



Sacred Depths Certification

Deep Listening Skills 1

Hello, everybody. Good to see you

00:25

give everyone a minute to pile and I hope you're all doing well today

00:55

Joanna Joanna, how are you? How are you? Hi, everyone. Good. It's good to see you. Good to see you too. I'm sorry, I'm I'm on here on a computer I

01:04

rarely use on a Mac. And you might see me like trying to fiddle. No worries. Good to see you. Likewise.

01:16

All right, well, let's get started. And let's take a moment to come into the space together and to bring ourselves fully present especially because for work for most of our time, today, we're gonna start looking at listening skills and listening skills. A big piece of it is about being fully present. So wherever you are, I invite you to either close your eyes or if that doesn't feel comfortable, or if that's not possible right now. Just metaphorically close the shades on your eyes and go inward for a moment or two. Giving yourself opportunity to arrive here giving yourself opportunity to call all the parts of yourself back home

02:29

so that you can have them with you. To help you here Find your breath and with each breath, I invite you to come more into your body and into this present moment.

03:09

Remember your body sometimes we forget and then placing a hand on your heart and connect in with your heart. Bring your heart fully online with you as well.

03:45

An honor your heart. Honor all the love that you hold. Honor your passion and honor all that you've experienced. Together, let's all take a nice deep breath in and exhale everything out. So breathing in

04:23

before you open your eyes, taking a moment to offer up a prayer or if that language doesn't resonate with you to offer up an intention. Whatever feels important for you right now

04:53

and then, opening your eyes bringing yourself fully here is great to see everybody been looking forward to our call for today. Before we jump in just a couple of housekeeping logistics pieces. The first is, a lot of you have already opted in and signed up for coaching partners. So excited to look through all of it and to match you up. You have until tomorrow to let us know if you'd like to have a coaching partner for the program. And again, I highly recommend it because practice is just so useful in mastering the skills. And also it's not for everybody. You know, every now and again, it's just not for whatever reason, it may not be for you, right, so check in and see if that's something that you want to opt into. And let us know, by tomorrow, if you haven't received an email about it, just let me know, hopefully, you have. So that's one piece. And then the second piece is, and I try to not give all of the logistics all at once again to giving them piecemeal, because there's there's a couple of different moving parts. But the other thing I just wanted to mention today is that we do in the next we need to start thinking about the small group cohorts. So those are also optional. The small group cohorts meet every other week on Wednesday, afternoons Eastern Time, involved, who I know many of you have met on my team, she leads them. And again, like the partners, the cohorts aren't for everyone, if you have a very busy schedule, or if you feel like you're the kind of person you get the information you process and go, it may not be for you. But I know that it's been really valuable for folks who want to go deeper with the material that we're learning who want to have more opportunity in small groups, for discussion for looking at some of the layers etc. One of the thing that things that researchers have found, one of the elements of learning is that it's great for us to hear things, it's great for us to read things, see things. But when we discuss things, that's when the learning goes deeper for us. That's one of the reasons why I try to include as many shares as I can in class. And also that's one of the reasons why we do a lot of blueprinting. And I'm sorry, not blueprinting journaling in this program, because journaling is a way of dialoguing, right? Even if with yourself, discussing with yourself. But anyway, all of that is to say, I'm really happy to also provide for you the opportunity to be in groups of small groups of four or five, where every other week, I give specific questions that are related specifically to what we've learned over the last two weeks so that you can go deeper so that you can form a deeper bond with the people in your cohort so that you can kind of look at some of the issues that we're bringing up more deeply. A great example is I love how some so many of you both in our class last week and then in the Facebook group are in conversation and inquiry around what it means to be whole and complete. You had we started cohorts, right when we started the program, that would be one of the place, a place for discussion around what it means to be whole and complete, etc. So the way that the cohorts operate is that we'll ask you if you want to be part of it. If you want to opt in. In the email, you'll see the schedule so you can see beforehand if that works for you. And then the invitation is to commit for five months. And then you'll be with the same cohort for five

months. And then almost everybody here is in mastery, which is the full 10 month program. And so then at the end of those five months, you'll have an opportunity either to opt out or to opt in will create new groups, and then it'll be another five months commitment. So just like with the coaching partners, you'll get an email over this next week with details and inviting you in.

10:28

One of the things again, just to say I feel strongly about this program is I give lots of different opportunities. It's, I want you to do this your way. If the cohorts speak to you, awesome, do it. If it doesn't really speak to you don't feel like you're missing out, you know, you really get to do this in the way that works best for you. Any questions on the small group cohorts?

11:01

Join, I have a question. Do you need to participate to all of the sessions or you know, like with a partner of different because you know, it's required qualification? What about you know, because sometimes things may come up? And

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absolutely, so first of all, you don't need the small group cohorts for certification. It's really just if you want to opt in. And because it's a small group, you know, if it like only one person shows up, or only two people show up, it's kind of a bummer. So of course, life might happen. And once or twice, you might need to miss you know, I understand that. But I do ask if you're going to commit to the cohorts that when you commit, you're intending on coming to all or most of the sessions, and you

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said it's like, it's the time in the afternoon. So what time because obviously, I'm five hours,

12:01

I believe it's 3pm. Eastern, let me just double check. No, I think it's 2pm. Eastern, actually. The email will say specifically, but I believe that it is 2pm. Eastern.

12:19

Okay. And it's an hour and a half. It's an hour.

12:22

That's a 16 minute call. Okay, yeah. Thank you. Thank you. Yeah, you're welcome. Great questions, Michael in.

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Yeah, I'm loving connections with individual people in the group. So I'm wondering, are there will our partners be in our CO our small group? Or will you try to keep those separate?

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We do our best to not have partners in the group so that you can connect as with as many people in the program as possible, but, you know, it just kind of depends on numbers and how it works out. But we do try our best. Yeah, great question. Okay, let me see. Would we ever consider having a small group cohort later in the day? So good question. So some of it depends on involves schedule. I think for this coming round of five months, no, because we've already said it. But possibly for the next round of five months, I'll definitely bring it up to involve one of the things that we're always juggling with class times is everybody's timezone. So I feel like so I feel so happy and excited and proud that we have people from, you know, all over the world in this program. And so I'm always trying and of course, people in New Zealand, they don't went out on this one thing, good. But um, we're always trying to find class times that can work with a lot of different time zones. So Lisa's asking, When will you be notified of partners? So tomorrow is the deadline for partners and then over the next few days after that, I'll go to work on matching people up and then Talia will send you emails. If not Friday, then you know, Sunday, Monday at the latest, so you'll find out within the next week. Okay. All right. So I've loved some of the conversation. Oh, Barbara, go ahead. Did you have a question? Yeah, I might have missed it. So when did the cohort start? Do we know what the sequences they are starting in a few weeks? I don't have all have the dates in front of me. But in the email that goes out, well, you'll have all of that info. Thank you. Yeah. And they're on Wednesday afternoons. Okay. Yeah, we'll send the full schedule out in the email. So you can see.

15:27

And Janae Yeah, you know, so long as you know, there are just a couple dates that you have to miss, but you can make most of them for sure it would be okay to participate. All right, after the first couple weeks, there's a lot of logistics, and then we kind of settle in and there aren't as many. So let's, let's dive in. We're gonna be spending most of our time today, oh, let me just answer this one Q in the chat, I don't think it would work. If you can only be there for 35 minutes, I think you'd have to commit to the full hour. So we're gonna spend most of our time today diving into our deep listening skills module. And we're going to be focusing on listening skills for our next three sessions. But before we do, there's one piece around energetics that I didn't mention last week that I wanted us to take a look at today. And of course, you know, I said this last week, but I think it's worthwhile to mention, we're everything we look at, we're going to come back to energetics. That's number one. So we're not done at all with energetics. And also, we're not done with this work around. I am whole and complete. And you are whole and complete. I know a lot of you are in inquiry with this in process with this. That is as it should be. We're not like the shift happened overnight, you know, and we got it i i Still I teach this. And I am still in process with this. So we're These are pieces that we're going to keep on coming back to on the outer and the inner levels. So another aspect of energetics that is really important for us as practitioners to have to be thinking about is this. In order to create a strong coaching relationship, ie strong energetics, you want to also create a strong coaching container. In order to create a strong coaching, relationship, and energetics, you want to also create a strong container. So what is a container? Well, every client relationship that you have, and for that matter, any session that you have any retreat that you lead any workshop or class that you teach, it needs to have a container. It's not a container that you necessarily see. But still, it is very real. The container literally holds the transformational work inside of it. It helps you and your client come together or you in the group that you're teaching come together as a unified whole. It helps you stick

both you and your clients stay engaged and engaged, emotionally, mentally, etc. Containers, keep your clients connected to you during an in between your sessions, without you having to work so hard to make that happen. tight containers create a sense of trust and allow clients to be more fully present, to engage more to be more vulnerable. So all of the things we were talking about last week. Transformation and results happen when energy is transformed. I'm going to say that again. Transformation and results happen Then when energy is transformed, and you can't transform energy, if there isn't a tight container, so the best way I can explain that is through the image of a glass of water. So let's say that the water is the container, right? No, I sorry, the glass is the container. And the water is the energy inside of the container.

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If the glass if the cup is tight, if it's solid, if it's a strong container, then we can shift the water the energy inside the container, and it can transform. But if this glass were to have holes in it, if it were a leaky container, we wouldn't be able to do our magic, which is essentially our coaching and transformational skills to move the water the energy around to shift and transform. That makes sense. So far, yeah. Okay. So when we're not actively creating a strong container, or when we we haven't really thought about creating a strong container, it can often default to a leaky container. So how do you create a strong container? Well, first of all, everything we spoke about last week, in terms of equalizing the playing field, that's one of the components of really having a strong container. Another component of a strong coaching container, something that can really help strengthen it is for you, as the practitioner, to prepare yourself to hold that container for you to prepare yourself to hold the container. So for me, what that means preparing myself to hold the container, it can show up in different ways. Sometimes, before a workshop, or even before a one on one coaching session, I will visualize me and my client or, you know, visualize me and all of you and us holding this space together, being in this container, being in it together. So preparing yourself energetically. Another practice that I have. That's really meaningful for me, and it helps me hold the container is on the morning, if I have a bunch of client sessions. In that morning, I light a candle and I spend a few moments thinking about each person I'm going to be connecting with that day, I think about their goals, what we vision together and just kind of open my heart to them. That allows me to show up and hold that container, be in that equal playing field. So I like to prepare myself energetically. But then there's another really important component to a strong container. And last week, Melissa, in her question, she started to get out this. Strong containers are one that have clear agreements, protocols, and boundaries. Strong containers have clear agreements, protocols and boundaries. So let's just think about this for a moment. Have you ever worked with a practitioner or entered a program and it doesn't even have to be in the realm of coaching, right? It can be you know, any kind of practitioner and you haven't known, how long are the sessions? What how and when is this person going to be in touch with me? When will I get my test results? You know, things like that. There is not as much much safety for you then to settle in and be fully present for the work of the container. Does that make sense? So one of my favorite sayings, and I wish I knew where it came from, it didn't come from me because I want to give give that person credit. Is this an ounce of pre framing prevents a pound of reframing

25:37

an ounce of pre framing prevents a pound of reframing. In other words, when we take the time, at the beginning of a relationship, to be clear on the agreements, on the protocols, on the boundaries on how things are going to work, then we have then we spend a lot less time later on backpedaling, you know, trying to explain it, getting people to feel okay, dealing with hurt feelings or mistrust, because people were not clear about the protocols, or about the agreements or about the boundaries. That makes sense. Yeah, okay. So in a bit, we're gonna have a, we're going to do a full session where we look at boundaries, where we look deeply at contracts where we look deeply at agreements, that comes later in the program. But I know because I bring it up. Now there's like, you know, curiosity about it. And, and, you know, so I'm going to talk a little bit about it now know that there's more to be continued. And also, I will, even though we'll go over it in detail later in the program, I will this week drop in the member Center, an example of a contract and an example of a welcome packet. For those of you that are ready to put some more pieces, you either start new ones, or to tighten your containers with the contracts in the agreements, the welcome packets that you already have. So just as some some things to start to think about. You want to be clear, with clients from the get go, how long are sessions? Right, I know that sounds like such a simple thing. But if we if our clients don't know how long sessions are, again, it's hard to have that feeling of safety and just like opening up to be present, you want to think through. And I'll give this as homework. For those of you that are already in practice, I want you to really think through this, even if you've thought through it before, go back with a fine tooth comb. And then for those of you that aren't in practice with clients, yet, I want you to start to lay out some things. What are your responsibilities as a practitioner? What are your responsibilities that you want to make sure your client knows? I like to share with clients how I'm going to show up for them. Right as an example. I like to share with clients, if you send an email, you'll, you'll hear from me within 48 hours. It's a little detail. But again, if that agreement isn't set, if I haven't shared that, that's my responsibility. A client sends an email and they think I'm answering emails every day, they're gonna feel dropped or not seen or like oh my gosh, she's not doing a good job. But if they know from the get go, it's within two business days, then there's no confusion about it there. I like to be clear about what happens if you need to reschedule an appointment. How what is payment look like how is payment made, etc. So again, we're gonna we'll do a class in a bit on all of these pieces, but it's good to start thinking about them or fine tuning what you've got just a little bit more on containers for now. I also like to think so I also like to think of each session as its own container. So I think about the full cycle of work that I'm doing with a client as a container. We'll talk about that in a moment. And then I think about like, we have these mini containers within that bigger container of sessions. So how do you create a tight container in each session, in addition to all the energetics and the equalizing the playing field that we've been talking about? Well, a great way to create a session, or to create a container with each session is as follows. Number one, I like to invite clients to fill out a pre call form before the event before the session itself. And I'll share with you an example of mine. But you know, it will have things like what are you celebrating since we last connected?

31:14

What have you been working on what's been standing in your way, etc. It's a beautiful way for the client to articulate where they're at in the process. And it's also a great way to bring the practitioner up to speed so that we can step into the session, and there doesn't have to, you know, we'll look at things but I'm already I have a lot of information on what's been going on. Another important piece, instead,

setting a container, each session, getting clear at the beginning of the session, on what the client's intention is for that session, what is it that they would like to receive from that 30 minutes, that 45 minutes that hour, or whatever it is that you're together, I cannot underscore enough. The importance of taking a minute or a couple of minutes in the beginning of a session, to hold space for your client to get clear on what they want to receive through the session. When you skim on this piece, sessions tend to meander, they don't if they don't have a clear goal, you can easily get off track. One of the easiest and simplest ways to support a client to get clear on their intention is to simply ask what would you like to receive in our time together today? Or by the time we reach the end of this session? What is it that you hope to take away? Now, sometimes you'll ask that, and the client and the pre form, the pre call form will also help with this. Sometimes you'll ask that question. And the client will be crystal clear on what they want to receive, edit takes, you know, 30 seconds, 60 seconds, and you're good to go. You know, you know where what your goal is. Other times you may ask that question, you know, what is it that you'd like to receive? And the client isn't crystal clear? Or they're a little vague? Or they're not yet? Sure. Take the extra one minute, two minutes, three minutes, whatever it is, to ask some more questions, you know, based on where the client is at what you know about them, etc. To help them get clearer. It is it is not a waste of time it is slowing down in order to speed up. So you want to be clear. And it's similar to what I was saying earlier about at the beginning of a whole coaching cycle. You want to be clear on agreements, right? You want to be clear on protocols. Same way at the beginning of each session, part of the that's part of the agreement, right what they want to take away. Now I'll just share sometimes through the course of a session, what a client wants or needs to take away might shift from what they said originally. That's all good. You so long as you're tracking and you notice ah maybe there's actually A different thing that wants to be taken away here, maybe it's not so much clarity on a situation with a colleague at work, but how to respond better when feedback or criticism is given, right, so that may change through the course of a session, that's fine. So long as you're tracking and looking together with your client at what's aligned for them. So you want to set intentions at the beginning of a call. And the other thing that really supports a container is then at the end of a session, taking a minute or two, to close the call. And you want to do that, by asking the client, what are they taking away? What have they received through the session. Sometimes I also like to ask a client how they're feeling.

36:03

Asking for takeaways. Number one supports a client to see they got what they wanted to receive, right? They got their intention, it helps them integrate you so much can happen in a good coaching session, it helps them start to integrate some of the most important things. And it also gives you great feedback on what feels most important to them. And what what they're really taking.

36:36

Similarly, I'm going to say one more thing. And then I'll answer some questions just like we want a beginning and an ending for each session, you want to think about and that helps create the container. You also want to think about a beginning and an ending, when you're working on a cycle of sessions with a client. So let's say your client has signed up for six months, the first session of those six months, and the last session of those six months are going to be a little bit different than all of the sessions in between. You want to think about a kickoff call, where you're setting intentions for the entire container,

you're setting goals for the entire container, you know, inner and outer, you're looking at what the client really, you'll have done this in the sales conversation too. But you know, to go deeper with that. And then you want to think about a last call where you do get to integrate takeaways as well. Our very last session of sacred deaths, I'm going to go through how to do a next steps call with clients to support them at the end of a cycle to integrate all of their learnings and also to see if they want to continue working with you. It's a really powerful process. Alright, let me pause here. See what questions there are. See, there's some in the chat. So how do you reconcile the on payment? How do you reconcile the additional charge for credit cards versus cash or cheque? That's a great question. So at this for me, in my business, I don't we do credit card or PayPal, and both have charges associated with them. We don't do cash or cheque. And so for each practitioner, it's your own decision on how you want to handle this. When I was in that phase of I was still accepting checks and also move to credit cards. I just had a clause in my contract that said, you know, they'll be I didn't charge more sorry that I didn't have the clause in my contract that I didn't charge more I just the fee was, you know, my administrative whatever you want to call it, issue. So you if but if you want to charge a little bit more you can add that clause into your contract. Law does asking How about sharing intentions for what clients want to receive in a group session? Yeah, such a great question. So if you'll notice, we did that last week, I asked everybody about their intentions, right? I'm not going to do it. Every single one of our calls. But it is a great practice. At least at the beginning of a program. To have a group program to have people set intentions. You can do it at the beginning of each session. If you do that, if you've got a lot of people, obviously not everybody is going to be able to share you can have people share share in the chat for sharing breakout rooms. Kendra?

40:08

Hi, Anna, Lisa, here first I wasn't ready. A couple of questions. So I do have in my welcome packet, I have my pre call form that I have them that I would like for them to complete before a session, what do you do when clients? Don't I have this inkling that maybe I need to just bring it back to their attention and say, this is in there? Maybe they're overlooking it?

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Yes, I always get this question. It's not uncommon. And just so you know, not all of my clients fill out the pre call forms, too. So if somebody isn't, I will bring it back up. And I'll say, you know, hey, I make it optional, not like you must do. We can't work together, right. But I'll say, hey, you know, I sense this would be helpful for you. And here's why. And, you know, based on what I know about that client, I'll share. And then we'll just we'll have a small conversation, and I'll ask them, Is this something you want to do? Do you need support in making this happen? Do we need to because for some people, it can be an organizational thing or time thing, which of course, it's happening with that it's a bigger issue in the goals we're looking at anyway, so that it's a great jumping point for coaching that out. So I'll bring it up in conversation. And then every now and again, there's the client who's like, you know, what, like, I just want to show up and do my thing. And then accommodate for that.

41:36

Okay, perfect. Um, and then real quickly, how do you handle when you're in session, my sessions are an hour long. And what I find sometimes is that I have so much that I want to share with them that I noticed

myself kind of speeding up because I'm like, let me have so much to share. I'm so excited. What would you say? Or what advice would you give around just grounding back into just slowing down and trusting that? Even if there's five other things I want to share? They're going to get what they need?

42:05

Yeah, that's such a great question. So a lot of that has to do with your energy, your energetics, I should say, right? So tell me if this resonates for you. But I'm wondering if it might be valuable for you for you know, one minute, two minutes before a session for you to slow yourself down. And so this is part of that container holding that I was talking about, so that you come like attached to the ground solid, energetically, like feeling this instead of this, right. So just setting that energy in that container, I think will help. And then when you do that, to, you know, to just remember that truth that you just shared, which is that they they don't need more and more and more. And actually, real learning happens when we have time for integration, when we have time for to get to the layers, not when there's so much that's learned. Okay? Great. Thank you. Annalise.

43:19

Donna, you in terms of shifting goals during the session. I find it sometimes quite tricky, because we you know, you start with the goal of the session. And then sometimes things come up and they want to talk about something else. But then you want to bring them back to what originally planned, but then sometimes it's actually more important to go somewhere else. Yeah. Do you have any tips on?

43:54

Yes. So first of all, in general, one of my rules is, if I'm thinking it, I want to share it with a client, if it's going through my head, I'm going to share it with a client. So if I'm in session, and a client kind of starts to go here, and I'm not seeing the connection to get them to their goal or what they their intention, I'll say, hey, let's pause here for a moment. I'm totally open to go down this direction. But I just wanted for us to I just wanted to ask you, I just wanted for us to look at this for a moment because I'm not seeing how that will get you to the intent or how it's related to the intention for the call share it, but you might be seeing something that I'm not seeing. So let me know is this actually a road that makes sense for us to go to or should we bring our attention back to x, right, whatever the X is, and then have the client decide from there. Michael Lin

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Well, it's a similar question. And I see one in the chat too is, you know what, at least just ask like, I have a client, I have had several clients that they're like addicted to the distraction, they're addicted to getting off track or addicted to the wondering, and there's such comfort in that. And yes, we can hold them and keep going back and do you know, this is the goal that you set, this is the goal that you set set. And I think that's valuable. But there's also a point where I want to turn that around to positive for the client and talk about that. And as a reframing of this is one of your gifts or skills like you are here and there, and here and there, and here and there and creatively thinking, but I don't always know when it's more of an intuitive thing. So how do you deal with the client that really takes that to, to an extreme?

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Yeah, so I hate to say we'll get there because there's a lot to say on it. But it I mean, from what the way that you're asking the question, it sounds to me like that's a resistance archetype, right? That like the distracted one, the one that kind of Now, sometimes people for different reasons, and neurodiversity, right. So that's something that we want to be aware of, and not ever make anything wrong about anyone, right. And also always find the gift and the gold, or ways to work with etc. So I mean, we need to check some of those filters. But if it truly is, like distraction mechanism, then you might want to work, work it as a resistance archetype. And that process helps you find the gold in it, as well. And we'll get to resistance archetypes in a bit. But is that helpful for now to think about it? Yes.

47:03

Yeah, thank you. And again,

47:05

like I was just sharing, if I'm thinking it in my head, I share it with the client, right? So I might say, I love that you're so creative. And that, you know, like your mind works in this incredible way that you think about this. And that and the other thing, and it's amazing. And also tell me, because I might not be getting this right. I also want us sometimes to stay a little bit more focused, so that you can get to x, y, z. I'm wondering if that's been on your mind and what you think about that, right. And so that's just a beautiful way to then open up a conversation about it in a different kind of way. Okay, great. Okay, so all this being said. If you're currently working with clients, one thing I want you to think about this week for homework is this, I want you to go through your client roster. Think about each one of your clients. And ask yourself, what is one thing that you can do starting this week, to strengthen the container with that client? What is the one thing you can do to strengthen the container with that client? If you're not yet working with clients, you can think about any relationship in your life. So for example, a lot of what we have been talking about in terms of energetics and containers and agreements and boundaries. I am the parent of a teenage child. The clearer that we are on agreements, the smoother things go right so you can think about that for your personal life. Okay. So let's start to move into listening skills. Today, we're going to be looking at some foundational pieces for listening skills. And then next week, we're going to be looking at specific tools to help us listen deeper and better and more effectively. And then our session after that we're going to have a practical listening practicum where we actually get to practice all of this as I mentioned, Last week, at the outset, some of the things that we look at today are gonna seem simple and obvious. Especially for all of you, because you're all smarty pants. But that being said, I want us to get into the details of some of these pieces. And these principles. That's, that's where the mastery comes. So, speaking of which, especially if you're a seasoned practitioner, if this is for everybody that especially if your season my invitation is for you, since we're talking about listening to you is to open up your ears, and listen with fresh ears so that you can go even deeper with skills that you have. So, first, this led first to start, let me ask you this. Think about your client relationships if you've got clients or any of the relationships in your life. How well do you listen? How well do you really hear the other person's truth? The other person's beliefs, the other person's experience the other person's perspectives behind the words that they say? How well do you hear even what the speaker may not even realize that they're saying or realize about themselves. This is what we're going for with deep and masterful listening.

52:08

So here's the first principle that can really help us become better listeners. And just better practitioners all around, not just for listening. Everyone wants to be seen, heard, and loved. Everyone wants to be seen, heard, and loved. So it doesn't matter what work you do. It doesn't matter who your ideal clients are, or what type of results you're in the business of creating. If you're going to coach someone, or mentor them, or teach them or support them towards any type of goal or growth, you want to remember that everybody wants to be seen, heard and loved, even somebody who at the outset, doesn't seem to want this, I promise you, behind the blocks behind the fears behind the beliefs at their core, all human beings desire this, when an individual feels seen and heard and loved, they feel validated. It helps them to feel more confident. They feel more accepting of themselves. It helps them become more courageous. It helps them feel more willing and able. Okay, so like I said, pretty obvious, right? And yet, we can sometimes forget this. Because we get so focused on wanting to help our clients get their goals done. Or we get so focused on trying to, you know, be successful, having them be successful, or we get so focused on we need to do such a good job as the practitioner. And so we get focused on that. And then maybe we bowl over a concern that a client is having, where we don't hear between the lines or we overlook a particular frame of mind that the client is in or we forget to acknowledge the growth that they have made and instead look towards only towards what still needs to be done. And then when we do that, when we focus just solely on the goal, we in essence, stop listening. We stop really seeing and hearing and loving the person in front of us. So what gets in the way of creating an environment where we can really support our clients to feel seen and heard and loved by us. A lot of times, it goes back to the equal playing fields that we spoke about last week. If you're really focused on your own flaws, then it's really, it's going to be hard to also focus on your client, right, and to see and hear them. If you're really focused on your clients flaws, it's also going to be hard to really see and hear them.

55:56

And then there's another piece in this that I think is important for us to consider. What I've sometimes observed, for some practitioners, is that sometimes our own need to be seen, heard and loved, gets in the way of us being able to see, hear and love our clients, sometimes our own need, gets in the way. Has that ever shown up for you? It's sewed up for me, just so you know. And that's normal, right? Because again, all human beings want to be seen, heard and loved. So the idea there is outside of our client containers, we want to surround ourselves with people that can support us to feel seen, heard and loved. We also want to validate ourselves and work on seeing and hearing and loving ourselves. It can't all come from ourselves, we really do also need it from other people, but not from our clients. All right, let me pause here. I'm moving a little quickly. Because there are a couple of things I want to make sure we look at today. But I'd love to hear one or two thoughts on this piece on feeling seen heard and loved. What are you seeing what's coming together for you? On this what feels important? Emily,

57:43

I noticed that it putting it in this frame of me being seen, heard and loved. Sometimes I can get in the habit of listening to respond rather than listening to really hear what's going on.

58:00

Yes, yeah. So that is such a great place for you to start to become. And I'm going to give you this homework this week. As you move through your client sessions this week, I want you to notice in the moment when you're doing that, when you're listening to respond, versus listening to listen. And I want you to shift your energy and you can almost like energetically open up your ears when you notice that focus on seeing hearing and loving your client and then see what shifts. You can also just in the 30 seconds before a session set that intention as well. Does that feel like it would be useful? Yeah, for sure. Yeah, I love that. And I'm glad you're bringing that forward. Because this, if that's part of it, right? It's like, we want to give the right response and get them to the next place. And then we stopped listening. And

58:55

the thing is, for me, it comes up most with clients who do the exact same thing in their life. And so I'm just getting hooked into their way of being.

59:06

So energy follows energy, right? So. So that's why part of that setting the container, not that we want to override our clients energies or anything like that or not let them have where they want to be. But we want to be clear on what our energy is as we step into the container. Thank you. Awesome. Thank you, Carmen.

59:35

Hi. Um, yeah, so this topic right here is really big for me and slowing down and really listening to my clients is something that I really wanted that support with and actually one of the reasons why I joined this program. I'm what I'm hearing what I'm feeling within myself, when I resonate, resonate with what Emily said around listening to respond, right like that. Take a quick reaction for me rather than taking in. And what I'm also noticing is that I sometimes come into the space with what you said about only, like solely focusing on the goal, right? So like, I'm constantly like, and it's my own stuff being like, oh, I want to be this great coach, I want to help them get the results, like, we need to stay on track with this, that sometimes that of my own anxiety and my own feeling of maybe not good enough, I need to be this great coach can sort of distract me or like be this thing in front of me, that's not really allowing myself to be present with them, and taking it in meeting them and being with them. And and you know, rather than being fearful that I'm not getting them where they want to go. So this really like spoke to me just now. And I'm like, I think that's, you know, a part of what's been coming up for me with with some of my clients and coaching. Yeah, I'm

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so glad that that's becoming more clear. And I don't know, this phrase is coming to me while you're talking. So I'll just toss it, if it's valuable, I'm going to just keep on hearing my head is trust the magic that's available in that connection with your clients. So thank you, Kelly.

1:01:23

I'm seeing a little bit of my thoughts being mirrored in the chat. But I actually find that with my clients, they really feel seen heard and loved. Like, I think it's one of my coaching superpowers. What's not my coaching superpower is getting them to be. And I mentioned this above in the chat. But I'm being kind of efficient at the beginning like and identifying like during, I asked them to do a check in and there's a structure to it. And I asked them to set their intention. But sometimes it will go on for a very, very, very long time. And I'm listening really deeply and wanting to tease out what it is they're wanting to get to. And we always end up there. But even when I tried to like redirect and move into though, where do you want to go today, they're like, I just need to share this one thing, and I trust that you're going to figure it out, because you always do. So I just so I don't it feels almost contradictory. Those two pieces does. Does that make sense? And, and I feel like the shoulds in my mind of all I need to redirect that I need to do this. And we always end up going where we need to go. But then I feel like the really deep pieces around what needs attention or what needs healing ends up being much briefer. And maybe that's okay. But I feel like we could do more if I were able to move them to that place in more efficiently. Yeah,

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I hear you. So I can't give a quick answer to it. I wish I could. But it's, it's uh, I like I want to say let's get through listening skills, creating awareness skills and questioning skills, and then let me know where you're at, right? Because it's all of those things. That's one and I'm sorry. I love that you're saying you still get them to where they need to go. So keep that in mind. And what I'd say is for now, number one, don't be afraid to reflect what you think they want or where you think they need to go. Always with asking does that resonate for you, but that that can be a shortcut through like, they don't have to say the words themselves. If you're hearing it between the lines, you can reflect it back and have them check it out if that's truth, right. So I start to work on that. And then just for you and everybody to say every now and again, one of the I don't like for this to happen often. But every now and again, one of the purposes of a coaching session is a client just kind of needs to dump out all the stuff that's swirling in their head and use the the container as like getting it out from inside of them and outside of them with little or not so much reflection but just as a way to express now, we don't want that happening all the time. But, you know, sometimes that's what a session or a half a session is. And it it really does hold a purpose for the client. So I'll just toss that to Awesome. Great question. Laura.

1:04:39

You're muted, Laura. You there.

1:04:42

Thank you. Sorry. Um, so one of the things that you said about how sometimes you're only to be to be seen heard and loved gets in the way of you being able to do that for your client. And I'm I've just I'm curious about maybe an example or what that looks like and how you might be able might have a strategy or an approach to be able to raise your awareness and be able to get past it.

1:05:10

Yeah, absolutely. So I'm going to share something with everybody here. I have a deep inner desire for everybody to adore me, for people to think that I am like, so brilliant. Let me know. Okay, there you go,

you know this about me now, that's never going to change. So I mean, it just it's part, it's, you know, it has to do a lot with patterning and all that I've worked a lot on it in my life. So that's number one. I don't want to bring that for as much as I want my clients to adore me. And I might think about that outside of session. I don't want to bring that into a session, right? Because as soon as I do, I'm not going to be able to see here and love and listen to them. So instead of that, what do I do? Well, I'm continuously doing my own work. I'm not over needing that, right, like finding that right balance of it. I have people in my life who know my work who are there. It is safe and appropriate for me to be like, tell me I'm doing awesome, Toby. Really smart, right? And they can tell me that sometimes. It's sometimes it's hard for me to read client testimonials, because I'm like, Oh, is that really true? But sometimes I may have to go and read, like get the validation and the seeing heard and loved that way. But I'm not going to bring it into our group classes. I'm not going to bring it into my set one on one sessions. Does that make sense? Awesome. Yeah. I see there's a lot happening in the chat. I am going to go back and read all of it. But there's still some pieces I want to make sure that we cover today. I love Kendra saying you feel like being seen heard and loved is almost like the underlying unspoken goal for every one of your clients. Yes. Okay. I'm going to go back and read. Read all of these. And we'll have some more q&a. At the end. Yeah, see, some of you are mentioning your you see this with your kids as well. 100%. Okay. Okay, next listening principle. Again, such an obvious one, I'm going to go through this one quickly. But it's, it's important to be truly present in every moment. Be present in every moment, bring your full attention, your full focus. Also bring your full heart, and spirit and soul to each session. The more present that you are, the more you're going to be able to hear in between the lines and hear under the surface, and also help your client feel seen, heard and loved. So I know it goes without saying. But I'm gonna say it anyway. Don't allow distractions like technology to get in your way of being fully present. Or distractions, like thoughts about the rest of the day, anything like that. Our prefrontal cortexes can really only focus on one or two things at a time. So if we're thinking about I need to pick my daughter up from school, we're not fully present to our client. Here's some practices that can help to be fully present. Number one, I'm not good. I don't like meditation personally. But if you are a meditator meditating, at the beginning of a client day, can really help with that focus without being fully present. I'm more of a kind of like the meditation, which is a different kind of meditation that we did at the beginning of this call, just kind of bringing my breath, being aware of my body, opening my heart. If that's something that resonates for you, you can do that before a session or at the beginning of a day. Setting the intention right before a session to be fully present, taking a minute to open yourself up, et cetera. That practice I shared earlier about lighting the candle at the beginning of The day that can help with presence, turn off distractions.

1:10:09

Turn your email off, turn your social media off, I never have, I almost never have my phone ringer on my cell phone, Ringer, anything that's going to doing anything that's going to distract me. I'm just right. Because our human, the way we work is like you hear the ding, and then you're curious, and you want to know, right, so just eliminate that distraction. Along with that, this one I've learned the hard way, don't read any emails, like three or four minutes before a session, because it could be the moment that you get that shitty email that like puts you into a panic or anxiety, right. And then you're bringing that into the session with you. So I don't I try not to check email right before a session. Take care of your body. That's a really big component of being present. If you really have to pee, it's really hard to be present. In

a session, if you're really hungry, if you haven't eaten or taken care of your blood sugar, it's really hard to be present in a session. And I'll just share this other piece. For me, it's been a real practice to get used to sitting on Zoom. When I work with my one on one clients, most of them are still on the phone. And one of the main reasons for that is I actually get present when I'm walking around my house. Sometimes for me sitting in one place, it's it's a it's just this weird, energetic thing. So if you're one of those people that tends to walk around your house, when you're coaching, you're not doing anything wrong, you're not distracted, it actually can be a way of focusing moving. And for me, it's actually moving with an energy to I noticed when energy is moving, I move, etc. Okay. I don't know how this time went by so quickly, there's still a bunch of things that I want to share. Here's another principle. Listen to yourself, as well as to your client. Listen to yourself, as well as to your client. So traditionally, you know, in most of the ways that listening skills are taught, they're usually taught as a one way street, you listen to your client, end of story. But that's really only half of the equation of deep listening skills. You want to listen to yourself to so what does that mean? It doesn't mean that whatever you hear from yourself is the truth. The client's truth is always the truth. But are that your opinions are the truth or anything like that? So it doesn't mean any of that at all. But here's what it does mean? What do you sense about your client? As you're listening to them share? For example, do you sense that she's excited? Or do you sense that this client is speaking nicely, but really the way they're talking? It's more somebody else's expectation? Not their own? Do you sense not? Their thinking? They're not thinking as big as they're actually ready to thing? Do you sense the client is really just skimming the surface? Do you sense that there's actually a big emotion right under the story that they're sharing, even though they're trying really hard to be calm about it. You want to listen to yourself for those senses, and then check them out, maybe create awareness or ask questions around them. We'll get to that in coming weeks. I really see listening as a dance between listening to your client and then listening to what you're sensing about what the client is saying. And listening to your client etc. That then you're co creating together and that actually is what helps you listen in between the lines and below the surface.

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So, my question for you, you can think about this with clients or when you're listening to anyone in your life do you generally listen to yourself? You know, we could call it your intuition or what you sense do you generally listen to yourself? When you listen? And if you're not listening to yourself, when you're listening to others, how come take a moment with that? Yeah. Do you generally listen to yourself or your intuition when it comes to your clients or just when you're listening to anyone in general? And if you don't, or you sense, you could be listening to yourself or your intuition more? Why not? Why aren't you? He is saying I feel like listening to my intuition comes fairly naturally. But often get off a call and have very little recollection of what I've actually said, I have to actually take notes on my side of the conversation as well. Yeah, you're not the only one. Amy's saying I get so many body experiences that I can't ignore. I bring them into my sessions. When I get a page, she says, You say things like when you say that I get a pain in my heart. Yeah, beautiful.

1:16:58

This is one of Anna's strengths. But when it's something you don't think the other person will want to hear, you tend to hold it back. Yeah. So it's good to just be aware of if you're listening to yourself, you

don't have to act on it every time and then a session, right? Maybe you're just collecting that for you. Because you're listening. Sometimes we're asking questions immediately, based on what we hear other times we're collecting information, we might bring it up at a later time, etc, right? We want to be listening.

1:17:41

And then I'm going to add this piece to it. And we'll pause for some cues. This is another foundational piece for listening. But it's also a great tool that will help you listen to yourself while you listen to your clients. And it this is another obvious one. Be curious. Be curious. So I really I want us to pay attention to this. This is one of those things that we know we know. But I want us to go deeper with this. When you're curious, so much as possible, so much more is available, so much more solutions pop up, etc. So when your curiosity is activated, then you don't take things that your client says for granted. When your curiosity is activated, then you're not taking things that your client says for granted. So let me give you some examples of this. If a client set let's say you're strategizing with a client on a goal, and they say, well, that hasn't worked in the past, right, whatever you're strategizing on, if you're not curious, well, okay, that hasn't worked on the in the past, let's look at a different kind of strategy. But if you are being curious, is that always true? Why didn't Why didn't it work in the past? Is there a way that it can be tweaked, right? Or if a client says, I don't like to exercise, right? Maybe you're working with them on getting healthy or whatever it is? If your curiosity isn't activated, it's like, oh, well, that client doesn't like to exercise. So what are we going to do about that? But if you're, if your curiosity is activated, you don't like all exercise? Are there some exercises that you like, what is it about exercise that you really don't like? Why is that right? That can help you get deeper. Here's one more example. I get this a lot. client says I want to create a seven figure business. Well, what does that when curiosity is activated? Well, what does that mean to you a seven figure business, right? What does that look like? Why, like, why is that important? Because I don't want to just run off and support that client to create this thing unless we get some more clarity there. That makes sense. So curiosity is actually a skill that can sometimes be a lot more challenging than it seems. We're all born with curiosity. It's an eight, inside of us as humans. But for many of us, at one point or another, parts of our curiosity got buried under history. Parts of our curiosity got buried under history. So I see this already, I have a seven year old and a 13 year old and I see this already in the difference between the two of them, my seven year old is still like, open to the world. And she sees a flower. And she's curious about the different aspects. And you ask so many questions and notices things that I don't even notice. And my 13 year old already, she's like, not as curious anymore, even though that this is like a value in our household that we're conscious of. We get jaded by experience. We get jaded by experience. And, you know, for some of us, it's like it's cultural. And for some of us, it's personal. Right? So maybe a part of our curiosity gets buried under history, because we were told curiosity killed the cat. Or maybe we've sensed that our curiosity was problematic for the family, right? Not good to be curious. In this family, you might find some things out. Or maybe we were told that our curiosity made us too precocious, or it made us different from everybody else and in the family. Or maybe there was the sense of, there's not time for curiosity. If you're productive, then you're not curious or it's not practical enough.

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So over this week, I'm going to ask you to do some inner work around this, to start to find some of those places where some curiosity may have been buried under history. And I'm also going to recommend, if you want to build so curiosity is like a muscle, you can build it. If you want to build your curiosity muscle, not just for listening clients, but just so that you can be more open to the wonders of the world. One of my and also more curious about yourself, right? Sometimes we have an issue and we're just so jaded, we don't look deeper into the surface. Anyway, one of my favorite practices that can really build the curiosity muscle is to go on a curiosity walk, it doesn't have to take a lot of time can be five minutes, 10 minutes, I will walk around my neighborhood with the intention of even though I'm walking the same streets that I've walked 100 plus times before, the intention is I'm looking for 510 details that I've never noticed before. A crack in the sidewalk, the way a shadow falls on the street, the color of a flower, you know, a shingle on a house, whatever it is. It helps you number one become present in the moment. And it starts to open up that curiosity right like that looking. Let me see what are the details what can I notice? All right, I think I'm going to pause here for today. Open up for cues and takeaways. In a moment, you'll have in your member center. Different worksheets around the container around some of the different principles we spoke about with some homework. For those of you that are working with clients again, I want you to really take a look at how can you tighten up containers with your clients. Also look at are there certain clients where maybe they could you haven't been seeing, hearing and loving them as much as you could be starting to think about what you can do about that. Okay, so in the spirit of what we've talked about containers, I want to invite everybody to take a moment and write down what are you taking away from our session today? What feels really important for you? What are you taking away? And I want to open up space to hear takeaways and to hear any questions that you have. I think I mentioned this last week, but I'm going to mention it again. Sometimes the chat is a little overwhelming for me as the practitioner there's there's a lot that and I know it's so useful. I always go back and read everything in the chat if I don't catch it in class. But if you put a question in there that you want me to answer, and I haven't if you can raise your hand and ask it. That would be great. The chats one of the I, I won't get into it now. But from a facilitator standpoint, it's like a wonderful thing, I get a terrible thing all the same time. So I'd love to hear takeaways and questions at least one or two takeaways, before we wrap, what are you really seeing for yourself today? What are you taking with you? And what questions can I answer? Michael Flynn.

1:26:52

I like I like that you've gone over this, in the context that you have is, in that it's obvious. And we can go deeper because I think I do a pretty good job of like setting a container, but I can do better. And I let a group yesterday I posted about it, you know where I used some of your things that you do. And it completely changed the whole tenor of the meeting. Because this is a group that has met for years. And it was completely different than it has ever been before. So I'm curious to get some feedback from people as to how much they felt that was from the facilitation and how much was other stuff. So I don't know that I have a question about that. But I, I do have a teenager that texts me with everything's in emergency. And everything's got to be right now. And she did have an emergency just day before yesterday. And and I was in the middle of a session and I'm I'm embarrassed to say my phone was right here. And I saw it and I and I had to I had to figure it out.

1:28:01

Yeah, absolutely. So I mean, right, there's exceptions to every rule. So as an example, my mother for decades has been very ill. And it's like always an emergency in one way. But then there are also moments that are heightened emergency. So some times at the beginning of a session, I might say to a client, I am here with you fully present, but I just want you to know, I may get a phone call that I have to take, I'm not going to do that every session or often. But sometimes that is that is okay to do. Because that can help us become more present in the session when we've kind of like named that and set that as an agreement for that session. Kendra

1:29:00

So, one of the things I'm taking away is really making it a priority to set my energy before sessions, this is something that I do do this. But there are moments where maybe I only have like 30 minutes between a session or you know, there's not enough there's not a lot of time in between a session and so I won't do it. But what you've brought to my forefront is I would often make myself wrong from wanting to focus on the energetic so much because I can feel energy so intensely, I would think maybe it's just me, maybe I'm just in my head. Maybe I'm thinking that I'm picking this up and I'm not picking this up. But really I am picking it up. And I love that you spoke to this because now it makes me it kind of gives me permission to be even more to raise my standards around how I'm in relationship with myself in my energy. I love that. Yeah, and And then the other piece is being more client focused versus goal focused. And I realized that part of my goal focused part of me is a little bit of conditioning of being incorporated. Everything was like, you have to, you know, focus on this, and you have to hit the bottom line. And you have to do this, you have to do that. But I'm going to choose to trust that I can lean into the fact that I can be more client focused deeply listen, they're going to get what they need and the goal that they come into it with, because without the intention, it is going to I trust in the magic, like you said, like it is going to happen. And I know that I'm not going to let the container end without making sure that you've done.

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That's it because your corporate self, and all of those skills get to be fully present. But you don't need to have that corporate paradigm. So you trust, but bring those skills and trust that you have those skills?

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Yeah, yeah.

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I love that beautiful. Well, okay, to honor our container, I want to acknowledge that we are at 2pm. Eastern. And of course, you know, and our work for today is officially done. So, hop off, if you need to hop off or want to hop off. But I do want to more than happy to answer the three hands that are raised. So I'm going to keep on going for a few minutes. Emily's

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try not I'm sort of I'm really, I don't know, I just feel that. As you were saying when we did the the previous, the intensive that three days intensive. So many of the things that we discuss the just all the

things I know. But I'm just going really deeper. Yeah. And it's just it's very profound, because we are the catalyst of our client change. And so the contracting the boundary is the curiosity, not bringing yourself and the need to be validated into the session. I'm like, I don't do that, because I'm there for my clients. But then, actually, no, just go a little bit deeper with that. Because sometimes maybe you do because you want to be liked. Yes, exactly. Exactly. So it's just like really an in the listening of, you know, like, I was, I'm already noticing like today I did the strength profile psychometric instrument session, and the guy was a bit skeptical. And, you know, it was like, ah, you know, I don't know why these things. And I thought it was more specific. It's very general. And I went into like, Oh, my God, you know, he doesn't like it. And then I just really sort of like, refocused on him. And it's like, it's not for me to be.

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That's right. Refocus on the other right on who you're listening to. That will help you listen more deeply. I can, I can feel Annalise, you're taking all of this to deeper levels. I'm so happy to hear it.

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And you don't and you never, so you and I can listen to this 10 times and going deeper and deeper. So thank you.

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You're so welcome. You're so welcome, Marianne.

1:33:49

Hey, Joanna, nice to meet you think it's our first you know, I know. My question is, I'm a pretty experienced coach. And right now I have the privilege of doing my coaching and someone else's practice and working with Elizabeth. Which is amazing. And it's interesting, she and I recently got into a conversation. I'm leading the HLP program. And I noticed that there's a different energy of holding the container, in my own business with my own clients and my own body of work. And not always but in some situations. It's come up and and I just realized, oh, I should just bring it up and ask you I'm so curious about your insights. What is different about it? I feel like the obvious thing is there's a little bit of a different sense of agency. I don't have 100% agency. I still love our clients. I'm still fully invested in supporting them the same way that she is, but there's a little bit of something that's off and I wonder if you could speak to that or what words of wisdom you have to offer in this slightly different container situation. It's almost like I'm holding the container for them and for her Yeah.

1:35:01

So I can't speak to it. But I could ask you some questions about, like, create awareness. Yeah. So when you said like, there's something that feels a little off, I could feel you felt that in your body for a moment like that awfulness? Can you see if you can find that for a moment in your body, what that off feeling is like

1:35:25

I feel it kind of in my heart center, but I'm not sure. You know what it is. Exactly. Yeah.

1:35:30

Let's go with that. Okay, to close your eyes. Does that feel? Yeah, okay, good. So just focus on that little off piece in your heart. And just hold space for it. Just be with it. And if you can see what that looks like, in your body in that heart space, what does that look like?

1:35:54

I don't see what it looks like what it feels like, feels like small and dense. Uh huh. Perform not? Yep,

1:36:00

you're doing really well. Good. So just be with that, like small and dense feeling in your heart space. Don't judge it or need to make it any different. Just be with it. And ask it what it wants you to know.

1:36:33

I'm not getting like clear words coming up. But I do feel like it's kind of melting away. If I had to put words to it, it might be the message felt like maybe something like you, you have what you need, like there isn't? Maybe there is a difference? Maybe I'm assigning a difference? Ah,

1:36:56

that's interesting. And I wonder if that relates to tell me if this resonates? Maybe you actually have full agency? Because you mentioned earlier that you don't. But yeah, I wonder if you do?

1:37:13

Yeah, that's a good question. Yeah, yeah. And I think kind of the conversation earlier about people, like I know not to bring my own stuff into a coaching container. And I'm fairly skilled at doing that. And I'm not feeling like I need approval, but I'm like, the client is here. And then I also want to make sure I've been surface to Elizabeth. So maybe it's more like letting go of that. Because I know she wouldn't have me in that container if she didn't fully owe me to be there, or trust me to do that. So perhaps that's,

1:37:49

I think, I think you're saying I think you're on. So that's it, right? It's really coming into that container, holding it with the full knowing that she's giving you full agency, she trusts you fully. If she sees you as an ambassador of the work, and you get to hold it fully. Yeah. Thank you. Yeah, you're very welcome. And flat out Florida.

1:38:25

Thank you, Joanna. It's when you shared, I think part of what I'm taking away really strongly is, um, the part about that Academy of everybody needing to be seen loved and heard, and where that is part of my own need. And it was really great to hear your sharing around that because I realize that I'm mixing a few things together. And where I do part of it may be coming from the need of being heard loved and and seen, but also is somehow mixed in with not just finding appreciation for my work, but um, but of checking in are my clients getting what I want they need from me, and that's part sort of all it's a little bit

married to the energetic exchange between us. So I'm a bit confused about that. My first question was closer related to well, could it be somebody on my team who gives me back the feedback, you're doing great, you're doing awesome. People are getting what they need or where there needs to be some kind of feedback that needs to be done. That was the initial part of my question. Can that be somebody on my team? Yeah, or that's not so appropriate? And And where does that cross with? Checking in?

1:40:15

It's a, it's a great question. So I think there's, you know, as practitioners, I think there's an out an inner and an outer peace happening with this, the inner is like, I want everyone to love me or like to become great, or to think this is worth it, right. So like, there's the inner. And then there is also the outer of I do want to make sure that my clients are moving forward that we're, like sticking to our agreements, and they, you know, like, they're moving towards their goals, even if it doesn't look exactly the way we thought it would when we started or whatever it is. So that's more of like a raw data piece, right? So in terms of the inner, like, yes, a team member to tell you, you're awesome, over your own inner work, or whatever it is 100%. But we do want to track our clients, and we'll talk about this more in another session, but just for now, to say that we do want to track our clients progress. Sometimes a part of the container can be a mid program. Assessment. Okay, where were we when we started? Where are you now? How have you moved forward? What are you feeling really good about where it's the work that we think that hasn't happened, that we thought would happen? What are strategies for that, you know, etc. So, we, you know, we might track it formally like that in a formal coming together with a client, or we want to take a look at, you know, we just want to kind of for self, say, like, where were they when they started? Where are they now has progress been made? If we're not sure how the client feels about that progress, we might want to talk to them about it. So there are different ways that we do actually want to look at the data as well.

1:42:06

Yeah, for me, it kind of like the way I'm thinking about it right now. It's more like a, like, kind of like a sense of engagement. Are we still both on the same engagement energetically level? Are we coming still through with excitement? Are we leaving this session with a greater sense of excitement? So

1:42:32

yeah, so you might do that. You might just know that on your own as you assess, or we were talking about this last week, or maybe yesterday, I can't remember. Like, you may have some conversations about that. Yeah. Yeah. Okay. Wonderful to all of you that hung on this extra time. Thank you. It's great to see everybody and I will see you very soon. Have a wonderful rest of your day.