



Sacred Depths Certification

Visioning 2

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Hello, everybody. Good to see you all. Don't know how many of us will be today since we're meeting on a Monday instead of a Tuesday. I'm glad already a number of you are here okay. All right. So today we're going to continue our module on visioning and strategizing. We're going to look at a couple more visioning pieces. And then we're going to move into what I like to call the energetics of new things. We'll talk about that a bit. Before we do a couple of logistics pieces that I wanted to share. So first of all, I can't remember if I shared this with you, but just in case I haven't, we added to the member center for Sacred depths, a tab, where I've put some extra, we did this a couple of weeks ago, I've put some extra recorded coaching demos in there. So opportunities just to observe more coaching, it's demos where I coach someone for a little bit, and then break down the coaching. I'm gonna add some recorded practicums in there as well, maybe a couple of questioning practicums because I know questioning is one of them. And by the way, all of the foundational skills that we're learning, energetics, listening, creating awareness, questioning, visioning, and strategizing, we're not done with any of them. When we learn befriend your fear, we're coming back to all of those skills through that lens. When we look at rewiring negative thought patterns. Same thing, basically, like these foundational skills that we've isolated in each of the modules, we're coming back round to all of them. As we learn the more advanced material in the program, same way that we came back to listening, and questioning skills in envisioning, right in order to be able to vision. Okay, so you've got those demos in there. You don't have to watch them or listen to them. But they're there if you want more. I know. I know, for some of you like the bare minimum is just enough with your busy lives, and then others of you, you're like, I want more I want you know more information, I want more opportunities. So we have those in there for you. I think last week, an email reminder went out about certification. As I've said before, it's not for everybody. But if you've been thinking about it really want and haven't stepped in yet to become certified, I want to invite you to think about it. It's an incredible, here's what I think the value of it is for the right person, if you want number one, just a little bit of a tighter container of accountability, around doing all the homework, all of the practice. You're taking the tests, etc. Certification is going to give you that tighter container of accountability. If you are wanting feedback on your coaching skills, because you submit two different recordings one halfway through the program and one at the end. If you're someone who like that's a really valuable for you to get those reflections. Then that's a great reason to do certification. And if you're wanting to get coached if you're wanting a couple of coaching sessions buy a sacred from a sacred depths coach or with a sacred depth coach, I would say that's another reason to get certified. You get I think it's four sessions included with certification.

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So you have, I think, another couple of weeks if you want to opt in for certification, and if you have any questions at all, please feel free to reach out. Florida, I was talking about certification. We're not We're not into visioning just yet. Okay, couple other logistics pieces. The first session of small cohorts is oh, I can't believe it. But it's

almost over a visioning demo. I thought you said visioning demon. Like what visioning. I mean, there are visioning demons for sure. No, thank you for clarifying. Yeah, there should be two visioning demos, those are going to be with your regular training call recordings in the member center. Oh, you haven't been able to find them? Let me double check. They should have been there already. This week, but later today, I'll just check in with the team. They should be there. Okay. cohort. The next set of small group cohorts is starting. I don't have the exact date. But in the next week or two, we'll be sending out all of the dates for the next set of small cohorts. If you want to opt in, let us know we would love to have you those small cohort groups are just a great way to connect with more folks in the program to integrate everything that we're learning to go deeper with the different pieces. And you'll have opportunity if you have done the cohorts this first part you'll have opportunity also to opt in again or opt out. Angela, we can't do small cohort groups on Sundays, but I believe there is a jolly it's doing it. Alta and Nicole Yeah, Jolly Alta and Nicole have got a small core hook going on Sundays that you could join, possibly. So I'll let you get in touch with them. Okay, the last house keeping peace that I wanted to mention is some of you might remember when you registered when I was kind of launching our cycle of sacred deaths. One of the things I said at some point, when some of you registered, I think I may have said this in an email, or I may have said this at art of client transformation is that I was 99% sure that our cohort was going to be the only cohort of sacred depths in 2022. And I take my integrity, as you know, very, very, very seriously. In the winter. My working plan was for Sacred depths to start in February for us not to do another one until February 2023. And this summer, I was going to be offering a little bit of a different kind of program. Well, as it turns out, that other program that I was going to offer this summer just isn't fully cooked. I thought it was going to be and that I was going to be ready to go with it. But I'm not. And so because of that I am going to offer sacred depths again this summer. And it just felt important to share that with all of you again because I take my integrity very, very seriously. If I say something, I do it. I had said 99% and it's just it just so happens, this turned out that it was one of those times where I just, quite honestly did not get my act together. And so we are going to be offering it this summer. And if you know anybody that would like to join, let us know.

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Okay, so all that being said, let's jump in. I'd love to hear what's been resonating for you around visioning, either for yourself or in your practice sessions. If you've brought it to your practice sessions, or with clients, what have you been seeing and noticing what's been resonating for you? Or what would you like to celebrate? Aiyana?

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Hey, so yeah,

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I'm going to celebrate a visioning coming together. Feel shy, but I had this vision of doing a ritual on a fire where I'd be, you know, like, half naked and mostly naked, and, like drumming and my partner who's in the ditch and me, throwing I've done fire rituals before, but I felt I felt it more intensely, of like, letting go of some very specific things. And I had and in the vision, I saw, there was six other friends that I was five of their friends I want to invite, but I was feeling so unwell physically, that I couldn't even like type an email or call them, I thought, well, there's nothing I can do to make this happen. I kept raining mail stuff, anyway, but I had the vision. And I had it clearly in my mind. And through a whole bunch of disk following breadcrumbs that just kind of basically came right to me, that group of friends, the exact group, none of them were invited. I didn't share this with anybody except my partner. We all did it last night, and it just kind of came together. And it was way better than I could have imagined. Because the everybody like totally joined in. And we just had this, each person has to have this epically transformational experience. And I just started with having the vision. And then the pieces just all came without me having to do anything other than have the vision and then show up, you know, and be willing to be brave. Yeah, it was incredible.

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I love that I'm so happy to hear it. I can feel just from your energy and the expression on your face, how powerful it was. And while it isn't always true, that we just lean into our visions, they come to fruition. They do, but and that energy is so important, which we're going to be talking about a bit more today too. So I love it. And I love the crown just kind of radiating all that energy out.

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As I was thinking I was thinking I know that it's not always that way that you just have a vision that just comes knocking on your door but I want to share this was it wasn't quite exactly that but close.

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So I love it. I love it. Beautiful manifestation. AJ Hi,

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I just had my

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partner coaching session this morning, Wendy and I meet every Monday morning and it's been amazing, but today I received coaching on visioning. And it was it was really great. It was beautiful and you know, sparked a lot of things I came with some inspiration and left with

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some more clarity.

14:01

But specifically the the piece that I wanted to say that when you set up so beautifully is that when we started when we usually coach we start to come into it and say you know, we've got about 20 minutes together what is it that you'd like to receive or some something on those terms? And today it came out as you know, we've got about 40 minutes together I want to welcome you to this coaching relationship and thank you for stepping into this I'm excited to see where what we can create together in our in our time and what that did for me by the end of the session. It was like You know, trying to put some action steps or takeaways. And I was like, I'm not ready for that. It was, it was so open on like a longer term vision that then Wendy gave me some journaling prompts and ideas to take forward and it. It, it felt really welcomed to just sit with where I got to today. Yes, and know that it's a it's a larger

15:36

process. Yeah, I'm so glad that you're bringing this forward. It's such an important point. Yes, in coaching, like we're always thinking about, okay, what are the action steps and we want to attach strategizing to visioning not necessarily in one session. But that being said, some often not just sometimes, oftentimes, when we've worked with a client to create a big vision or a stretchy vision, the very, the ego is going to want to say okay, now how, like, how do we do this? But actually, the very next step is leaning into the vision. Not the how, not the what, what am I going to do next? That can be like the next session, maybe you sword or two after Right? Like you. Okay, so what's the next goal? Now, based on this, now that we have this guide post, like, okay, we're in New York, we figured out you want to go to Portland? What's the first step? Maybe we're just gonna, like, go to New Jersey, right? Like, that's the next place, right? I say about being in New Jersey, and I feel like but, but even before that, it's like, Okay, now, embody the vision, lean into the vision, let it take root. I love following the Wheel of the

Year and lessons from nature. And in the Wheel of the Year, February 1 In between winter solstice, and Spring Equinox is Groundhog's Day. But it's also called by other names, but it's a quickening and I always think of the quickening is like, the seed is there and then it like it has to take root. Before the activity of the spring. There's there's like a cricket a deepening in that wants to happen. That's amazing. Yeah, so what are you hearing and all of this that feels important for you?

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So I mean, I want to say, Wendy actually said it sounds like you're planting and, and what I felt, from the beginning, we did a body thing, and I felt grounding. Where I usually feel my like ideas and inspiration like, like this,

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I felt just really

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seated and supported.

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I love that. Beautiful. I feel like there are a couple of things that you said, in your share. Ha that would make really good testimonials for Wendy, when she's ready. I walked in with inspiration and walked out with clarity. Nice, totally. Thank you. Thank you.

18:38

Thank you, Andy. Amy.

18:42

Hi. Well, I felt really inspired this week to get clear on what do I even do what? I've been planning this for so long, because I do so many things. And so I made this thing for myself that has, it's not done yet. But it has all the different parts of my life that are really important. And then all the parts that are parts of those parts, just so I can get clear on like, what are these projects of what am I doing and eventually I want to prioritize and I need a coach for that. But I just felt so excited to kind of make something and create something.

19:23

I love it. I love that you had that inspiration. And our very end when we get to ritual, you know, one of the things that I'll say about ritual is that it is the act of making the intangible tangible. So making things ideas, visions, desires, fears, beliefs inside of us tangible as a signal to the psyche of where we're ready to go next and it feels like you did that beautiful. Can't wait to see where that it goes is a

20:07

Hey, everyone. Hey, Jonah. I missed last week's call, but I just watched the replay before I hopped on to this call, and oh my gosh, I so regret that I couldn't make it last week because that call, I mean, they're all amazing, but um, it really well, they all they all like hit me like but but the visioning portion of it. It really I felt like I was just like, womb so much about, you know, as a baby coach, I, I've been approaching sacred depths as like, okay, gathering all the tools so I can become the best coach I can possibly be. But I also see it, I also have been approaching it as a client in the sense that, you know, I've been struggling with building a business for 14 years and so much of that, you know, there's always been like, oh, ECEs got squirrely mind, I got this going on, I got this going on. But the part where you said that most people build, they build goals, but they don't have a vision. And

that really got me because that's what I've been doing for a long time is, you know, I'm somebody that doesn't really well, let me reframe, I was gonna say, I'm someone that doesn't, that's not very good at envisioning. But really, I just haven't been trained, conditioned on given permission to think long term because for most of my life, it's been, you know, think on the fly and be in survival mode. So I always had to put out fires, which is really sad to think about it but but I'm so grateful that you said that because I can bring that to my work as a coach, but also can bring that to my, to my work for me and being like, okay, I can give myself permission to envision and it doesn't have to be a 20 year vision, it can be a 20 days. Because sometimes that's all like no I have is 20 days that are stable and level and solids. But um, thank you for that call. Thank you, for everyone for your sharing. And yeah, that's what I've been taken away for the last like hour or so. watching the replay. I'm

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so glad that came through. I got chills when you were speaking and maybe not for right now. But I just want to say I got this vision of you putting aside a half day or a full day retreat for yourself with like all the visioning questions and just giving yourself some space and permission to just be with your visioning self.

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Thank you for recommending that. I'm going to do it.

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Good. So happy. Wednesday.

23:01

Hello, I finally decided to raise my hand, which is something that I have in, you know, my heart is pounding right now. But I just want to say how grateful I am for this class for Joanna and all the people that I've met in it through the small group cohort and my coaching partner who, AJ really, we learned so much with one another, and the visioning. It was just a great exercise that we both got so much out of it. And I just really wanted to finally come here, come on, and let everybody hear my voice.

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That's basically it.

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I'm so glad that you did. My heart did a little flutter when I saw you raise your hand, but I do want to point it out. So I'm glad I'm so happy that you did and that we can all hear your actual voice and tell me if this lands for you. I'm taking it as evolution that you're willing to be seen.

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Yes, this is a very big step for me and and thank you very much. Yes.

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Thank you. It's so good to see you and hear your voice. So Lada asked in the chat, how would you describe leaning into the vision such a good question. I said that a few times, but I didn't actually say how to lean into the vision. So it can look a lot of different ways. When I say lean into the vision again, what I mean is, give your client or for yourself the space to let it take root in the way I was describing before that quickening. So for one class, always coach the what based on the who, for one client, it can be like, Okay, now we've created this vision, take it into your body, right? So a lot and you might read the vision back to them and ask them to just receive it receive the vision, take it in. For another client, it might be okay now, just everyday for the next week or two, or

maybe every day is too much. But a couple of times over the next week or two, just journal about the vision, you don't have to add more details in the journaling. But journal about why you're so excited about this, why this is aligned, ask your vision, what more do you want to know about this vision or about you and the vision, right? So just creating that space to lean in more deeply and really be with it. So it's not just like these words that were said. But something that becomes more embodied? Ha,

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I'd say a little a little something else. The other piece of that, for me, the leaning in, and this space to move to keep it open is the part of the the squirrel mind and sometimes an idea pops up. That's not actually it. And like, I came to something, I wrote something down, it felt important. And then I was like, no,

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no, no, wait.

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Yeah, absolutely. But it but still that thing that you wrote down in that visioning process is important. Yeah. Because it'll spark the next thing or it lets you know, like, No, this is actually a no knowing and no helps you see it? Yes, sir. Absolutely. Right. So yeah, so also, I love what you're seeing, like giving it time to marinate and see how it wants to develop. Yeah, absolutely. Go ahead. Okay, so there are a couple of visioning pieces that I wanted to mention today. The first is what do you do if a client is resistant to visioning? And when I say resistant to visioning What I mean is like they're like, but I don't you know, you ask them the different visioning questions. And like, I don't know, I just can't see anything or I'm not sure. Or it's just nothing is coming to me. Like I just I don't know what I want, right? Because that's a thing for sure. And sometimes if you just keep on asking questions, the resistance just get stronger and stronger, because it's almost like this. Like, I can't answer that question. And I can't answer that question. Right, it kind of like will build on itself. And so here, here's some things to think about. If you go to vision with a client, and there's resistance, number one, remember energetics are always always everything like like Foundation, right? So if your client is having resistance to visioning, and you start freaking out and thinking there's something wrong, because your client isn't able to write that's that's not going to end then you try to ask smarter questions or, you know, whatever happens that you don't want to do that. Aligned energetics in this case is for you as the practitioner to know that it's normal, right, that sometimes the vision isn't going to come right away. It's totally normal for a human being, even if they want to create a vision to need some extra help or support or like to move through a block in order to be able to see the vision. So energetics and then you just you want to normalize it right? First and foremost, normalize it for your client. The more that they understand that there's nothing wrong with them because they're having some trouble that it's complete part of normal human experience, that you know, that you they know that you as the practitioner are seeing them as whole and complete that you have that patience to know that it will come in the right time, the more their shame can kind of go down around it, they can relax and just that alone, sometimes just the normalization alone is enough for things to start flowing. If it's not after you normalize, then the next thing is to explore what might be in the way, what might be blocking your client's ability to vision. So we'll look in the second part of this program at lots of different ways to work with blocks. But just for right now, you just see, like sometimes a question of well, what do you sense is in your way of being able to vision this? Or, you know, if there were a fear, like about the vision? Even if you don't know what the vision is, yeah, you know, what do you think the fear is? Or what are you scared of? What would be at risk for you, if you were to be able to vision, your business with so starting to explore what block is in the way, and when we get to the befriend your fear process and all that you could do a befriend your fear process there as well.

31:05

Another tool that is helpful if someone is having resistance to or even just like not able to vision back to what we were talking about last week, visions are products of the heart, not products of the mind. And so sometimes moving the conversation out of the cognitive or mental level of learning and processing into another level, is what can open up the flow. So a visualization for example, and you'll have a demo of how to do visioning through visualization. In your member center. Amy didn't call it a vision board. But creating something like any created or creating a vision board, right, asking a client to spend some time and just cutting even they for them not to think about it, but just what is it, go through a couple of magazines, what is calling to your heart, what images, what words, et cetera, ask them to collage it. And then in the next session, kind of break it down, look at the different aspects and pieces related to vision, Calling on the spirit level of learning and processing. And again, you don't have to use the word spirit to activate that level. Right? But what is it that your higher wisdom really desires? What is it that you would you know, if you know that that person is like really devoted to their kids, what is it that you would want whatever Frannie and Zoey to be able to see in you in your business? Right? So asking questions that are bigger than their ego. I pause there any thoughts or anything that sparked or wants to be asked about when a client is resistant to visioning. Barbara

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had a great session with Liana, last week into envisioning, and one of the things that we did is we moved we I found some music on Pandora and we just started dance into it and just kind of really got into what our body was telling us through that process, you know, that I got into it, you know, and because I can really just quickly go right into my head, and just kind of like, oh, where's this going? Oh, and what's that energetic, you know, like to like try to pull that out so I can identify my own energetics. So it was it was a lot of fun and it was very helpful.

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I love it. I'm so glad you're bringing this into the conversation brilliant. You activated the body level of learning and processing and in the process of activating the body level what I'm hearing is you also broke pattern on the cognitive that allows you to like not be so stuck and rigid up there and kind of just get all the parts flowing. Really Yeah. I love that you did that. Emily's

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Adriana, um, just from a logistic perspective, should we spend the first um, you know session at the beginning of the program just focusing on a kind of detailed vision or and then from there I develop the steps in the next few sessions, or visioning being small part of the session and then going into the goal. And so basically, the topic, the goal, possibilities, blah, blah, blah.

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Yeah, so yes, you're getting to where I was gonna go next. I'm glad that you're bringing it in. First sessions. So first of all, sometimes, yes, I like to spend the first session visioning. And I'm gonna get into some details on that in a moment. But like the the caveat, there's, sometimes a client will come into a first session. And first they need to, like, you know, work on like, this meeting just happened. And I'm really irritated or, you know, whatever. So always coach, the what, based on the who, if there's an immediate thing in the first session, either it might need a full session, or I'll take, you know, I'll spend 1015 minutes on whatever the need is. But then I do like to spend time in the beginning, really mapping out the bigger vision or as much of the bigger vision that is ready to emerge in that moment, right. Like, as I said, last week, I'm not a big, I can't see five years out, I can't see three, you know, even great example, like, I thought I was going to do something this summer. Like, that was that didn't happen, right? So I hear. So but but but spending time on that first session with the vision is super helpful. And I have a little bit of an outline, this isn't one of your resource sheets. But I'll just I'll lay it out. Right now. This is kind of what I like to do in a in a first session with a vision, spend most of the time, visioning really laying out the

vision, getting clarity on that bigger place, where they're going. And then once we have that, I'll ask a question. And the question is, what are the beliefs that you know, you're holding right now that could possibly get in the way of you executing this vision, right, so we're just like, going straight from there to the like, what could possibly get in the way, so I asked them to define a belief. And, and then from there, we'll you know, we'll explore it a little bit, I'll help them to define a new belief, one that can be supportive of the vision, one that they want to start leaning into one, even if they don't believe this belief, yet, one that they really want to move towards that is essential to them moving forward with the vision. And then the last piece in the process is also keynote based on this new belief. What are three? What doesn't have to be three? What are 123 foundational activities for our time together? What are 123 foundational activities for our time together? And what that question is about is not like, Okay, what's this thing that I'm going to do to move towards my vision or that thing that I'm going to move towards my vision, but by foundational activity, I mean, like, based on the new belief, maybe somebody will say, you know, I'm going to meditate every day. Or I know that once and for all, you know, foundational activities, I'm going to cut gluten out because I'm like, in my best self, and in my, my best mind, when I don't have gluten, or I'm going to regularly and work at five o'clock every day. So whatever that new belief is, what are 123 foundational activities, that if you really believed this new belief you would be doing no matter what, right? And so and that's kind of whatever strategies we figured out, figure out based on the visions, the goals, whatever those will come, but we kind of have this baseline of practice that is really supportive for the client. Usually not on that session, because at that point, we're out of time, and also to AJs point like, you know, sitting with things, so usually not on that session, every now and again, but usually then on the next session, we'll look at okay, so now there's this bigger goal, bigger vision. So what's the next goal? All here that's gonna write and we'll define the goal and then start strategizing towards the goal.

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Brand I know your hand is up from before I'm gonna swing background to in one second. Anyone want to say anything? or have any questions on what I just outlined? You do not have to do a first session this way, but I just wanted to offer that as something to think about for first sessions. Okay, good. I'm glad that's helpful. Amy? Yeah.

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I just wanted to see, are we gonna have a time during sacred dense where there is that more practical, like how to have an onboarding call, or I'm sure that you're going to share those kinds of resources, like sales call and all those things.

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So in the sales call training, I don't have to I don't think I have a recording of an actual sales call. But in the five hour training, I live and there's handouts with it, I go step like step by step by step on exactly how to what to do. I mean, what to say so much as coach that what based on the who, and use all of your listening and questioning and creating awareness skills, but I go step by step. Yeah. Angela, that would I just outlined is on one of the handouts. I think it's a handout for this week. And Brenda's asking are the visioning questions on a handout on the questionnaire. So there's visioning questions in lots of different places in the questioning module handouts. And then in this module as well, Michael in

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Hi, I'm, I'm thinking I was gonna post this on that Facebook page, because I thought it might be a place to get all or answer from you. So I'm not sure what just feels important for me to say it now. Like I have a process that I've done. So I'm an EFT practitioner of like, a console, right? A free consults, like 1520 minutes, and then I do if they sign up for package, then there's a discovery call, it's part of that. And the discovery call can be 30 to 45 minutes,

you know, usually, and that's where we actually get really specific and set the goal, and then listening to the five hour training. It's like, totally thrown everything into the blender for me. Yeah, and it's a good exercise, like to bring like new awarenesses to that process, what serves the client? Like, is it really realistic for them in a 15 or 20 minute consult, to pay 1000s of dollars for a package of sessions, and then meet and set the goal. And I'm so I'm just feeling into it from what you've taught in the five hour training and feeling like, it's not really in the client's best interest to do it the way I've been doing it. This throwing that out there to see if you have any thoughts?

43:06

Well, you know, I'd say like, there's never a truth with a capital T just right, what you're seeing. So if it has been working for the client, and for you to do the 15 minute consult, and then they come in, and you I forget what you call it the first session, every session or the one in your discovery. Yeah, and then you do the just like, if that's been working, and folks are well served, and also that converts well, for people that you sense are ideal. If it's not broken, don't fix it, right. Like, that's great. But if you sense either that you could be converting better on people that are ideal, but they're just not like feeling compelled enough. That would be a reason to experiment with this or if you're feeling like clients are signing up but then like that, they're like Oh, I thought I was going to be able to do more in our work to get you to based on that first session then you might want to mix it up that way. But if those two things are working well, I say continue to go with what you're doing

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I think it's a mix. Yeah, I'm really ready. They're like they're already familiar with tapping like they know have a sense of what I can do and they're they're already a yes before they even get on the call. But for its for those others that don't have the familiarity with it. I think your method could serve them much better and it does take more from me like more time but it just feels so good.

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Yeah, I mean it's so you know, just like always coached the web based on the who always prospect the what? The WHO as well, right so if someone's coming in and they already are sold on EFT and it's just kind of like tipping them over 1520 minutes, don't go too deep into the vision bridge, etc. If they need some more, give them some more

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glass thing I'll say about it, I appreciate this time to do this is part of the reason that we do it this way, you know, we in my, my cohort any of t is so that we can in the container of like a package of sessions we can screen out for the client who's not appropriate the client who has, you know, diagnoses or you know, mental health issues, that wouldn't be appropriate. So that's what I'm not seeing that address.

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Right. That's why I am usually an advocate for a longer conversation up front. Yeah, I've just I've seen it happen a number of times where it's just like a five minute thing and someone becomes a client, but the practitioner hasn't really, they've made the sale, but they haven't asked enough questions to really see, is this client a good fit for me and my scope? Can I really help them? Is this the right moment for this client to be doing this work? So that's why, especially with privates, when I'm taking on a private client for six months for a year, I want to do that upfront. And then when I do that upfront if the person is right, there even more like running to say yes, because through that conversation, it's become so apparent that it's a good fit for them, and they're gonna get what they need here.

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Yeah. I'll stay in the blender a little longer. Thank you. It feels good. Oh, yeah.

46:57

Good question. Okay. Okay, last little piece that I just want to kind of put in there around visioning. Because this question comes up sometimes, too, is, what if a client has a lot of different ideas? I've certainly been there, too. It's like, I have this vision. And I have that vision, like, five different things. You know, and it's it can it's human behavior, sometimes to not pick one thing, because you've got five things because then there's like, the fear of not having it all right, and following all of the visions. And so in that case, some of the work that you want to do is lean in more to a couple of things. Number one, like what are what are the clients as we looked at last week? values and priorities, right? What are their what are their highest values and priorities. And then which of the visions fit in there, sometimes that will do it. Some sometimes it's about creating awareness that maybe all of these things can happen. But they need to happen one at a time, right? And then having that conversation about values, priorities. And sometimes, and we'll do a whole module on time, sometimes that creating awareness is also just about helping the client see that there's only 24 hours in a day, and that isn't going to serve them to go forward with three different years. Sometimes I'll have a client come in they like they want to do a book, they want to build a business do a book and like I don't know, something else I'll do there one woman show like all in the next year, right? It's like that would be great. If you know, a day was 100 hours, but it's not so sometimes we even just didn't need to create awareness around that as well. Okay, so for the rest of our time today. We're gonna look at the energetics of new things. So how do I want to start this okay? When I when you think about the cycle of the year, as you know I always do and the four different seasons and when we think about spring is when new flower errs are blooming, new babies are being born. That's like the metaphorical new project time, usually a vision is on a new project. That energy of spring where the birth is happening, the new thing is coming through is different than that energy of summer where the persistent and consistent growth is happening. Let's say that again, the energy of spring, where it's almost like you need a burst of like new inspiration. A, you need a burst of action, right like for, for if you've birthed a baby or been around birthing a baby, like you need that Pitocin right to like, get the baby through. That's a different energy than the day in day out feeding the baby and changing their diaper and teaching them the lessons. When we or our clients have visioned and then want to start executing a new project, or an old project that they've put a new vision on, right. And when I say new project, I mean new relationship, you know, new program, new house, right, anything can fall under that. After we've supported the vision,

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we want to support the client to be feel that spring energy, we want to treat a new project differently than the energy that's required once that new project has kind of been launched or the first actions have been taken. We want to support that client to feel that I mean, we want to feel excited throughout but that like excitement of the like the new that burst of energy coming through. The more that we can support our clients to feel that burst of energy that spring like energy, the more likely they'll be to start to take those first steps because as we'll see in a few minutes, there's a lot of things that can stand in the way even though the client has visioned it there's a lot of things that can stand in the way of the that excitement for the vision so all this being said, let me ask you take a moment and journal on this. What's your relationship to new projects? How do you approach new projects? How do you usually feel about new projects? Inspect that for yourself? I'll put this in the chat. What's your relationship to new projects? How do you approach new projects how do you usually feel about new projects? Angeles saying I approached with a plan but I'm excited about it too. And Elise is saying I get all excited but then at times they're just one too many and the excitement can be dangerous. Yeah. AJ says you go from spring to winter Yeah. You're not the only one. Michael in realize the way she was describing it was like falling love beautiful yeah and you know this is great for you and also just to like to have that insight for our clients to or a Kelly says I'm extremely excitable and like I'm bursting with color and ideas and blooms beautiful image isa

saying I love coming up with new ideas and create a plan for them but when it's time to do the work I lose the excitement and the energy out we're going to talk about that I'm going to talk about all of these pieces Barbara loves the energy of the idea but has a hard time actually giving birth yep not let's saying fear of committing resistance. Yeah. Amy saying I have big initiating energy and then I have more trouble with carry through and often need others support after and that's great. By the way, that's great self knowledge. And you can put that into place. Right? Kendra's saying I'm a very much a quick start. I get excited, which then leads to overwhelm of needing to do all the things Yep. And then your saboteur shows up. Yeah, I honest thing. Sometimes I get very excited about new projects, but then there's overwhelmed disappointment. Yeah, so we're going to be, we're going to talk about all of these things.

56:24

So as we're seeing just in these shares in the chat, there, there's a lot that can get in the way of that feeling of excitement, and then being able to hold on to that, in order to take those next steps to start to get a new project off the ground. And so as practitioners, we want to be aware that this is a thing for our clients, so we can have a great visioning session and we can like feel like they're all in. But then, before they sometimes before they even get started, it's like it's a no go. Right? So I want to look today at some of the things that can really get in the way of sustaining that initial like that springtime excitement. We're gonna get also, as you know, later on into the friend, you sometimes you're gonna want to have a friend of fear work a negative thought pattern. Today, I'm gonna I want to get to the kind of the foundational, what are the biggest fears and negative thought patterns that show up for human beings, when they're about to start something new, so that you have that kind of human wisdom and insight into it. Alright, so the first kind of belief or fear that can get in the way of starting something new? Is my I don't know it all yet. I don't know the whole thing yet. I don't know the whole vision yet. Or I don't really know how to do it yet. And so I can't start it. Right, unless I know exactly all the steps to creating a website, and what the what the website is going to be about and all the things and I'm like, I can't start that website right now. You know, a client might not be saying those exact words, but that might be something that's rolling around inside of them. I can't, you know, put myself on a dating app, because I don't know what I'm going to answer to the questions. I don't know who's out there. And I'm not exactly sure what you know, like, right, like all the things. Raise your hand if you know what I'm talking about here. If you've seen this in others. Yeah, it's it's a biggie. So we want to be aware of this. And we want to keep some wisdom in mind that will really help us hold and create awareness for our clients with all of this and the wisdom is that when we look to nature, there's a couple of pieces here but one is when we look to nature, visioning, initiation and planting start in the dark. And what I mean by I that is that visioning, initiation, planting, it doesn't start in the full spring, when it's like there is a light where we can see everything, we actually the earth starts to prepare itself for the new cycle. In the second half of the winter, after it's had time to rest the first six weeks again, back to that quickening. That happens in the winter, that happens February 1. Babies are created, not in like full clarity right in the womb, where it's dark, even early spring is still wintry, it's it was only half light, half dark. In early spring, right, we're not at that full clarity yet, of summer solstice, the beginning of every day, Dawn, that's not high noon, where the sun is fully shining, right there there is that likes, and that's what helped, that actually helps that little bit of mystery, to be able to vision and initiate.

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In other words, we almost always start in the mystery. I had no idea what marriage was like, when I took the steps to get married. Maybe if I knew or I knew what it's like to raise a baby, I would never have done any of those. Build a business, right? Whenever we start, we almost always begin in the mystery. And the mystery can be scary, because we can't totally see we don't completely or even maybe partially know how yet, which was the case for me with kids, right? We don't, right. So we may not trust that it's going to work because we can't see. So sometimes we want to create that awareness for our clients that that initiation and planting in all of nature starts

in the mystery, it doesn't start in the full clarity. It's kind of not how life works. Dreaming happens in the dark, right? We dream at night. So often times when humans get scared of not knowing this is important to know for yourself. And you might see this in your clients. Oftentimes, when humans get scared of not fully knowing they're wanting, they will get laser focused in on the how, but I can't start this unless I know steps one to 50 on the how of this website, right. But that's just almost like a survival mechanism to avoid being in the discomfort of not fully knowing all the stuffs not knowing exactly how it's gonna go as they start the steps. And so we want to as practitioners, we want to be able to kind of see when this is happening for a client, we want to be able to create awareness on this, we might want to do a little consulting on you know, everything starts in the mystery in the dark, you know, normalizing of that. And then from there, we can also ask them some questions that give them some more anchors that make it like kind of more okay, that they don't know everything yet. So we can ask, for example, what is it that you do know? Right? So you may not know everything about moving to a new town, but what are the things that you do know about it? Or we can ask, When was a time in the past when you moved forward, even though you didn't have the full picture even if you didn't fully know how? Or we could ask a question like Why is it possibly a gift that you don't know at all yet? How can you use that how can you leverage that? How can you use that

1:04:52

All right, let me pause here. Anyone want to share what's sparking for you around the sweat, you're seeing what feels important here Kendra?

1:05:17

Hi. So,

1:05:20

I'm loving this because number one, of course I see this in myself often I do see it in clients as well. But what's coming up for me too is like, I'm looking at the big picture of things. And being aware that these are some of the ways. This is how we get in our way from starting new things. But then, but then being mindful. I feel like in some ways, if we're not careful, we can contribute to the limiting belief that a lot of us have that we don't know enough or that we're not capable enough. I don't I don't know how to quite articulate this. But it's like it can almost get perpetuated that if we don't normalize the fact that okay, yeah, everything starts in the mystery. Everything starts in the dark, it can be very easy for I mean, myself and for others included to kind of fall in that loop of believing that oh, well, because I don't know all the answers, then I must not be good enough, or I'm too new at this. So I must not be able to do XYZ. And I just I see that sometimes play out in the industry where it's like, don't fall in that trap. You know, enough for right now to move forward?

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Yes. 100%. And that's why it's like so exactly what you're saying, like, it's so important to normalize it. And oftentimes, when I'm normalizing, I just use myself, you know, I'll just be like, half the time when I started a new thing. I don't know, I don't know anything. I maybe know the very next step right? Or when I started my business I you know, and so yes, that normalizing piece is huge. And, and it helps start to like poke at the myth of perfection, too. Yeah, good. Thank you, Kelly.

1:07:19

I am loving this so so much. And I think what I want to reflect is the piece that keeps coming to me as having worked with people and deep healing journeys for so long, this place of being in the darkness, where many people when they're like, ready to finally make a change, they're often in a pretty dark place. And I've been there as well. And, and so that place of an I use nature analogies all the time, but this one is like literally, I've been

feeling choked up the whole time you're talking because it's just touching into that place of magic of like, Oh, yes, you're in the darkness now. And then this is where, where things begin. Right? And, and that's, I'm just reflecting on so many people I've worked with in my own journey of like, how much got birthed from the darkness. So I'm really really loving it. And I'm also aware that sometimes when people are in so much darkness that and I don't mean just depression, darkness, like any kind of darkness, right? Just like not being able to see through or not being able to see well. Wellness for themselves. That sometimes it's it's hard from that place to even find, like a sprout of, you know, of hope or vision or what have you. And so I'm, that's the place of curiosity right now is like it's that deep honoring of that place. But then where do we go from there?

1:08:43

Absolutely. And that lines up with something we were looking at last week, which is that not every like not every moment is a moment for visioning. Right? Again, because I'm like such a nerd with the Wheel of the Year I really think of like there's two phases of winter, there's the phase, from Solstice to MLK, and then February 1, and then from February 1 to spring equinox and those first six weeks, those are about rest. Rejuvenation, letting go, you being in the darkest of the cave. Yeah, on New Year's or Solstice. Like we have little sparks of ideas and visions, but we're not supposed to pursue any of them or even develop any of them. It's that second part of winter where the light is starting to come back where we can say okay, that idea not so much this one wants to you know, I can see more here. So, yeah, we want to kind of be aware is, is my client in a place where they still need to grieve Have you know where they still need to let go where they just need rest in space. Is, or are they kind of starting to move into that visioning place?

1:10:07

Can I ask a really specific follow up question to that? Because that's really helpful. So in terms of even structured, like, I know, you said, is a client ready to work when you're doing your enrollment conversations, and I'm thinking about how many people I have started with that are in, like, really hard places. And, and for me, so often, it's kind of holding the vision within for them have healed, like in my training, you talk about holding the heel of the face, and like seeing that for them. And but it's making me wonder, like, maybe it isn't the moment for vision, like I always begin with fishing, but actually, that's a really hard thing to do. So maybe it really is, yeah, so

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sometimes I'll spend the first month or two, or sometimes a little bit longer. With a client, like it's actually just all about holding space for them to, to rest or to grieve or helping them just create let go of the things in their life that are not working for them or draining them before we even get to what the new thing is, right? Every and every person is different. But depending on when a client comes to you sometimes that is the first phase is more of the what are you what needs to be released or what just needs to be sat? And before getting to the vision? I love that

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it's much more wheel like than linear. Yeah, yeah. Thank you. Yeah, thank you.

1:11:42

Okay, so that's one possible thing that can get in the way of that excitement for a new project is I don't know at all yet, so I can't do it. Here's another one that can sometimes get in the way, you might know this one for yourself, too. It hasn't worked before. So it's not going to work. Now. I tried to lose weight before and it didn't work. So I'm not going to be able to do it. Now. I've tried to find an aligned romantic relationship in the past, and it's always failed. So it's like, yeah, we just vision this thing that it's gonna fail. Now. I taught I did a preview

workshop for my business two months ago, and no one became a client from it. So it's not going to work this time, either.

1:12:42

Raise your hand if you have ever stepped into that one before. Seeing a lot of hands raised. Alright, so for this one. First of all, sometimes we need to just create awareness for a client that they've stepped into it, they may not even realize it, like they might just be judgmental about the vision or doubt, right, like kind of in their resistance, when really what's going on for them is this belief of it didn't work before. So it might not work now. So sometimes, where we want to start with this is just to create awareness that that's the kind of underlying belief for that client. And then, from there, we want to be able to hold space for our client to see how this time it can be different than last time, and to see the potential in that. So some things that can help with that. Some questions? Well, okay, so even before we get to the questions, you know, normalizing, right, so we want to just also normalize the experience, right? It's normal for things to not work the first time it's totally normal to do a preview workshop for the first time or even the second time or you know, and have not have clients come from it. It's normal to date five ducks in a row. I did and right, like whatever it is. So sometimes we just also want to normalize that experience. And then here's some questions we can ask. What learnings about this do you have now that you didn't have before you? What do you know about dating now that you didn't know before? What do you know about preview workshops that you didn't know before? Are here here's another question that's similar but a little different, that can be really helpful. What resources in or outer do you have now, that will help you with this? What are the resources that you have now versus two years ago, when you try that, that can help you with this? Or another way of asking that question can be How are you different than the last time you worked towards this?

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Why is now the divine moment for this to come to fruition? Why is now a great moment for this?

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Or a question like, What do you need in order to be more successful this time? Or what do you need from me? practitioner to help you be more successful this time? Another strategy that can help a client who's in the leg it didn't work before. So why should it work now is to reconnect your client back to their deep why? Why on the goal? What is there a deeper reason that that desire or that heart's desire, oftentimes that the heart's desire can transcend? It didn't happen before. And of course, as I keep on saying, you'll, once we get through the entire program, you'll be able to do it by friend, your fear process, or you know, you'll have also different kind of processes in your toolbox. But sometimes just with these simple questions, creating awareness, normalizing, we can get through a lot of it. All right. Let me pause on this one for a moment. Anything that wants to be said, Here, it hasn't worked before, so it's not going to work this time? No, okay. All right.

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Here's

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what I just lost my notes. Okay. Marian, saying what about asking if they're open to working this time? Absolutely. Yeah. And then Maryann? What's a follow up question? Like if if they say yes, then what's a good follow up question to ask from there?

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I'll give you a moment to type that in. Michael in saying they also may just need time to grieve the loss. Absolutely. You may want to work with that. First Maryann saying what would need to be true for it to work this time? Great question. Yes. Good. All right. Third thing that can possibly get in the way of that I'm so excited for this new project, diamond spring excitement, feeling. The expectation of quick moving results and that like everything is going to be shiny and easy with no bumps in the road. So what can oftentimes happen for humans, maybe you know, this one for yourself is like you're all excited about a new thing. You've got the vision, you figured out the next goal, and then you go to start to take action towards the goal. And the first action just did not work out like that first date was a dud, or that prospect conversation just sucked or nobody showed up for the prospect conversation. And you're like, I tried right? You were expecting quick moving totally shiny, no bumps in the road kind of process and because you hit a bump in the road, all this sudden there's like no more energy to move forward, like, this isn't gonna sound good. Raise your hand if you know that one or have seen that one in others. Yeah. So it's important as practitioners for us to know that this is a human experience as well. And for me, the way that I work with this as a practitioner is while being as enthusiastic as I can, and without like being without being a downer, I am also realistic with my clients about what it takes to achieve a particular goal or vision that they're visioning. While always saying to them, now, these are my filters, right, and being open for miracles and possibility. But, but I might say to someone, before they do their first presentation like this is going to be amazing, you're going to learn so much from this experience. This is about you learning how to own your expertise, being willing to be visible in front of others. And I really, like, I really see that people are going to love this. And be excited about this, and I'm holding out that you're gonna get a lot of inquiries, because I know that's totally possible. And also know that sometimes the first time is just about doing it, and having breaking the seal and getting it done. And it's sometimes not until the second time that you see the results. Right. So like, I don't want to be a bummer. I don't want to put my like all my filters on to it. But I do especially if I see a client that's like, I can tell they're just expecting it's going to be right away. I don't want to, I don't want to poke. I don't want to like, what's the word, I don't want to deflate them. I want them to stay excited, but I want to like just subtly bring into the container that like it's all okay, and it's still gonna happen. Even if you hit a bump in the road

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especially well, I shouldn't even say especially when it comes to business in general. As we know, I mentioned this last week, a lot of people have unrealistic expectations because of marketing in the industry to lose weight in a week seven figures, and three months, I don't know, right, like well, like all of those, all of those things out there. So we want to have absolutely I think that excitement gets created when our client can like know that. This is about an ongoing journey. And that's what helps them build the resilience that's needed to really reach those bigger goals helping clients not compare themselves to what they see on social media is a biggie with this too. You know, like it's so easy like you take one next step and it doesn't work and then you like you do scroll, what is it called like doing scrolling on Instagram or whatever it is and it looks like everybody else is getting it in a second. Right? So supporting our clients to not compare to build that inner resilience that it takes really to accomplish most bigger goals. So important. Couple other pieces for today. I already kind of mentioned this, but I mentioned it again in a little bit of a different way. Sometimes in order to start something new. We have to first let something go

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It's really hard to get into a new romantic relationship, if we haven't fully let go. Or at least somewhat let go of the old one, right, if we're still clinging on, it's really hard to call in a new type of ideal client, if we're still also clinging on to calling in the old type of ideal client. So sometimes there's some work that wants to be done there.

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And then the last piece I'll put out for now is sometimes to get to that excited place because like, I don't know, as an adult adulating, it can be really easy to feel jaded. And like not that spring time, energy. Sometimes you can work with your clients, elevated inner child, and support them to embody this kind of like aligned inner child or elevated inner child of openness, excitement, curiosity, you know, we spoke about curiosity walks, I forget, in which one of our calls right like that, that's like the maiden or the young one, just like looking and being excited about things. The elevated inner child isn't attached to outcome. They're willing to laugh at their own mistakes and still continue on. They're looking for fun in the process. So supporting a client to connect in with some of that inside of themselves. To have their elevated inner child write them a letter sharing that energy to have them see the vision through the eyes of that I keep on saying elevated inner child because I know a lot of us also have wounded inner children, right. So yeah, so Angela, that elevated is like the one that is because so sometimes are that inner child that is curious, that is open that is excited can get buried under history. So like to connect the client with that one, the one that's still open and curious and can laugh and wants to spin and that kind of thing. All right. So your partner homework for this week is to continue with your visioning sessions. And we've got a couple minutes left, I'd love to hear what you're taking away from our time together today. Kendra?

1:28:19

Yeah, I have a really quick question. Is it okay to ask the question, okay. How do you one of the things that I found that I struggle with the most like when you were talking about, you know, putting realistic expectations. So I sometimes internally struggle when it comes to marketing, for example, when we are taught that we need to, like, you know, market the outcome. And of course, a lot of people work with entrepreneurs, and a lot of us, I mean, clearly, we want to make more money, we want more clients, we want all those material things. But deep down inside, I know that it's not, like, I can't in good heart be like, Yeah, we're gonna get to, you know, get you to 10k months when we're by working with me for a year because I don't know where each individual is going to where I'm gonna meet them at. And so I feel conflicted in my energy at times and then get irritated when I do you see marketing as like, you know, during my six week program from to see how I, you know, generate a 10k a month and I'm like, that's still not realistic. So how do you balance that? With really with good marketing?

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Yeah, it's such a great question. So I'll answer quickly. But the longer answer, I gave all of you as a bonus, the recordings of the sacred power program, which was all about being in integrity, if not, I'll make sure you get it call three in that program. I go through marketing step by step like how to be to market and integrity with all the pieces you're talking about. But for now, I'll share a couple of things. Number one, I using language like here's what's poppin suitable, versus like, here's what's definite. Number two, reflecting truths, reflecting hard truths in your marketing. So we learned all about reflecting hard truths here, right? So, you know, I say in my marketing, this and this and this are possible. But here's usually what's required to get there. And I'm, I'm clear on like, this is the work that we need to do. These are the pieces that you're going to want to look at, you know, et cetera, et cetera, et cetera, that can also help the right person step in because they're like, oh, yeah, she's speaking the truth. Like, I need to do that, you know. And then, from there in enrollment conversations, number one, being really honest about what you see as possible for an individual, you know, in the six months, you'll work together the year based on what their you see their gap envision is from that conversation. Being honest about what you really think, is important for them to work on in order to get there. And then in your, like, I don't know, for lack of a better word, I'll call it side marketing, like social media posts, newsletter articles, et cetera. Speaking to how, what it took for you to get to 10k months, you know, what that like to normalize that it is a process, you know, and again, like, I think I've shared this before, I often say to prospects in a sales conversation, if you're looking for the coach, that's going to launch you to the moon and back in a day. I'm not that person. That's not how we roll here. If you're looking for a sustainable business that you build over time, then you're in the right place. So that thank

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you. Yeah,

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thank you, Annalise.

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Joanna, I was really drawn to what you said about letting go of the old in order to make space for the new. Now, this sometimes can admittedly be a really tedious process, like if you are, let's say, in a 20 years relationship, and it's not working. And, you know, before you get rid of that, it may take years.

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Yeah, so right. I mean, that's why I said full or not full Lee letting go. Sometimes you can start the relationship. I mean, there has to be some part of the old relationship that you've let go in order to open up the space for the new one. And then maybe you haven't like it's not this full, and you're continuing to work on it right as you. But does that spark anything for you? So you know, might not be that, again, every little last piece is released of the old so often, as an example, oftentimes, what I say when someone's thinking of switching niches, or like how they're working, I'm, I'm a very risk averse person in general. And anytime that I've ever switched a niche or a focus, for me, it hasn't been about completely letting go of the one. In order to start the other. It's like I'm holding on to the old but I'm just I'm starting to mark it to the new and then as each old falls off, I take a new, it's like sometimes we need the bridge from the old to the new to so always coach the what based on the who, and see what the need. Is that helpful.

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Yeah, I mean, obviously, we understand now it's we could talk for a long time, but yeah, it is for the purpose of where we are.

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Yeah. Thank you. Yeah.

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Thank you. All right. I know we're past time. Of course, if you have to hop off, please hop off, but I'm gonna take Cecil's question.

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Yeah, thank you. So what I'm sitting with now is that sensation as a baby coach, as other people have, have voiced it, how to make people go through these processes when all of it is alive in yourself. Yeah, yeah. And I don't I guess I'm sort of voice Think this to release a bit of this sort of? Yeah, I don't know, anxiety around it. And maybe also there is a tip or something from from some from some of the more experienced coaches, that would also be nice. Yeah. Yeah.

1:35:16

I'm so glad you're bringing it up. Can I ask you a question? Yeah. Take a moment and tap into your inner wisdom, your higher wisdom. What is your higher wisdom know about this?

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That it has anchor,

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talk more about that?

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It's a physical sensation of the centerline. And I'm sensing a separation between my confusion around starting a business and their problem. Or how you say their thing.

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So tell me if I'm getting this right, what I think I'm hearing is that your higher wisdom is telling you it's possible for when you're working with a client, like you can have your confusion when you know all of that. But when you're working with your client that you can anchor, you can kind of find that anchor that you just described. And that doesn't have to impact that container with the client. There can be that separation that Yeah.

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Yeah, I don't have to take my the fact that I can be confused about certain things doesn't have to mean that I can be an anchor in my presence and within the container with the client.

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Yeah. Beautiful. Yeah. So that's an energetic place to continue to lean into. Yeah, yeah. Really, really nice.

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Thank you. Thank you. You're so

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welcome. And I'll also just share for you and for everyone else, I I really believe that the reason why one of the reasons why I've been able to support my clients is because I can relate to them so deeply. I understand. So, you know, like, I understand that experience. And so exactly what you're saying, I can check the filter enough to not bring the confused energy in. But I also have the privilege of understanding how the client feels and that can support me in in guiding them as well.

1:37:59

All right, everyone. Thank you for today. I can't wait to see how all of this evolves. And I'll see you very soon. Have a great rest of your day.

1:38:10

Bye