



# *Sacred Depths*

## COACH CERTIFICATION

### Being in the Mystery

Joanna: Let's take a moment and get centered and settled. I invite you to close your eyes, wherever you are and notice your seat, notice the connection you're making with your seat or the ground beneath you. Notice your body. Become aware of your body. It might be the first time today, or not.

Then find your breath. Breathing in your own rhythm, give yourself the gift over the next few moments of taking pleasure in the breath, of taking pleasure in the breath, of taking pleasure in the life force, of taking pleasure in the expansion and the contraction, both.

Then placing your hand on your heart, and with a hand on your heart, connect in with your heart. You might even be able to feel it beating but either way, connect in with your heart right now. Connect in with this incredible organ that was beating for you before you were even born, well before you were even born.

Ask your heart how its feeling today. How is it feeling today? Continuing to connect with your heart and ask it what it wants you to know today. What is it that it wants you to know? Together, we'll take a nice deep breath in. Before you open your eyes, taking a moment to give your heart love, really just with your hand over it, just give it what it needs right now. Then allowing your eyes to flutter open and bringing yourself fully present for our time.

Okay. Just wanted to remind you, we've got a bonus Q&A call this Friday. It is at three Eastern. It'll be an hour, from three to four Eastern, and it's an opportunity for you to just bring forward anything that you need support with. If you've got a client case study that you feel either a little bit stuck or you just feel like you could use some extra support, wisdom, awareness, shift of energy around, that's a great place to bring that to. If you've got something going on in the program or with



curriculum or holding a group space, it's a great opportunity to bring that question forward.

If you've got a question around your business, either an inner piece like you know it's time to do outreach or a new kind of strategy but you have been stuck and haven't been allowing yourself, that's a great question to bring forward. If you want a little bit of marketing consultation, if you need some support around that or enrollment conversations, that's a great moment to bring that forward.

It's really for you, for whatever you need. For those of you ... I don't think that many of you in this group have been on Q&A calls with me before but for those of you who have, you know how incredible that time is. So much learning happens and we all learn from each other. I'm super, super excited for that.

Okay. All that being said, our topic for today, I know I always say this, this is one of my favorites, this is one of my favorites, is being in the mystery and letting go. I'll just tell you straight up right now, you're not going to find, I mean, many of these topics but this one in particular, you're not going to find this topic in any other training or coach training out there. We're going to go deep today but I do also just want to say we're also going to be skimming the surface today because the mystery is so deep. You know? It's like bottomless. There's going to be a lot that comes forward but it's going to kind of be like a starting point instead of an ending point.

the other thing I just want to say as we step in is today's session is ... You're not going to walk out of it with like, "These are the five steps to help a client let go" or be in the mystery, because that would be the total opposite, as we'll see, of what the mystery is. I wish I could say, "It's this, this, this, and this." That's not what you're going to walk away with so I want to just kind of set that expectation right now.

The purpose of our call today is to really bring you to connect deeply with this topic for yourself as well as human nature around these issues and to give you ... This is almost like, today's class, if you'll allow me this, is almost a little bit of spiritual teacher training class in a way, to support you in finding your wisdom around these topics so that when it comes up for your clients, you've got the wisdom and you've got the inner wherewithal to support them through it, situation by situation.



All right. In coaching, we speak a lot about creating but we very, very rarely speak about destroying, letting go, stopping, slowing down. We speak so often about more but very rarely about less and about loss.

The truth is that, and we all know this, that life, real life, is about both. It's about creating and it's also about destroying. It's about manifestation. It's also about letting go. It's about more but it's also about less. [inaudible] for less. It's about having clarity but it's also about fogginess. Well, I'll get to that in a moment.

Our clients are going to encounter these experiences and these choices, right? For example, leaving marriages or partners or loss of marriage or partner, leaving home or loss of home. They may get fired from a job or it may be time for them to leave a job. Letting go of clients or programs. Illness. Pandemics. Right? There's so many reasons or opportunities for these issues and these topics to come up.

As practitioners, we need to really understand what all of this is about. This, meaning loss, letting go, making hard decisions, grieving, et cetera. If we don't, then we really run the risk of becoming push coaches or push practitioners. We've all seen them out there, practitioners that are always pushing and prodding clients forward instead of finding the aligned organic piece that their clients are meant to step into.

If we don't really hold space for all of these things, we also run the risk of bypassing feelings that need to be felt. We run the risk of bypassing potential opportunities that wouldn't have been seen right away. We run the risk of dishonoring our natural rhythms and we also end up holding I really think a damaging and dangerous space where clients can become overwhelmed, overworked, and disconnected from themselves.

I'll get off my soapbox on that. One more moment about it is like there is too much coaching these days that's about push, push, push and go, go, go. In sacred depths with my philosophy is, of course, we want our clients to move forward. Of course, we want them to achieve their outer goals. Of course, we want them to expand and have more, all the things and so much, so many of the skills we use and the tools we use and the way we hold space is to support them in it but that is only half of the story. If we're not also supporting them in the less, in the letting go, in the pauses, then even if they achieve goals, we are ultimately doing them a disservice.

Of course, so much of this and for those of you who have been in sacred rhythms, so much of this is about honoring the cycles. You all know or you've been



following my recent campaign for sacred rhythms, you know that all of life, no matter what project we're working on, no matter what relationship we're in, whatever it is, all of life goes in cycles and then if we look to the natural rhythm of things, the cycle of the year, the cycle of the month, even the cycle of a day or the cycle of breath, we can see that all of those cycles, roughly, have four parts or phases to them.

There's an initiation phase or a planting phase, which is akin to the spring or the early morning or the maiden time of a woman's life or the new moon. After initiation, then there is a ... That's where we plant seeds, right? Where we start new things. There's excitement. From there, there's usually a phase of growth, of working persistently and consistently to grow something. That's the summer phase.

We can think of that as high noon in the day. We start the morning with intentions, planting seeds, and then we work throughout the day. We can think of that as approaching the full moon in the cycle of the month.

Then from there, there's a harvest phase. There's been work over the summer phase. There's been growth. Then there's a moment to pluck the fruit from the trees, to enjoy the fruits of your labor, to take a little bit of a pause and say, "Wow. I did that. That's awesome." Even if there's more to go.

Then the last phase ... I shouldn't say the last because it's a cycle but the next phase after that is the winter, the nighttime, the middle of night, the time right before the new moon where we don't see even a sliver of the moon in the sky. That's about letting go. That's about letting rest. We don't see the scene in the dark. There isn't that same kind of quality of clarity as there is in the light.

There is so much richness and life and lessons to be learned. We need to move through the autumn and the winter and yet in our culture, most coaching only places importance on the spring and the summer. Again, this doesn't serve. We need to I really believe as practitioners be able to support our clients through the entire cycle, through each of the phases, to give as much honoring and importance to the winter as to the sexiness of the spring and the summer.

We can't get back to the spring again. There isn't true rebirth if we don't go through the winter on our projects, on our relationships, in our lives, whatever it is, right? Think about it, if you just look to nature there would be no time for regeneration if we didn't honor the winter. The trees would be too full of leaves and fruit for any new ones to grow if we didn't harvest in winter.



A percentage of work that I often do with clients is supporting them to really heal from the wounding and the traumas of culture, getting them disconnected with these rhythms and only placing importance on spring and summer. Just give me something in the chat or a nod if this is resonating for you, if this makes sense so far. It's so important. Yeah. Okay. Good. Good.

Every project, whether it's a program that we're offering, whether it's a type of ideal client that we serve, whether it's a launch in our business, whether it's a relationship, personal or professional, whether it's a home, whether it's a health habit, a personal habit, a spiritual habit, a hair do. I mean, without anything, is going to go through these cycles. Well, we'll get there in a moment.

Anyway, let's focus in on the winter phase because that's really where we're going to look today. A winter phase can look like releasing something, releasing a marriage, releasing a particular type of client that you've worked with for many years and it's time to move on or releasing them like you've been working in a certain way for a long time and that way isn't working anymore.

Winter releasing can look like letting go of a certain kind of offering that just doesn't feel right anymore. Winter phase can also be a sabbatical, which is a type of releasing or letting go. But giving it a break, not plowing the fields for a little bit, letting it integrate and settle. Wintering is about grieving. What's shifting? What's ready to die? It's about resting too.

Now sometimes we'll work with clients where there's a particular project that needs to go through a winter phase or a particular relationship, like I said, or a particular habit that is ready to be let go of. Other times when we work with clients, we'll see that overall what they really need is a winter phase. It's not just one particular thing but they may need a time of less activity and more rest or of grieving something. Maybe there is a big life event. Maybe they've just been working too hard for too long. Whatever it is.

We want to be looking for both the winter phase in particular projects that our clients are working on as well as does my client need, in general, to be resting more right now, to be more inward right now, to be doing less right now. An overarching winter phase can last a week or two weeks, it can also last six months or longer. It just depends on the person and what their needs are.

We already know why it's important to let go of things or why it's important to consciously step into a winter phase. I've mentioned some of these but just to be clear, again, to bring us back into alignment, right? Sometimes we become



addicted with more and more and more. We're just doing and we're out of alignment so letting go of a winter phase can bring us back into alignment.

Sometimes we've just been doing too much and it's not good for us, our souls, our wellbeing. Sometimes a client will just need space. They'll just need more space. It's important to let go to make room for other things, to heal from illness or trauma or life change. Sometimes we need to let go because we're settling for something instead of receiving or going after the ideal. We need to let go of what we're settling for first.

All right. All of that sounds easy enough but it can be very, very hard to let go or to really for real step into a winter phase, right? It can be hard to let go of a project or a certain kind of rate or ideal client relationship, whatever it is, or it can be hard to actually slow down even when we know that's the best thing for us.

Why is it so hard? A bunch of reasons. A bunch of things that we're scared of. One thing is the fear of missing out. If I don't do this, if I don't keep on going, I'm going to miss out, I'm not going to mine the opportunity, I'm going to miss out on the opportunity and I'm going to miss out on more so that keeps us going, going, going.

Sometimes, and this is related, it's a fear of scarcity, right? If I don't take this opportunity, then I'm never going to have any ... I'm never going to have any other opportunities again. I have to do this program at this time. I have to keep on going or else it's never going to happen again.

Sometimes it's hard to let go or step into a winter phase because of fear of change. It's a change, it's different. Sometimes it's a fear of the mystery. This is a biggie too. We have in this culture an addiction to clarity, an addiction to knowing and clarity is great. A big part of what we do in coaching, in holding space for other, is helping them get clear but there are moments to not be clear. We'll talk more on that a little bit. If we have a fear of the mystery, if we have a fear of the unknown, if we have a fear of not knowing then it's going to be very hard to let go.

If you know that you're in a relationship, a romantic relationship that is just not serving but you don't know what's going to happen if you break up with your partner and you're scared of not knowing what's next, that's going to make it harder to let go.

For some people, a reason why it's hard to let go or step into a winter phase is a fear of open space and time. A fear of open space and time. Often times, because when things are more open and when we have more space then we have to deal



with our feelings more, with our rage, which we might be scared of, with our grief, which we might be scared of, with our dissatisfaction, whatever it is. Fear of open space and time, very related to fear of grief, fear of anger.

Sometimes it's hard to let go of something or to step into a winter phase because of the fear of letting others down. I have a little bit of that going on right now. There's a little part of me that's like I just think I need to winter for a little bit but I'm like, "These team members. They're counting on this and they're counting on that." A fear of letting others down. Then for some people, there's the ultimate fear, the fear of death. If you've got a fear of death it might be hard to let something go because it's a metaphor in a way.

All right. Let's pause here and look inside for a little bit. What sort of relation ... We'll do some journaling. What's your relationship with letting things go? What's your relationship with letting things go? Take a moment with that. We'll take one more moment with that.

The next question, a similar one but a little bit different, what's your relationship with winter? In the way that I've described it, this time for rest, the silent night, this time for pause, this inner time. What's your relationship with winter? Give yourself another few moments with what's your relationship with winter?

Next question, and these are all just so you can see different entryways in, what does surrender mean to you? What does surrender mean to you?

All right. Next question, what's your relationship with scarcity or always needing to accumulate more or do more? What's your relationship with scarcity, it's kind of like a double question, and/or always needing to accumulate more or do more or be more? I'm going to pop that one in the chat. It's kind of long.

A couple more questions. What's one thing in your life right now that you know is ready to die or to not be plowed for a while but you've been clinging onto it? What's one thing in your life right now that you know is ready to die or to not be plowed for a while but you've been clinging on, consciously or not, up until this moment? It could be a part of your business. It could be something in your personal life.

Next question, whatever that thing is that you've just identified, why have you been clinging onto it? In other words, what are you scared of? We went through a whole bunch of fears earlier in the call. Why have you been clinging on? What are you scared of? Maybe it's the mystery. Maybe it's of grieving. Maybe it's of having



open space, of not knowing. Maybe it's a fear of change or letting others down or missing out or something else.

I'm going to put all the questions in the chat. These aren't the exact ways that I asked these questions but they're close enough.

Next question is what would you need to believe to let go of this thing that you've been clinging onto? What would you need to believe in order to let it go?

Joanna: I want to look a little bit at what do you, as the practitioner, what is it that you can know and remember so that you can hold your clients through a winter phase or through a letting go phase?

I'm going to share a bunch of things and what I want to say as we go into these things is every single one of these things and being the kind of practitioner that delves into everything we're talking about today and upholds each of these things, means being a practitioner that is saying a little bit F U to the patriarchy.

This is truly about disturbing all of the messages that we have been given over and over and over again about what it means to be valuable and live a valuable life. This is like deep personal as well as deep cultural healing that we're looking at right now.

Okay. Here are some things. This is not exhaustive but just some good things to know and remember when you see a client that is ready to let go of something and they're clinging or a client that's ready for a bigger winter phase.

Number one, I already said this one, in order for rebirth to happen, death needs to happen first. You cannot have a true rebirth without a letting go of something. It can often times be really supportive to remind clients of this.

Another piece of wisdom, I told you guys this is kind of like spiritual wisdom class, is that sometimes ... Gloria just gave a beautiful example of this. Sometimes the greatest healing and visioning can happen in the mystery. Yes, in the light of day, we can see things more clearly but in the middle of the night, when it's dark there are no boundaries. This is when we dream.

Another piece of wisdom that is good to know and remember is when things are full, the universe kind of doesn't see a place to give more. You need to have a clearing in order to receive what's next. You can't add any more water to a glass that's already full.



Another thing that can be helpful to remember, and this is one that I have to always remind myself, even though I know, is that the spring does always come back around again. The spring really does always come back around. Even when it feels like winter is going to be an eternity, that's not how the cycles work.

More isn't always better. More is not always better. The obsession with more is really soul crushing. I don't mean that we shouldn't live abundant lives. Of course, all the things but when we cling on too much to having more, to doing more, to being more, it comes at a price to our souls and to our sense of self. Sometimes it's better to have less but have it be totally aligned.

Here's another one that's important for us to remember as practitioners and it relates to our very first call together. It's a different take on whole and complete. My client is strong enough to withstand loss. My client is strong enough to withstand loss. The moment that we join our clients' conscious or unconscious thinking that they're going to fall apart, if they rest or let go of whatever it is, then we can't hold space for this.

The other flip side of it is that I, as the practitioner, am strong enough to hold space for loss and grief and mystery. It's important for us to believe that about ourselves, that we're strong enough to hold someone in that space in order for us to hold them in that space. That's why it's important for us to continue to do our own inner work around these issues so that we're not scared of them, so that we don't just see them as the worst to let go or to do less or whatever it is.

Of course, you all know all these things but we can forget them sometimes. Next one is a real biggie. Grieving is normal and natural and necessary. It doesn't mean that everything is going to fall apart.

Next one, one we already know but it applies here, we're already whole and complete exactly as we are. Again, just a shared ... In full transparency, personally, I'm in this moment in my business of expansion, which is wonderful and it's great but I really am also in this moment where I'm having to check myself on why. Am I moving forward into this place because like where I'm headed to go is expansion? Or am I putting this effort out there because I'm not feeling whole and complete exactly as I am? That's something that I need to get clear on.

No matter what I'm working on with my clients and a lot of clients come to me to grow their businesses, always, always, always, for me, their health and their wellbeing comes before everything else. It comes before their business. It comes



before how many dollars they're going to earn, how much visibility they're going to get, how amazing they're going to be. Health and wellbeing, I live by this with my client work and most of the time with myself but not as much as I should. Health and wellbeing is such a philosophy that I approach all of my clients' situations with. Health and wellbeing above everything.

Then this other one is just kind of a little ... For some clients, the piece of wisdom that they may need is that sometimes instead of thinking about letting something go, to shift that thinking into giving it up to spirit. As opposed to I'm just letting this go, that I'm offering it up or offering it up to the greater good or whatever language around spirit resonates for your clients can shift their willingness.

All right. There are plenty of other pieces of wisdom we could look at but for now, as we've looked at each of these, for you, which one do you recognize as most important for you to remember? Maybe there's another one that we didn't mention. Which is most important for you to really remember?

Another one I didn't mention we've spoken about here before is that trees grow the most in the winter, underground. That's when their roots grow the most. You can just share in the chat which one, which is the one you know that you need to remember the most. Death before rebirth, yeah. Around the universe needing space, which one was that? When things are full, the universe doesn't see a place to give more. You can't add water to a glass that's already full. Yeah, health and wellbeing comes before everything else. There needs to be a clearing. Yeah. It's good to wait until the client is ready for spring as opposed to pushing it. Good. In the dark, there are no boundaries. Yeah. Clients are strong enough to withhold loss.

Whichever it is for you, one piece of homework I have for you is to journal on it more. Just do an open journaling session to see what more and what wisdom and what reminders want to come forward. It'll be awesome for you on a personal level and I guarantee it will make its way into your client work.

Okay. We'll spend the rest of our time together today [inaudible] don't have a one, two, three method for you but I do have little kind of ideas and tools for how to support clients to release or let go or intentionally move into a winter phase, be in the mystery, whatever it is.

First of all, the less attachment that you have to your clients' goals, the easier it is for you to hold courageous and loving space, for them to connect to their own inner wisdom around are they ready to let go or to rest?



Now when I say not having attachment to their goals, I don't mean that you don't very much want for them to reach the goals that they came to you with, that you're working on together. That's not what I mean. When I say you not having attachment to their goals, what I mean is that you're not so attached to that outcome that you're making up a story about what it means about you and your future success or your client and your client's future success or ability to reach. Does that make sense?

The moment that you as the practitioner get too attached to the client doing it and doing it in this timeline is the moment that there's no longer the ability to really tune in to rhythms around it.

The other kind of just energetic piece is remembering that there's always more than one way to reach a goal. Creating awareness around of the pieces that we looked at so far today is a big piece that will support a client to let go if they're ready to let go of something, if it's the right time or go into a winter phase. Simply just creating that awareness around any of the truths we've looked at, around the cycles.

Sometimes clients don't even have the awareness that they can stop, that they're allowed to slow down, that they're allowed to not know. Don't underestimate the power of creating awareness.

These are in no particular order. I was just giving little tools or tips. One thing that is really important and those of you that have been through sacred rhythms with me, you know this in-depth, is that it's very hard to let go of something or slow down in something, it's very hard to go into the winter if you haven't experienced the autumn, if you haven't harvested something. It's really hard to fully let go of a project, for example, if you don't feel like you've gotten anything from it, if you're just looking at it as a fail.

Supporting a client to honor whatever it is that they're ready to let go, even if from the outside it looks like a fail, is super, super important. This is why we have funerals. Funerals are about the winter. They're about letting go and moving into grief but in every funeral, we also have a eulogy. That's an honoring of the life that was. That's the harvest. That allows us more to come to the grips that this life is no longer in this form anymore.

Honoring a relationship, a project, whatever it is, seeing how it's served, seeing the lessons that came from it, all those pieces can really support a client to be ready to let it go, if it's time to let go.



Being willing to hold space for grief so we could do a whole many days on this. I said this is just a starting point, not an ending point. In advance sacred deaths, we look at this more but for now, if energetically, you all know this already but a reminder, if energetically you are not prepared or don't feel comfortable or feel scared as the practitioner to hold space for grief, energy follows energy, it's going to be really hard for your client to be willing to go there.

There's different ways to hold space for grief but, honestly, the biggest, is to be willing and is to be in a place and in a knowing where you honor it. You don't need to know exactly what to say or what to do. It is mostly energetic.

Joanna: Totally. What if our leaders believed in that? You know? And looked at whatever ... Looked at the earth this way. Imagine how our policy around the environment would change if we really believed that winter was important and not plowing all the time ... I mean, there's so many positive repercussions. It is so important. Good. Thank you. Yes. Workplaces too. Yes.

Okay. A couple of other ... Again, this call there's so much to this so this is just places for you to be thinking. Supporting the client, sometimes it can help them let go of something or go into a winter phase or a slowing down if they can identify a triumph story or experience that they have around releasing or being in the mystery or slowing down or taking time off or whatever it is, right? Just simply asking what is a triumph story or a success story around letting go of something even when it was so scary too or not doing as much or whatever it is.

Most of us fall into this, this is more patriarchal thinking, just thinking up concepts of meritocracy, right? If you've got a client that is particularly held by issues of meritocracy and sometimes that can be cultural ... I know for myself it's a big Jewish thing. For whatever it is, if there's a lot of that valuing of one's self ... I don't know the [inaudible] way, whatever it is, creating awareness around that, being willing to challenge that cultural and that patriarchal norm, really holding that space. It can be so helpful for clients and give them so much permission.

Supporting your clients to define for themselves what abundance actually means, right? To not just have that definition be what culture tells them abundance and happiness and satisfaction in life but for them to really define that for themselves. They may see that they value rest. They may see that they don't value so much what they thought they were going after, whatever the things are. Right? Part of that is back to we looked at this earlier in the program, clarifying priorities,



values, and what clients really want from life and sometimes you have to re-clarify priorities and values and how they want to live their lives for real.

This is a little trick that I use for myself all the time. I am a scarcity thinker and sometimes that fear can come up really big when I'm thinking about letting something go or doing less. I have this little game that I play with myself that helps me almost every time. When I go into that fear that everything is going to fall apart, if I rest or if I let something go that's no longer aligned but it seems to be making me money or whatever it is, I make a list in my journal of everything that I have that no one can take away from me.

What that means is like the love in my heart, my creativity, all of the wisdom that I've gathered, the business know-how, what I know about curriculum, what I know about human nature, relationships, that kind of thing. When I can go and just see in front of me in black and white, that I could lose ... If I'm scared I'm going to lose all of my clients and my business is going to fall apart and I'm not going to have my home anymore and all the things, okay, let's say that happens, let's just pretend that happened, what are my resources that nobody can take away from me that lets me know that I can rebuild again when it's time for spring? Just creating awareness around those resources, my sense of humor, whatever it is, allows me to loosen up around letting go.

It's a trick that I also play if a launch doesn't go well and I'm like, "Oh my God. It's all falling apart because I couldn't get as many people as I wanted into the program", I'm like, "Okay, let's just see this through." Let's say, all the business stops for a while or whatever, what are my inner resources? What is it that I know that I have that when I am ready for a spring, I'm going to be able to build and build back even better? Does that make sense? Yeah? Okay.

Then another thing that is super helpful and this is going to be our next module, we'll look quite a bit at this, but the more that we can support our clients to learn how to make space for themselves, we're going to look at this in our time module, how to actually make space can be really supportive.

Okay. We've got a couple minutes left. I'm going to give you your homework and then we'll open up for last shares and takeaways. Right now what I want you to do is to give yourself, I'll give you a minute or two to articulate them, to write them down, I want you to give yourself three journaling questions for homework based on what came through for you today. Practice your questioning skills and give



yourself right now, think on it, write down what are three journaling questions that you want to give yourself for homework?

I'll give you another moment with this. If you've got some good ones, share them in the Facebook group so we can all see. You may have also written down a question for someone else. All right. I know some of you are still working on the questions. I just want to give you the rest of our homework before we're done for today.

If you're working with clients, make a list of each of your clients and where in their lives or ... If you're only working with them ... If you're doing more working with them in different parts of their lives, where in their lives are they ready for a winter or a let go? If you're working with them in just one area, like their business or their health or whatever it is, where within that realm is a project, a habit, a relationship, a something where they're ready to winter or let go. They're ready for a winter phase in one way or another. Just to help you kind of create some awareness around your clients.

Then if you're working with a partner, again, you can never manufacture this kind of stuff but whatever has come through today, bring that as the topic for your call and so the practice is going to be using the different pieces of wisdom, the different tools, the whole thing, space, and all your other skills to move through it.

All right. We've got a minute left. I'd love to hear at least one takeaway. What are you taking? I know this is like a big call but what are you really taking away for yourself? Yeah. The wisdom piece can be reflecting the truth, facting, asking a question, asking a breakthrough question or creating awareness question, honoring what is.