Ask:** So, how did the game go? What happened? What didn't happen?

*That's it. Then just listen and maintain judgment-free awareness*

### **3) Respond to challenges together.**

**Ask:** What challenges did you face in the game?

**Ask:** How can this challenge make you a better player?

### **4) 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 game this week? Game plan, Practice skills, Inner Freedom or World Power?

*{Dive into which ever step they choose}*

### **5) Create a new game for the upcoming time period**

**Complete the session**

**Ask:** OK. Are there any changes you want to make to your game plan for the week?

**Ask:** Please give me your 1 minute recap on the game for the week...

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Session #12: The Pursuit of Human Greatness

Read the complete chapter prior to class: 186

### 1) The Pursuit of Human Greatness

The Pursuit of Human Greatness is a very inspiring topic

Here are a few points:

- Requires a dynamic balance of support and challenge
- Who you become by playing the game
- How playing for results every week is a healthy challenge that forms you
- Human Greatness is raising the game for everyone who plays
- Human Greatness is being an inspiration for others
- **You CAN'T COACH YOURSELF!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!**

### 2) How to Play for vs. Work On what matters most

Our theory is that you can "Play For" vs. "Work on" your objectives and reach them by focusing on recurring actions and results with the spirit of play.

What did you learn experience about "Playing for" an objective vs. "Working on" an objective?

### 3) The winnable / Unwinnable game (revisited)

What makes a game winnable / unwinnable?

- Theory: From Coaches perspective = There IS NO FAILURE - there is only results.
- There are only two options: Win or Learn

### 4) How to conduct a season ending coaching session

Here are the important elements to weave into an end-of-season coaching session  
Recognize achievement;

- Use the game design from the first few sessions to acknowledge each part of the game.
- Focus on learning - movement toward mastery
- Acknowledge what happened AND what did NOT happen
- It is important to acknowledge the status of each objective
- It is important to recognize disappointment
- AND celebrate success.
- **People are often blind to their own improvement.  
The coach has to point this out to them**
- **VERY IMPORTANT** - create the BIG PICTURE for the next season.  
This can help you sign a player for another series of coaching sessions.

### 5) Coach Prep

First the usual: Review the Game Design Sheet, Coaching Proficiencies and Coaching outline.

#### #1) Engage in Provocative Conversations

Asking your player who they have become is provocative.

#### #2) Reveal the Player to Themselves

# Play-Two-Win Method™ Teleclass Coaching Guide

---

Share with your player who you have observed them becoming as a player.

## **#12) Enter New Territories**

Game over is a new territory. Let the game be over. Refresh and then choose the next game to play.

# Play-Two-Win Method™ Teleclass Coaching Guide

---

## Coaching Outline for Session #12: Game Over

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

In this session you follow the basic structure AND do a "Game Over" evaluation session.

This is the last session of the season. But you are still the coach and you want to know about the results of the final week of the game!!

### 1) Quick Life / Situation Check in

**Ask:** How are you? What is happening in your life?

**If there is something going on...**

**Ask:** can you give me the fast version of what happened (is happening?)

Ask them to tell you about it. BUT!!! Keep it to 3 minutes or less. Just get the picture so that you know how to connect with them appropriately in this conversation.

Do not use it as an excuse to NOT talk about results unless it really is a dire emergency.

### 2) Evaluate Results of the game

**Ask:** So, how did the game go? What happened? What didn't happen?

That's it. Then just listen and maintain judgment-free awareness

**How to talk about success**

**Say:** Wow! Congratulations. That is a great accomplishment. How did it feel?

Listen.

**Ask:** OK, what do you want improve on next?

**How to talk about failure**

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

There are many things to ask. Here are a few examples.

**Ask:** What do you think we should work on now so that we can get better results next time

### 3) Respond to challenges together.

**Here are some questions you can ask:**

**Ask:** How can this challenge make you a better player?

### 4) 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 acknowledge where we ended up on each of your objectives. What is your assessment?

# Play-Two-Win Method™ Teleclass Coaching Guide

---

*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!**

## **5) 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 in the game of your life?

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

**Say:** Thank you for being a great player!