



Sacred Depths Certification

Strategizing

0:16

Welcome, everyone. Welcome. Welcome

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Can you all see me? Yeah. Okay.

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Masoom did something weird and I wasn't sure.

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So,

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just wanted to check in. Give everyone a minute to get here

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I just got home also. It's perfect timing. Oh, good.

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Julie, I quick caught in the Facebook group. He started you wanted us to start an hour early.

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I realized that I was just coming in from errands and voting and my car clock was still not changed. So I was just like, Okay, I've got 15 minutes. And then I was sitting and I was like, what's going on?

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But I did that once already this week.

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already? I would like for

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us. Yes. Sarah saying where is everyone? Today's funny day. First of all, it's election day in the US. And I think there's a lot going on, internally for folks that are in the US. And also if you buy into astrology, it's the full moon eclipse today. In Scorpio, there's a lot moving through the collective today. So I'm honoring anyone that felt like they needed to take care of themselves today and not be here live and is catching it on the recording. And I'm also just so happy that we're all together on this day today as well. So I'd love for us to before we jump in to our content for the day, I'd love to spend some time focusing in on celebrations. And I want to invite everyone to

take a moment right now to write down at least two or three things that you would like to acknowledge and celebrate. It can be outer things like bringing on a new client. Writing your welcome packet, you know, whatever it is. Finally getting the laundry done is a cause for celebration sometimes. And it can be an inner thing to write, honoring and celebrating a new awareness or a new way you responded to something or a new boundary that you sat there is nothing too big or too small to celebrate. And as we've already learned in our creating awareness module, it's such an important internal skill for us to have. Because we as humans can really tend to focus on all the things that aren't working well. And that is usually not the best motivation and inspiration forward.

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So at least two or three

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things on your list even if you feel like you have nothing to celebrate, I promise you you

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do. And whatever it

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is that you're writing down I want to invite you to take a moment to actually feel the celebration embody it, right? So back to four levels of learning and processing. It's great to mental cognitive level to identify, oh, this is a celebration. And that's a celebration. That's important. But let's kind of take it in now to another level, feel it in your heart, or feel it in your body. Take a moment to really sell it really celebrate yourself for each thing that you just wrote down. And I'd love to hear some shares, feel free to share in the chat as well. But we've got time for a couple of voice to voice shares. What is it that you want to celebrate? What do you want to honor acknowledge and be seen for Jennifer?

6:05

Oh, hi.

6:08

So for me, I'm really honoring and celebrating I've taken the last three months and just released anything that felt heavy. So leadership positions, just all different things. And I feel like I'm like coming out of a cocoon and really excited for what's next after having released all those and really sticking to my boundaries, because people were very angry. And I was like, sorry, so yeah, I'm just like, Wow, I feel so free.

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Jennifer, that's huge. I really want to celebrate with you. And it's like, I mean, what you just described isn't just one thing. There are so many lever levels and layers to it, like the decision to let go of things that were heavy that really putting himself in your well being first and then the setting the boundary and upholding the boundary even when people weren't happy about it. So

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thank you. Yeah, it feels really good.

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You and thank You inspirator. All of us, Natalie.

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It's funny because I started off discussing I'm not going to talk today because I'm so tired. And here I am talking because they could not not answer this question. I am celebrating that I'm celebrating. I have literally been in

celebration mode since yesterday. I think that's why I had a crappy crappy night's sleep. I launched my book, I've been getting so much support. It's just like, the support has been just I can scarcely take it in and I'm trying to take it in. But it's just been like, and what's the reason I'm, I'm not a good celebrator at all. And I'm, I'm good at telling my clients to celebrate, but I'm a terrible celebrator and just me even asking for the help and support that have put out there which is so uncomfortable for me. But then to see how people have honored that people I barely even know to I have no words. Like I literally was in my Gratitude Journal last night like oh my gosh, like I couldn't even put words to the feelings

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huge so huge. I

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really want to celebrate this with you too. Natalie it's such a big deal not just to launch the book but to ask for support and receive support and really let it come in. Yeah so so big and the fact that you're sharing that all here is like another level and layer of it to right like being seen in it and celebrating with us that support that you asked for and receive so beautifully done. I mean that's that's a life changing paradigm right there. Actually is support

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the asking is is is is yeah huge, huge.

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Yes it's such a sign of trusting others trusting yourself trusting spirit I mean and so much more. So done. Thank you, you. Gaia you there Gaia. O M? Er.

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Okay. Well, I want to celebrate a few things. One of them is really simple but it's so beautiful. Is that I responded to a client. And I actually use the words breakthrough and transformation in a sentence. That was, that was so awesome. Not just because I learned the difference with you, and you know, and started to make sense, but because I'm, you know, because of my brain I'm, I'm struggling to get words back. You know, it's Yeah. And then I want to just read you it's very short. I did, I worked with someone recently, like 10 days ago. And she wrote me, and she said, Thank you so much Gaia. The session was wonderful and powerful. I really appreciate it. I'm moving slowly, and being gentle with myself, the rest of the day today, sitting out in the sunshine now after a nap, and a nourishing bowl of soup. Perfect, deep gratitude for you. Thank you. Thank you. Thank you. So this is like my first session since like, officially since my accident, you know, and also my first session since coming through through the course. And so I'm really happy about that. And my third celebration is I joined the curriculum lab. And I really, really like it, I think it's going to be very helpful for me. Unfortunately, I won't be going into the next five months with the coaching. But I've gotten so much from this foundation already. It's a lot, but I'm just celebrating that I'm sticking with it, I'm gonna get through it. And I think it's a great addition with the curriculum lab to help me get through.

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So, you know,

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so many celebrations, I'm so glad that you're sharing with us. So excited that you had your first session. Since your accident, I'm not surprised to hear that it went so well. And I just really also want to celebrate, it feels like this isn't the first time where it's like, I feel like you're you're continuing to recover from your accident, and you're moving forward. And you're moving forward and you're moving forward. And I just really want to honor and acknowledge and celebrate that with you.

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And thank you so much that thank you so much. I appreciate that. I feel that Thank you,

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Julie.

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Gaia, oh my gosh, I really teared up listening to you that was just so exciting and beautiful. And I'm so happy for you. And then also, like, I think I mentioned recently, I'm, I know you're gonna do wonderful things, but I'll miss you in the remaining five months. So I feel like I am like overflowing with celebrations right now. So I'll just try to limit it to a few. But I'll start with the reverse order of what I wrote down and have the first be that really celebrating like noticing and integrating what you've talked about in terms of the seasons in both our work and our businesses as well as in our own embodied experience. And like, I've understood these ideas conceptually for a while, but I'm just like, Oh, now I really understand. And so I'm experiencing feeling like I'm in the summer in my business where everything is just like bursting and colorful and bright and blooming and it's kind of like a wild overgrown like wildflower meadow as opposed to a nicely manicured landscape. And I appreciate that, even in that in that way. I'm celebrating. I'll just to nip it, keep it shorter. I got this lovely feedback last night from a client following our discussion about re upping for the next month of meals. She said cooking as a high art form. You have helped inspire me to do better. You are very talented and thoughtful, all good traits together. So that was a really sweet reflection to receive. And she was just so gracious about just saying yes, we went for more weeks. And yes, we want to pay you more. Which was like a scary ask. But it was based on food cost and just tracking and saying this is what last month looked like and this is what I propose and she was like no problem. And then lastly, just recognizing that it's like I'm allowed to ask for and receive help and support that I deserve it and And I'm worthy. And that just because I'm a health and wellness coach doesn't mean that I have to have all of the answers. And so I just started working with somebody that I feel really inspired by and that feels delicious. And nourishing. So many

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beautiful celebrations, inner and outer. And I love I mean, I love each one of them, but I'm just gonna pull on one that really struck me like this difference between the cognitive knowledge of the seasons, and then the embodiment of the seasons. And I just want to honor you, because that doesn't just happen. That's because you could like committed and focus and took it and, and as you were talking about your beautiful wild flower garden, I was noticing the purple of your shirt is the color of a wild flower. And it just it feels it feels like a shift from what I've heard from you in the past where there's, it feels like now there's like excitement in the summer and not like, oh my gosh, the work of this summer. It feels like there's, there's a curiosity and an excitement to it.

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I just want to say to that, like, I just feel like I'm really dropping into this experience of like, Oh, yeah. Like, again, that. What I've understood cognitively, when I hear other people talk about I'm like, getting for myself, like, oh, yeah, I get to have this experience. I get to feel, you know, impact empowered, you're asking for what I need. And also choosing what I want to show up for and how I want to show up for it. And

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so,

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yes to all of that, and the embodiment and the power of i get to tap that uniform. And it take Anita and windy. And then we're going to keep on going. And Anita

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Thank you. I'm celebrating and your client. I had an enrollment conversation today. And cast Yes, I'm super excited. I think you're celebrating with me. Yes, it is. And I am celebrating my newfound passion for actually having an enrollment conversation and sharing with people what I do. And this desire to connect with people to have conversations with them to really see people and listen to them. It means so much to me, because I had episodes now that was going on for a few years where I was almost afraid of people and now I feel like people I love people again, let's connect with people. So yes, this is my big celebration.

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I can feel the excitement coming through the screen. It's so beautiful. And I am positive that the second celebration that you've shared the excitement about the enrollment conversations and the wanting to show up and and connect with other people and share about your work on the enrollment conversations. Is 100% connected to the experience bringing on this new yet.

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I'm sure it's also connected to me going through the enrollment workshop from you. The five hour one.

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Yeah, I'm so glad you went through it. That's an that's a plug for everyone. You've got those five hours waiting. Yes. I did it in three days. So thank you. Welcome. Thank you for sharing and windy

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Hi. Um, I just I had two quick things. One, I don't know how tied to coaching this is but just celebrating taking care of myself. Why do I cry every time? That's a big deal, because it's such a big

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deal.

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Yes. Um I was going into today's session I was not going to turn my camera on, I was not going to talk. That was my intention. Because sometimes having my camera on is really distracting for me, because my judgment can be so big. But I turned it on anyway and thought, I'm just gonna give myself permission to turn it off, if that's what I feel I need. And then everybody inspired me so much with what they were saying that, um, I just wanted to share, um, that in the past week, I was referred to as a powerhouse twice by two different people and the fact that they both use that word. Um, and while that is such an honor to hear, I think the part that I'm celebrating the most is that I'm really trying to receive it. Yes.

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And there's a part of you that knows that it is true.

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Yeah, yes,

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it's like you're saying it's an incredible celebration, that they set it, the bigger celebration is that you're willing to hear it, and receive it, and take it in and find that knowing inside of that is a huge

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growth. Huge growth. Thank you.

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Thank you. Beautiful celebrations as a total aside, but just to say, sometimes, I don't like to have be on camera all day long. I don't like it sometimes either. You can hide yourself view just for anybody that doesn't know, which is like a little trick that I use.

22:16

Hi, Joanna.

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I'm sorry to interrupt you, this will literally take about 15 seconds. Go ahead. Because this isn't my most exciting thing. And I wanted to let you know, I responded to that cloud. And it took me about half an hour to just write the email to find the words and you know all of that. But in a little part of it, I said this, I highly recommend that you continue with a few more sessions, helping to create long term transformation, not just breakthroughs. Yeah, and then I go, and then this is the part although they do go hand in hand. And then I said, Please don't feel rushed. Or even that you have to. This is just a suggestion, especially when the breakthroughs are so powerful. Sincerely guy, I just thought that took me like about 10 minutes to write just that, but I feel so proud. So I just want to get that too. Right. So thank you. Yes,

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that is awesome. And that also, I mean, there's so much in that it also shows that you're seeing more deeply the power of the ongoing work that you're doing and being willing to invite others into it. Yes. Okay, so we're gonna we're gonna jump in and just like another couple minutes to strategizing. But I think it would be worth a couple of minutes to ask all of you if you noticed some of the coaching slash reflecting slash going deeper with celebrating skills that I was using as I was responding to each person celebration and who wants to pull out some things that you saw a new noticed skill wide because we don't just want to ask our clients the question, what do you want to celebrate? Right? We want to use our skills to help them more deeply, go more deeper into it and Bada so Natalie's saying you noticed how I honored and acknowledged each person and reaffirmed a key thing that who else and please come on voice to voice to what else do you want to pull out what's important to note practitioner

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point of view. vention

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I just loved how you You reflected and honored the part of windy that knew that, that it was true. Because the way that you did it, it didn't dishonor the part of her that is still working towards that full embracing of it. It just was so beautiful and so simple and so loving.

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Yeah, good. I'm glad you're pulling on that. Because that's, that's an important piece that we can bring forward. With our clients. It's like, the celebrations, there's so much depth to them, oftentimes, just more than right, just like that surface thing. And Wendi already started saying it wasn't just that she said it, it was that she received it right. And she's willing to receive it. And if she's willing to receive it, that means that there's a part of her that always that is believing that and you want to point that out to the client, that is growth that is forward movement. That's big and important. Good. See what's going on in the chat. Acknowledging and honoring, and also helps us to see how you recognize each person's growth. Yeah, so with a couple of people, right, I said, I could see the difference over the last months or from the last time, right. So that creating those connections of how that's forward movement, and how I recognize that too, right? That's can be so helpful. Kelsey is saying the reflection showed a deep understanding of the client based on ongoing relationship. Yes, as well as the ability to reflect from my own experiences, the reflections felt so embodied. And I want to underscore particularly that last

part, I wasn't blowing sunshine up anyone's to shoot, right. I was in that energy of a true and authentic celebration with that person. It was embodied. Energy follows energy. Right. And our energies were connecting to each other at this to more deeply groove. The neural pathways, the energetic pathways

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at that. Yes,

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staying with the one who shared honoring each celebration, yes. And Jennifer saying creating awareness around Julie experiencing a shift, right that again, that shift from one place to another. Good. Anything else that wants to be said, on this piece?

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I'd just like to add, like, not only did you recognize the celebration of like forward movement, or progress or action, but there was also like, balance, celebration and recognition for like, the new awareness, the new thought leadership. Yeah,

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yeah, absolutely. The inner and the outer and the different pieces and layers. Yeah, it's part of our job as practitioners, as we've already learned, like to create that awareness of the forward movement on on the different levels. So helpful.

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Okay,

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so let's talk about strategizing.

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We've spoken about visioning, we've looked at visioning. And we've looked at the energetics of new things. And now strategizing. It's kind of like the third part of this three part. How do we support clients to create plans, right? Well, first, they need to have a vision that we need to under kind of understand and work through any of the blocks of starting new things. It may not happen in this order. We may strategize first, it's, you know, but it's kind of like a tripartite thing. And there's an old proverb I don't know where it's from that I want to just kind of use as a backdrop as we go into all of this.

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It goes like this.

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A vision without a plan is just a dream. A plan without a vision is just drudgery. But a vision with a plan can change the world. I'll put that in the chat. So we want the aligned vision. And we want

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the aligned plan, which

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is really where the strategizing

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comes in. So

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what is a strategy? And why is it so important? In our work with clients? Let's hear some of your thoughts. What is the strategy? And why is it so important in our work with clients?

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Who wants to share? Do you want me to just tell you, which I can also? Present? Yes. Go ahead. Please, that

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it's a plan, isn't it? It's a plan of how you're gonna get there. Once you've got your exciting vision. It's like, how do we make it real?

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Yeah, what are what are the steps like this vision is awesome. And you're kind of out into the future. And now what? What do we do now? Good. How do we make it real? I love that. You said I love that good. Who else? What is this strategy? And why is it important?

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In our client work? Well, let's do that got. Natalie,

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it's interesting, because I actually had a call, I can't even call an enrollment call, because she's a friend. But I did pitch her at the end. And she's very strategic. And so we were doing this kind of dance around her telling me the lay of the land in her job. And me challenging on certain aspects. But what I think so in terms of strategy, though, I was bringing my strategy in it to seeing that she was strategic. One of the things I was observing as I was doing it is that I have to mirror to her and show her that I get her and I'm with her, I'm tracking with her. And I also have to show that there's more that can be done, because she did have visions, but it was about Okay, so what do you do to get back, as Lisa was just saying, get to that, that vision that you're putting laying on here within this conversation? And you're going to need help to do that. And that's why I put myself in there. But yeah, I think that's part of it. Right?

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Absolutely. And I think one of the pieces that you're speaking to, which is important to note is that there is some consulting, that can make its way into strategizing, right? Cuz consulting is a part of coaching, it is one way of creating awareness. And I know that when I strategize with clients, you similar to what you're saying, Natalie, it's like I have some ideas to bring to the table, from my own expertise, from my own experience, from my own wisdom, that can be really helpful. But what's important is that it's always in relationship to what the client is bringing to their inner wisdom. And playing off of that.

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Yes, yes. Good. Good. Who

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else? What else? Do you want to say? What is a strategy? And why is it important? What else comes to mind?

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Anyone else got anything?

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I mean, for me, like, strategies can also be another way of like, reinforcing or reflecting where you are now and where you want to go. Yeah,

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absolutely. Absolutely. It's, it's helps almost like Lisa said before, like, makes that a reality. Like, this is where we are, this is where we want to go here is that plan to get there.

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Good. invol

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I'm just realizing because I was working on a free gift and taking for granted just how we speak about like the inner, you know, there's the inner work versus the outer strategy. So the strategy doesn't necessarily just need to be outer, but also that it's kind of like doing for lack of a better word, like a risk assessment, it can show us like, where we need to look at where we might get tripped up. So it kind of like also expands maybe the vision now. Yeah, like flushes out maybe what's necessary. Yeah,

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I love that. So beautiful insight, um, because a lot can come up in the strategy and creat co creating the strategy of like, Oh, is that what I really want? Can I like the vision to have the vision is one piece, but then we're talking about this actual, like, I had a call with a client this week. And she was really just done amazing in her business. And she's just finishing up a book. And she's ready for her next level of marketing. And so we were kind of we were strategizing. And we were kind of tossing this idea of her doing ads for the first time. And it was like, that was the risk

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assessment, right, there was like,

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I need to grow my community and the way that we envisioned it was like, right, and then that's great, because then we worked on that on the on the inner level, together. Good.

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Okay,

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great definitions and see if there's anything else that I want to add, um, that I have here. Coaches support clients to become the leaders of their lives. And leadership becomes easier with a plan. Coaches support clients to become the leaders of their lives and leadership becomes easier

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with a plan.

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strategizing, not only as so many of you said, like helps us have this pathway, making it real moving into the future. But a strategy is then also, I don't know, the best word I can think of for now is an agreement that we that our clients have with us. So then we're kind of on the same page about where they're committed to going. And we can hold that with them. And we can track that with them. It is easier to track a client's progress to their goals when we have a shared strategy when there's that kind of agreement. And of course, the strategy can change as you move forward as well, based on the client's needs and where they're at.

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Another way to think of a strategy is an opportunity to use all of your available resources to execute a plan. Sometimes when we don't have a strategy, we're just kind of like hodgepodge pulling on our resources to move forward. But taking the time to strategize something out gives the opportunity to actually make use of all available resources to execute the plan. And I think this is part of what Heather was saying. strategizing is how the gap is bridged between where the client is and where they want to be. It's how that gap is bridged between where they are. And where they want to be. Jennifer's asking in the chat is anticipating obstacles part of strategizing. Absolutely. At the end of kind of like strategizing out like the known actions with a client, I will almost always say, Now, what can possibly get in your way of this or what could possibly happen to take you off track. Let's just kind of name as much of that as we can right now and see what we can put into the plan to plan for it the strategy to plan for it. Great question. Natalie saying establishing guardrails is a technique I use here too. Yes, absolutely. We'll talk a little bit about that in a little bit as well. Okay, so some of the kind of questions and comments in the chat are getting us into where we're going to spend most of the rest of our time today, which is what makes up a good strategy. What are the elements of a good strategy?

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So,

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first element of a good strategy is having a clear goal.

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Having

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a clear goal, and I want to remind you back from our visioning module that sometimes goals and visions are different. A vision might be further out. And then a goal is kind of like the next big stop on the way there. So your client may have a vision to become a yoga master. That's their ultimate vision. Part of strategizing is actually deciding on what's the first goal post, and maybe you decide, the first goal post is mastering headstands. Because if you were just to start to strategize our yoga master, what would happen, that would be super overwhelming, you wouldn't be able to like really get clear on all of the steps, it would just it would be a non starter. Right? So that vision that bigger vision is great, because it's like, so inspiring us like, this is what we're going for ultimately, but then we want to have that, like that first goal. And then the second goal, you know, as they get achieved.

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Let me pause there

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any thoughts or questions on this having a clear goal? Or what is this sparking for you? Well, what's an example,

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I wanted to say having a clear goal, when I hear that, it feels like the person already knows exactly what they want into the future into the vision. It's when I hear that, to me, it feels like it's, I can see it over there. But what's, a lot of times, it's not like that. It's you're just right here with maybe the next few weeks. So would that that would be the same thing, right? Having a clear goal for the next few months or weeks.

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Absolutely. And so but that's why we want to do the visioning before the strategizing. The visioning is going to come before the strategizing. So we can you know, it might be a month out into the future. It might be six months, it might be a year, whatever it is, like we looked at envisioning, but we do want the visioning to come first. And then this is part of the like bigger case that I can make for the difference between one off sessions versus working with a client over a period of time.

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Yeah. Yes. Good. Lisa.

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I've still got a question around visioning values and needs, which came up in a small group, but I don't want to railroad that into this bit if it's inappropriate, but I just wanted to flag a question. So I had a chance to ask at some point because it's still ruminating.

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Yeah. I'm glad that you're bringing it up. Could you ask it at the end of our call, even if we're at time, I can hang on for a minute or two, but I'll try to leave time for cues at the end. Want to answer?

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Thank you. Okay,

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anything else on establishing a clear goal?

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I have a quickie. Oh, I'm sorry,

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Jana. And then Julie? Sure.

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Yeah, I mean, for me when you say clear goal is to have a client who her vision is to heal. We come up with balanced in her health. One of her goals is to lose weight. And then, you know, we're we're starting like that first goalposts and she said, I want to eat more vegetables. And I said, Well, what does that mean? You know, what is more mean? And so then we established it means she's going to eat a serving of vegetables with her lunch, right? So that was more clear, because then we can go back next time we meet and say, Okay, how many times did that happen? And what were the, you know, barriers if it didn't happen?

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Absolutely. And that's such a great also example for us on visioning out the goal, too, right? So you asking the question of like, okay, so what does that mean? Eat more vegetables. That supports kind of like the mini visioning of the goal, which is important to good. Julie. And then Heather. I was

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just gonna say and this is seems pretty, like simplistic and obvious, but like when we can effectively support our clients in identifying a clear goal. It's like the entry point to supporting them and really hearing what is true for them and and demonstrating that we are here in this role. To honor their truth and help them stay accountable to themselves and creating this container within which they are not only likely going to reach their goal, but where by establishing the goal, we're establishing trust that's going to support the process.

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I love that. Yeah, really beautifully said.

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And like you recently, I think articulated in a post, you know, that, that trust are reinforcing that trust in themselves as well as in us.

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Yeah. Yeah. And part of that is like, also being supportive of the goal, knowing you have someone on your side and on your team and holding the container with you to do this thing that's really important to you that you've just established. This is important. I want the heather? Yes,

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I am. I was just wondering, like, how you balance? The reality of a client's vision?

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Yeah, it is actually by establishing the next goal. So you're getting like this isn't this I'm so glad you're bringing this up. Because sometimes when clients vision, it is something that is really far out right now, remember, back to our visioning module, we always want it to be realistic, even if it's a big stretch. Realistic, right. But sometimes the vision can be really far out. And that's when it becomes even more valuable to be like, Okay, so we're going for that. But what's most helpful is to get clear on the next piece, right? And I, for those of you are in curriculum lab, I also use this analogy yesterday with curriculum. It's true here, too. Sometimes you can say like, that's the cross country trip, right? Like, that's the we're in New York, and you're gonna eventually get to LA. But in order to get to LA, we're in New York. Now. We have to, we have to decide what, I don't know. I'm so bad at geography. It's like the next big city over Boston. I don't know Cleveland, whatever it is, I never learned geography. So like, we have to like so then what is the Cleveland Right? and support the client to get excited about the whatever the Cleveland is the eating more vegetables, the handstand, right? And like and vision that out? Why is that going to be amazing? And then start to establish the steps there.

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That helpful? Yes. Natalie, I love Heather's

48:01

question because on your response to it, and I just want to add, if this might add some color to what you share, too, like so I'm big on visions, I thrive in that space. And so I have I have clients where the vision is looks. So it's so crazy big that it almost seems completely unrealistic. But I'm all I'm all for. Let's just just let's just do it. I see the vision, we let's not worry about getting there. But let's, what are the pillars I use the word pillars? What are the pillars that need to that you that will build this out? So it's kinda like what you just said, you're a visual learner with the stuck with the cities, but I call them pillars, like, so what are the pillars that will make this thing come to be and so we start focusing on the pillars. And for each pillar, we get a whole lot of context around what that means what it looks like, and then literally just just happened with a client and me in a few sessions ago, then the vision starts to look more attainable and realistic.

49:05

Yes, I love that. And I love that language of the pillars too. Thank you for adding that. Okay, so we want a clear goal. Now, the next piece, I'm going to say might be a little controversial, I'm going to toss it and you can decide and I think it's it's an element of a good strategy for most people in most moments, but every now and again, maybe not. It can create maybe a little bit of stress. So always coach your what based on your who, but almost always having a due date for the goal by when is this is the headstand going to be math stirred by, when are you going to have, you know, be eating vegetables regularly every day with lunch? Every now and again, a client is

not in an aligned place for that, because there's just too activating for the nervous system, it creates too much pressure. And they they'll be better off kind of like being a little looser with the due date. But by and large, that helps round out the goal to have a day, it helps kind of create more of a container around the goal, we know that there's kind of like a start date and an end date that we're going for. And it can also help inform the strategy. In terms of like winner, the winner the the smaller steps of the strategy going to take place. So I usually like to have some kind of due date or target month, you know, if it's a little farther out into the future. Next element of a good strategy, a really good strategy as a guiding feeling, or a guiding belief to it. So in other words, I like to ask the client, how do you want to feel

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as you work towards this goal? Or what do you want to believe? As you work towards this goal? Or you can also ask both?

52:02

So either How do you want to feel?

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Or what do you want to believe?

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Why am I putting this in here as an element of a good strategy? Why is is a guiding feeling or a guiding belief really useful?

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Who wants to share? What do you think? Heather?

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I think they're good to have when those obstacles or the resistance comes up?

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Correct? Yeah, that is one really important reason. It's like, when the obstacles or the resistance comes up, you can come back to the guiding feeling, of course correct. Or you can come back to the guiding belief. And course correct. Good. Jana.

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Basically almost the same thing. So I was gonna lower me on but I do an exercise usually at the beginning of a container with somebody of like tapping into how you want to feel. And then that's kind of there. And we try to come up with a couple of words. And then that's like their word, you know, that they can go back to when they're feeling like they don't they want to give up or, you know, it's like, okay, how do you want to feel at the end of this? Yeah, absolutely. Good. Angie. I think

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as a I'm somebody who's a big proponent of kind of the

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principles in some circumstances of manifestation, and it's like if you know how something needs to feel in order to get there, and you can tap into that feeling or that belief. Now, it's almost as though you're living the reality of it already having happened, which then can propel it into more of a manifest place in your life? Absolutely. It's kind of like a practical application of energy follows energy. Right? Feel you feeling the way that you want to feel and it creates it motivates actions. And then that doubles down on the feeling which creates more actions, and

then you end up creating the thing more easily. Good. Good. There's let's see in the chat. Brenda's saying builds a connection between the client and their goal. I love that it's like it's a it's a, I feel that energetically like the feeling that creates that connection with the goal. Julie's saying, I feel like having a guiding feeling or belief serves as a touchstone or frame of reference to help our clients determine if they're staying on track. Nice. Yeah, it can be like a good marker, or frame of reference for that. Yes. Makes me think of Daniella ports prompt What will you do to feel the way you want to feel? Yeah, beautiful. And so that dovetails it in just to the other piece that I wanted to mention about this, which is that and this is like foundational piece and sacred depths coaching, which is not inherent in a lot of other coaching out there. And so I just want to like toss this for you to consider if it is it feels true for you. I really feel like when I'm coaching a client, my job isn't only to help them reach their goals, yes, that is absolutely part of my job to help support them reach their goals. But to me that another piece of my job is to support the client to reach the goals in ways that are right for them in ways that are aligned for them, that the time between where they are now and reaching the goal is so important for learning for practicing being who you want to be and feeling how you want to feel, right. It's it's the death, it's the death, what's the saying, like, it's not just the destination, it's the journey, right. And so, knowing how we want to feel or how we want to believe as we execute, improves the quality of our lives through the execution. We don't want to be just get it done coaches that our clients just like, torture themselves don't have fun aren't fully present, like whatever it is for them, right? The quality of the time and the energy that they spend as they execute is actually just as important as the goal itself, if not more.

57:12

Another

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element that I like to throw in sometimes when I'm strategizing with a client is to bring in I mean, asking how do they want to feel can bring in that spirit level of learning and processing. But sometimes I'll ask a separate question. What does your inner wisdom want you to know about this plan? Or what does spirit want you to know about this plan or whatever language works for that client, so that we're not only strategizing from our cognitive and mental levels, which of course is important, but we're also strategizing from a higher wisdom from a place of bigger trust, because sometimes more inspired strategic ideas are going to come through that way. That makes sense. Okay, so I like to somehow get that as some question like that, or what does your heart want you to know about this plan can be another way another element will actually let me pause there because I set a lot in terms of the how we execute and the quality of that time. And then also the spirit level. anything additional that wants to be spoken or shared about those pieces are what's kind of coming together for you. around all of this. What's feeling important?

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Anyone want to add anything to that?

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Nope. Okay. I apologize. Oh, invol.

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Just even I was like, going on my notes and saw the word due date. And

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it's like, it's

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strategizing feels like it's like a form of container.

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Yes. Yeah. Yeah, I think

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yeah, just it just came to me, but it's like, you know, taking something that's out here, and, you know, making it you know, like, more accessible, but it's like, it's more. The next thing is, like, you know, is more held, it's more defined. It's more clear and so it's not just kind of, you know, out there. And yeah, keep thinking and just that it's like, accessible and less overwhelming and you feel like more held With the strategy.

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Yes, I love that. And you know, I never thought of it this way before. But as you were talking involved, this is what came to me. So I'll offer it to all of you to see if this lands for you. The vision is the flow and the strategy is the structure.

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And you need both.

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Good. Thanks for that. Natalie. John, I'm curious.

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So could the strategy be the I'm just picking up my conversation today again, and I don't know, I went, I went this place where I said, Let's just play here, because she was getting caught up in the logic part of it. Like, you know, where logic says, I need to be doing this, this this. And then it's like, she's in her brain? How can I get her out of a brain, as we're strategizing. And then I said, Well, let's not even be attached to this. It's just excuses, have fun. And she literally had a hard time having the fun. But it was like to get her to that other space, like tying back to your point to body spirit, or whatever. Like, it's like, we can strategize from our cognitive level all day and get to certain logical decisions.

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But

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I knew that there was something more, but I didn't know what it was. But to tap into that more for her. It's like, I have to get her in a more playful place so that she could tap into that higher wisdom is Am I making sense?

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Absolutely. 100%. So, yeah, again, you know, sometimes first, we want to work on that, like bringing the client into the energy, and then from their accent, accessing the wisdom or getting the cognitive pieces with that energy in place. And I think this really relates to what Lisa is asking in the chat. Usually is the same Would you ever even just say, ask your heart where the joy fun pleasure, right? So in other words, once we ask a client, you know, how do you want to feel what's the energy you want to move through to reach your goal, then whatever that is, let's say they want to have fun, we can say, okay, so ask your heart, or ask your inner wisdom or even ask your inner fun one, what they want you to know about the pieces of this strategy? Or what would be a fun way to get there can ask that question, as well. Or, and this I think speaks even to more what you're saying you did in the session, like, okay, let's have fun for a moment like that. Just for a moment. Let's just like put the strategy aside, and let's get you into this place.

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Like I think it's the work you say all the time to coach to coach the, what the what, based on the who, so she she as she was bringing in her whole full logic cell. And it was like, Yeah, but that's not all there is. Right? So yeah,

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yeah. And that's so again, that's the other part of asking, though, what energy or what belief do want to guide you here? Good. Okay. Another element that I have really found is very helpful for creating an effective strategy is having baby steps.

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So

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to use Janas example, if the client says, okay, want to eat more vegetables, that's their first goal post, and that means that they want to eat more vegetables at lunch. I might break that down even further, a little bit. So I might say, for example, okay, so, you know, when do you want to start this? That's a little bit, some of the due date, right? Maybe they want to start in two days. And then I might say, okay, so what needs to be in place for you to be able to eat more vegetables on Wednesday? And the client might say, Well, I think I have to go to the supermarket and buy more vegetables. Okay, that's a very sad, want to put that down, right? And then you might ask again, and the client might say, like, oh, but you know, what, if the vegetables are in the refrigerator, and they're not washed, and they're not cut, and I'm like, my lunches are so quick and chaotic. There's no way that I'm going to actually add the vegetables and with lunch, so then we have a baby. Step number two, pre Wash and pre cut the vegetable, right? Little micro things that are going to support the client to achieve their goal, especially if it's something new that might feel big for them. Sometimes, many times, I'll work with a client. And we'll strategize a goal

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of

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creating a video for social media where they share something that's really true to their heart. Right? That sounds easy enough, like we could just leave it at that. Okay, so this week, you're gonna create a video, but what I find is breaking it down into baby steps, is even more supportive. Okay, so then what are the what are all of the steps that are needed in order to post this video that you're going to make, right like this finished product. And so I'll ask the client first, and then I'll add some of my consulting as well what I know, right, so we might decide who get clear on what the topic is. Create an outline of what you want to share in the video, and maybe there's two drafts of that outline. So let's have that as two separate baby steps draft one of the outline, and draft two, maybe that particular client isn't so great with tech. And so they need to do a little research beforehand, not like the day of the video of how like how the camera is going to work and lighting, they test out the lighting and whatever it is, right, so on and on and on. So we want to break it down into baby steps. And what I like to kind of look at are baby steps that are 30 to 60 minutes long. Particularly if it's very new for the client, or there's fear, right? Like just what are the because the less overwhelming the more we can do this in like easy chunks, then the more likely less likely that confused one is going to show up as a resistance archetype, right? Like, we're just like, it'll be easier to move through and get it done. And also, like, tick off, Yay, I did that thing, right? We know this from celebrations, we go from strength to strength. So to be able to be like when I did the first draft of the outline, I am in motion now. Right? creates more inspiration to then get to baby step

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number two.

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For those of you that have been to our monthly q&a calls with me, you know, we spend the first half hour of every blueprint, every q&a call every month blueprinting Where's essentially this process of what are the goals? What are the Baby Steps to the school? And then the next step some of you are already putting it in the chat is Okay, now let's look at your calendar for each baby step. What is the date that you would have time that you would like to do this thing, so that we can see if the strategy actually fits in to the ultimate due date, or if we need to lengthen or shorten or whatever it is. This level of detail, again, for most people is supportive for some people is too much. So you always want to know the person in front of you. You want to listen for cues, if they're getting overwhelmed, maybe they just need to set the due date of the first baby step, right and get that done and celebrate that and then connect back with you and set the date for the next one, et cetera, et cetera.

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Sometimes, and this might be this is what I understood Natalie meant by guardrails earlier, but if it's a misunderstanding, I'm sorry, Natalie, and you can share later what you did mean. Sometimes what I also like to do is ask a client or are there any daily or weekly habits that you know you want to put in place in order to set up the best environment for you to be able to execute that strategy? So for example, back to Jana, like there might be the first baby step of going shopping. But then maybe from there, the client decides Sunday is my shopping day every day and I know I'm buying at least order kinds of vegetables, my shopping day every week. And I know that right that's like an ongoing habit. Or maybe another ongoing habit is cutting the vegetables every morning or maybe another on going habit is, you know, meditating in the morning, right? But is what is gonna, what is the best environment setup? That's going to help with that? Okay, good. We are on the same page, Natalie. And then another marker is have celebrations built in, celebrate the progress, don't wait until the goal, the final goal is achieved. To honor acknowledge and celebrate Celebrate along the way.

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Jennifer? Hi,

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could you speak to

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you know, I do Shadow Work and healing and things like that. So having those goalposts or, you know, it's not like, hey, I want you healed by August. Like, so maybe speak a little bit to that, because you know, healings not linear and things pop up. And so I guess maybe it'd be really recognizing triggers and limiting beliefs and self sabotage and things like that. So if you could do that a little bit, it would be helpful for me.

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Yeah, absolutely. So when you're working with a client, on Shadow, you know, when you're doing shadow work, a lot of the main will tell me if you agree with this, this is my experience, a lot of the main strategy points actually happen in session. And then in between session, it's like integration and follow up of it, right, because like, the shadow will get so big, and they're not gonna, like go off and do a piece, you know, on their own for the first time. So that's the first thing I just want to acknowledge is with that, a lot of the kind of strategy, right, but that being said, exactly what what you said like it can sometimes be really helpful for a client to lay out your first we're going to get really clear and understand and unpack what are these triggers, then we're going to look at, like how you felt shame about these parts of yourself? And then right, so that's one way that you can strategize with shadow work. But I'm going to toss a couple other things out that might be helpful for you. What is the shadow work in service? What is the what is the ultimate goal that the shadow work is in service of is it so that they can be visible in their business? Is it so that they can have a merit, you know, whatever their vision of their, their amazing marriage is going to be, et cetera? And then it's like, the Inner Shadow Work is actually one element then of the strategy because there's outer work that they're gonna have to do with each of the

openings from the sessions. Right, like, yeah, make an online dating profile. Right? And then I would use that those outer actions, strategy pieces, as fodder and activation of like, which shadows to look at when, okay,

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that makes so much sense. Yeah. Thank you,

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for your good, great question. Okay.

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Okay, with the time that we have left, there's another really important piece that I want us to take a look at when it comes to strategizing.

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And that is,

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we always want to co create a strategy with our client that honors their natural rhythm. We always want to create a strategy that honors their natural rhythm. So here's what I mean by this. In our patriarchal capitalist society, there is only one rhythm that is honored, glorified, and acceptable. And that is the sprint.

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That is the

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I have school, it's gonna happen tomorrow, and I'm gonna do that. Next time. I'm doing the next action. I'm gonna do the next action and then it's gonna be done. And that is how it

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is done. Right.

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I'm like making a joke, but it's all So it's like it's kind of true, right? But in sacred types coaching, we coach the white based on the who, and we honor each who. And we leverage

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the the gifts of each

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who.

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And there are some people that are sprinter.

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But most people aren't. Right?

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If we create a strategy that is not in tune with our clients natural rhythm, or whatever natural rhythm is aligned for them at that season in their life, it is a recipe for shame, or overwork and getting drained and exhausted or self criticism and on and on, and on and on, right.

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So we want to

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understand what is this client's natural rhythm and then set the strategy according to that and celebrate it, whatever it is, whatever it is, celebrate it, that is the exact right pace and rhythm for that client to be able to achieve what they want to achieve. So there's lots of different natural rhythms that we can identify, but I want to name some of the most common that I've seen.

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So we've got

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what I call the marathoners or the consistent doers. I am mostly a marathoner. So marathoners. They like to work slow and steady, like I want to do a little bit today and a little bit tomorrow and a little bit the next day. And I'm not going to, like overdo it, right? Just like that someone running a marathon, they're gonna keep the same pace, most of the time. They're not like they're not into like overdoing it, and they can like they can sustain, right? That kind of, it's a little bit of a slower pace. And it's that consistent

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doing. That's one kind of natural rhythm.

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Another kind of natural rhythm is the Sprinter that I spoke about. sprinters are doers, they they've got like a lot of energy that they can like use and burn. And so you might front load more action steps, baby action steps for that person, because they they can do it. But here's the thing to know about sprinters, they need breaks. And they actually usually need longer breaks than marathoners. So marathoners are like, I'm gonna work consistently. I'm like taking my break every day and my break on the weekend, you know, whereas a merit sprinter is like working and working, I'm going to work and not really take any breaks. And then I need like five days to do nothing, right? I think work and work work. Again, one is not better than the other. It's just about working with the client to see what's what is best for them. Here's another kind of natural rhythm that I often see I call these guys the tipping pointers. These are people that like, they actually they're not going to take out our action. For the first couple of days, at least if not for the first week or two. The Tipping pointers need to marinate on things first. And this isn't like resistance or being stuck. It's like they know what the steps are. And they have to get used to the idea of me taking the steps to wrap their minds around it and they have to prepare for it. And they have to like, embody that they're getting ready to take these new actions. And then there's a tipping point. And then they either become a sprinter or a marathoner, right. So we want to make sure that they don't go into like resist, it crosses the line from the marinating into the resistance, but from a tipping point or clients. The net the first action step is never going to start the next day or even two days later, or even three days later. I'm gonna give them like time for it to sink in first, and there's probably going to be space in between each new action step as well. Last one, I'll say for now I call the deep thinkers and the processors. They're like marathoners except much slower. So they are like persistent and consistent with me. Elite like they need to really think through the thing you know. So they're, they're doing it persistently and consistently from the beginning but they're just like, and we want to honor that and leverage that right? normalized for them. Okay, this is so it like I feel very passionate about this just because of all of the shame I see that's created out there, or the the exhaust or the overworking that's created out like in the industry when natural rhythms aren't honored. So first, some of you are probably

already identifying yourselves and maybe there's another natural rhythm that you want to name that I didn't mean that want to ask you. Which one are you?

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Which one are you? Doris is a

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marathoner. Sarah is a tipping point or she has a name for it. Now, Lauren is a deep thinker and processor. It's a beautiful one to be there's so much richness in it.

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Same with Laurie, Heather's a sprinter.

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Jennifer is a sprinter but slowing down to a marathoner. Yeah, we can change to like, I used to be a sprinter, which was really good for a period of time. And then I got burned out like that. It wasn't right for me forever to be that. I need it feels like you're a mix. Yeah. And it depends. And you can create a name for that mix or just know when you're with each one and do the tipping pointer. But the fire under your butt. Yep. Makes you move Lisa's a marathoner good. How have you maybe gotten into trouble or had trouble in the past by not knowing or not honoring your natural rhythm, your natural execution rhythm

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overlooking

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overbooking and overlooking Lisa staying over bucking, Jennifer saying I'd be hard on myself for taking longer breaks. Yeah. And she still doesn't honor it. And it leads to shame. And Jay wanna invite you now that we're having this conversation? To really honor this part of you, this is this is who you are. And to know that it's a gift, and it can be leverage. Whether saying burnout when I don't take a break, or an hour and shame spiraling Kelsey saying, comparison. Yep. Natalie, saying my brain is a sprinter. But my body needs to marathon it's such a great awareness. Yeah,

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is good.

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Anybody want to I'd love to hear a voice or two on this, what's feeling important about these natural rhythms to you? What are you seeing that's important here?

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Who wants to share? Lisa,

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I'm wondering, so

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this is a bit of a question to myself with a tipping pointer. It's like, I take that time to get my head into the new beliefs and then you sort of feeling and to see if I'm even inspired by it. So I don't know if that's quite right. But that's what it feels like sometimes. And then it's like, this is probably cheating. But then it can almost happen by itself. If I get in the right frame of mind. It's not so much efforts. That's

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yeah, that's kind of like that

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tipping point. Yeah. Good. It's that's just good information to know about yourself, right? So that you can set yourself up to miss the most successful in your strategies. I Anita

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when you started talking about this natural returns, I almost had tears in my eyes. And it's because of my own experience and because of experiences that I see in my clients and other people. And I see there's such a potential for so much love and acceptance when we share this information with clients. It's

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ah, yeah, so

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beautiful. Thank you.

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Yeah, you're so welcome. And thank you for sharing that. I agree. 100% I've seen that happen for people as we've looked at this

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guy got Yeah. I'm I'm quite

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loving this because for such a long time strategy is something As I'm very I'm very resistant to, it's my idea of about strategy and how it's very, you know, patriarchal and masculine. And, you know, and not so connected with feelings and this and that. And, you know, it's by the book, and you know, like this. But what you these elements have brought it to where it's quite manageable. In fact, it feels like, these elements are connecting with your humanity, it feels like to me, you know, it's amazing, because some of these elements are I'm already using, but never thought as a way, for example, you know, a guiding feeling or belief, you know, which is a way to connect between themselves and their goals, for example, as opposed to just get this done, but what do you feel, you know, and I just love it, what is your inner wisdom, your heart, want to know, is right up my alley, it's like, you've put strategy into the, you know, it's just what you know, it, strategy. This is amazing. For me, it's like, I've resisted it my whole life. It's like, I want to do it this way. I'm this, you know, I'm not gonna walk like that. But what if I could walk like that, but inside, I'm like, they're like this, you know what I mean? Or what my heart really, I'm already doing it, I just haven't been able to put it in. You've just brought this down into, to me, this is the true human condition. You know, this is what we do with children. They're already strategizing because they're connected, you know. So this is fantastic for me, you've really and truly opened up strategy into a whole new realm. And I can relate this Yeah,

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I'm so glad I can feel that energetically as you're sharing. Thank you, for articulate you,

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for us. Good. Okay,

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a couple of last little tips for when you're strategizing. Don't get too attached to a specific strategy. Understand that sometimes strategies need to change. Right, we can only plan beforehand, as well as we can plan beforehand, and then we execute. And usually there are things to change in the plan. And simpler strategies are always the better strategies. So one of the questions that I just keep top of mind when I strategize for myself, and when I'm strategizing with a client is what's the simplest way? What's the simplest way? What's the simplest way, always keep the client's vision in mind, that should be one of the guiding lights of the strategies. And last piece is for me, I mean, sometimes I'll strategize upfront at the beginning of a session with a client. But most of the time, the way I'll work a session as a client, we'll talk about, you know what they want to receive by the end. And we might start to, you know, we'll either just start to strategize a little bit, and then all the inner pieces will come up, and we'll like work with the inner pieces. And then I make sure I have time at the end for strategizing. Or we might, they'll already know there's inner pieces in their way. And we'll do that. But I always like to end with some strategy. I shouldn't say always, but much of the time, you know, after going through kind of inner pieces at a deeper look. I like to end with some strategy, each session, what are your next I mean, then that's simply like, what are you going to do between now and next time to get to the next place on the journey, right.

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So

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your homework for the next week, if you're working with a partner is to start to bring more of these elements in either for a bigger strategy or even just that kind of little strategizing session by session. I love the way you described it as creating a container right? So support your coaching partner to create a container for their action steps for moving

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forward. All right. Before

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I let you go take a moment and write down what what are you taking from our time together today? what's your takeaway from our time together today? And I'd love to hear last thoughts, takeaways and any questions that you have and where 430 So of course, if you have to go we are officially done, but I'm happy to hang on for any cues and last thoughts.

1:30:14

Angie, I think I'm realizing how much I need to go through this practice for myself. And I think I might need a coach. Coach, but I don't have one right now. And I'm feeling like today was really revealing to me. Yeah, I'm so glad. I'm so glad that you're seeing that. And I would say like next step, even before coach, apply some of what we're looking at to your vision, and see where you can

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go with it. Good. Who else?

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Takeaways last thoughts or questions?

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Anyone else want to share? Nicole's

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is saying it's bringing up so much. Yes. Lisa, saying the strategy with natural rhythm loves safety and trust. Yes. Sara is feeling more integrated. Good.

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Julie.

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Oh, I was just gonna say basically, reiterating what I said before that strategy is an important part of creating a safe container and building trust for with our clients, between our clients and ourselves, like I said before, by supporting them in really seeing that clear path and feeling hopeful.

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Yes, I love that. And the feeling hopeful part for sure. Yes. Thank you. Lisa, you want to ask your question on values?

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Yes, that all right to do that. So we're in the small group. And we were discussing visioning, and values and needs and kind of the interrelationship. And Andrew curious. Because I feel quite, you're experienced in doing visioning with clients? And then I'll ask them, why is it important and all of that? So it feels like it get partway to the values. But we were curious, how explicit do you need to be and the people know their values? And do they know their needs? Because in my experience, also, it's like, when the resistant kicks in? It's usually based on a need that, and I'll speak for myself that I didn't realize was there sort of underlying at all? So I'm really interested in how this whole dynamic works. It feels like yeah, fascinating exploration. Yeah, yeah, absolutely. So

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there's a couple of ways to approach this or think about it. The first is, through your listening skills, right? So whenever I'm listening to a client, even from before they become a client, like from the moment of when we're having an enrollment conversation, one of the many things we looked at this in our listening module, you one of the many things I'm looking I'm listening for is what is this person's values? You know, what, what is what do they value? What is important to them? And when I think I hear a value, I'll reflect it back and ask if I'm getting that right, if that is something that is important, or need as well. And then so then how that plugs into the visioning is that when we're visioning something, I'll bring it up, right? And I'll say, I know that freedom. As an example, I know that freedom is one of your top values. How is freedom showing up in this vision? Or how would you like for freedom to show up in this vision? Or what would this vision look like if we were to infuse it with even more freedom? Right? So that's one way as we're like, all from from day one, we're listening and tracking and we know, you know, and if we don't know, we can, like, say to a client, your this vision sounds great. And I'm wondering what value would you like to infuse this vision way? Right. So that's another way we can do it is like, we may not be sure. And so we can ask a third way, I think, include this in the member center. I'll take a look. If not, I'll include it in there. I have, it's old, so it's not updated. So I like do with it what you will I have a values and needs assessment. Okay, yeah, that you could also share in your welcome questionnaire with a client That's just really revealing for them. And it helps you understand more about the client. Let me make a note on that. You put it in the member center. But, but maybe it didn't make its way there. And I got that that's not fully mine originally, like I've changed it enough that I feel comfortable sharing it. But it's just important to honor. I don't remember where I got it from originally, but I think it says it. So I'll I'll make sure that that's shared in the member center, too. I used to use it all the time upfront with clients, and I don't anymore, just because it's like another thing. I don't know, for my people, it's like another thing to do. And I'm just like listening for the values and needs. But it is a really beautiful and can be a very powerful tool.

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I can imagine that could get very complex as well, if people are looking at if you're looking at it's like a big, quite a big piece of work, isn't it if you want to do that?

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Yeah, but it's a good thing to look at involves saying it's in there. So awesome. Yeah. So you can look in the member center, it'll be in the visioning module under the resource sheet. That's great,

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because that would also give me a way of doing it with a group as well for the whole group to look at their values and their needs. And then it's Yeah, yeah. Nice. Okay. Thank you. Thank you for answering my question. That's about two weeks old now. Okay, okay. I'm

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glad you're asking, oh, involves seeing the original sources in the worksheet but you're not sure if so, let me put that back on my list. Let me make sure

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that it's in there. Okay.

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All right. Anyone else need anything for today? No. All right. Sending you all lots of love. Have a wonderful rest of your day.