



Sacred Depths Certification

Deep Listening Practicum

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Hi there. We were having some technical difficulties. But they're worked out now and hopefully everyone will come in

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Okay, good. Some people are starting to come in. I was just saying, I'm sorry, everybody, there was some weird tech issue. I just got very dysregulated trying to stay calm, like, Oh, no can't get in. So I'm glad that the team was able to figure that out. Give everyone another moment. All right. Hopefully we didn't lose too many people today. When tech stuff happens, it's always you know, it's like this inner practice of trying to stay calm. Which I've gotten a little bit better at over the years, but it's still it's still, you know, brings things up. Andrea saying something to do with listening to the tech? Yes. All right. Well, I'm so glad that we're here. And I am so excited for our call today, we've got our first practicum in the program. Yeah. I, these practicums are some of my favorite favorite sessions. In sacred deaths, I, I get to talk a lot less, you get to talk a lot more. And the practicums are really powerful opportunities for us to go deeper with the skills that we've been learning in our training sessions. And for you, for us in community, it's really come together. So that you have, you're able to practice the skills that we're learning. And so today, we're specifically going to hone in on listening skills that we've been looking at over our last couple of sessions. In a couple of minutes, I'll be calling for a volunteer, a volunteer client, I am not going I'm going to ask the client that our volunteer client questions. But I am not going to be demonstrating coaching. I mean it I can't help but demonstrate some coaching and the questions that I'm going to be asking, but I just want to be clear that that's not what this is, I'm going to be asking our client questions, so that everybody else here can have their practitioner hats on, and use your listening skills, and everything that we've been learning about listening to take note on if you were the practitioner in this session, what are the things that you're hearing that are important? What are the things that you're hearing that are important? And then after I asked our volunteer client, enough questions that I feel like they share with us enough information that it's given us ample opportunity for listening. What I'm going to do is invite everybody, including our volunteer client, at that point, you can put your coaching hat on to share what is it that you've heard? What are some of the things that you heard that if you were coaching in that session would be important would be things that you were paying attention to would be things that maybe you would want to create support the client to create more awareness of would be things that would be jumping points for you for crafting questions, et cetera, et cetera. I love these calls, because each You get to be even more active in the process. So much wisdom comes through. Some of you hear things that even I didn't hear, which I always love, when that happens, it's a great modeling of how we each hear different things. Also, I always say coaching, this work that we're doing is an art, not a science, along with that more than one road leads to the desired results. And so each of us in our own ways with our own checked filters are going to be hearing or picking up on different things that are important. And that's great. So we'll all be learning from each other. What else did I want to say? Oh, so this means that you have to be willing to

participate, because the call kind of falls flat if when I open it up for shares on what you've heard, nobody shares anything. So so please, be willing, I know it can be vulnerable sometimes to share, especially if you're not sure. You know, I heard that that feels important that we will all be learning from each other, I'll be validating you. I'll be pulling some other pieces from you, you know, as you share, and it's just an incredible learning experience in a very, I think, loving learning environment. Any questions before we hop in? Okay,

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so I'm sorry, I am sorry, it's Carmen, I jumped in late. So I missed the very first part of the introduction of what we're doing.

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We're doing a coaching practicum. So I'm going to be calling a coaching a volunteer, I'm not going to be coaching them. I'm going to be asking questions so that we can all be listening. Out there what we heard. Yeah. Okay, so as you listen, I want to invite you to be taking notes on things that you hear, I'm going to be trying to take some notes as well, on what I'm hearing, as I'm also asking questions of our volunteer client. And as a review, here's some things to be listening for. Or will even before listening for what you should be listening for first review best best practices for listening. So always remembering that you're listening so that the client can feel seen, heard and loved. Remember to be present in each moment. Remember that listening is a dance between listening to yourself as well as listening to your client. Remember to be curious. Remember to listen not just for the what, but for the who, right because we always want to coach the web based on the who remember to be checking filters as they come up. Okay, so those are kind of the foundational pieces. Now I'm gonna just quick mentioned some of the things to be listening for. Do not listen, for every single one of these things, your head will be spinning. If you're a new practitioner, just focus on listening for you know, 123 of these things, four of these things. If you're a seasoned practitioner, find the ones that you don't generally listen for, and practice listening for those. Be on wherever you're at with your listening skills. This is an opportunity to get better to be on your personal edge with it. So, especially if you're seasoned. I want to invite you to not fall back on your smarty pants, all the things that you usually hear like yes, share one or two of those two, because it's great and we'll all learn but for your learning, find the things that you wouldn't normally hear. So some of the things that we want to be listening for are our clients, the client's emotional state. We looked at all of this last week, their engagement, how engaged is this client with what they're talking about? We want to be listening for silence? When does the silence come up? What might that mean? We want to listen for pacing, the client's pacing their tone of voice. What do we hear in all of that? We're gonna be listening for what is this client's essential nature? What is this client's strengths? What is this client's resources because those are things we may want to, you know, in coaching sessions create awareness on we want to listen for a miss a match or a mismatch between the client's behaviors and and then their goals and their commitments. We want to listen for what's motivating this client. What are some obstacles or potential obstacles that might be in this client's way? What are this client's beliefs? What are their wins and their celebrations. We want to maybe also be listening for some specific language that are and terms that the client users that might be important if the client repeats anything, if a goal has shifted or a vision has shifted. We want to be listening for threads, connections patterns. So let me ask each of you for wherever you're at in your process.

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What's your edge when it comes to deep listening skills? Because again, you're not here to just rest on I mean, it's really good to rest on your laurels, but specifically, why we're here today is not to rest on your laurels. We're here to stretch your skills and your mastery. So where's your edge when it comes to listening skills? What's the new emerging for you a place that's stretchy for you? A place where you want to lean into more. Heather, did you have a question?

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Oh, I just I had a response. Oh, yeah, sure share.

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That's great. Um,

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so often in my work, the easy thing is to focus on clients obstacles, or potential obstacles, you know, working with incarcerated women. However, the area I'd like to lean more into is finding out more about you know, what's motivating the client.

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Beautiful good. That's a great intention to set for this practicum for yourself as you listen Nice. Thank you Andrea saying I like the idea of looking at the world through the client's eyes or listening through the client's ears. Nice Natalie's edge is hearing what is about to be revealed to the client and creating awareness around that beautiful leaning more into your filters and there's good good so from wherever each of your edges are I invite you to set an intention for your for this time for how you're going to listen. Okay, I'm gonna ask that while our volunteer client and I are talking and we're all using our listening skills that we don't use the chat chat can be great sometimes but it can also be a distraction particularly from listening. So let's we can come back to the chat later but let's kind of bring real undivided attention to to listening. Who wants to be our our volunteer client who's got something going on that they would like some coaching on some support on. Do really

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high. Thank you, I feel like this, this is really outside of my comfort zone. It's not like me to volunteer for something like this and to be put on the spot. And so I'm leaving that edge.

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I'm so grateful. Thank you. Yeah.

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And this feels really vulnerable, I feel like what I want to share is like, a combination of a celebration, and how that is like, evolving or morphing into giving me more clarity around my business vision and how that is integrated with my whole life. And I'll just start with a celebration, which is an extremely like, good, tired right now I just last night, I successfully pulled off my first what feels like my first real catering gig. And it was kind of big for me, it was supposed to be a cocktail party for 30 people. And it ended up being more like 60. And it was kind of a big deal important event for these people. And I nailed it. And the clients were really happy. And the guests were really happy. And the 12 and 14 year old kids who they hired to help me were super awesome and helpful and love the food. They anyway. So what I'm realizing is this opportunity to work in this way, which kind of checks all my boxes of like working for myself by myself from my home. And the name of my business for those who don't know, is nourished, nurture nest. So I've been trying to figure out a way to integrate all of the pieces of my business vision. And it just kind of keeps falling flat, or I get overwhelmed and frustrated and stressed out and I'm not aligned with I still want my life to revolve around being on social media. And it's like, okay, well, this is right here for you. This is something you can do. You're skilled, you're capable people, you know, the responses positive. So it's you just living your life, me just living my life. And I'm just looking at reframing and rebranding my whole vision for my business and how to have it still integrate the coaching component and the skills that we're learning here. And I just feel like it's all coming together. I'm feeling guided and supported. So it's kind of like all of that, this, that I'm sharing the celebration and still just feeling somewhat a overwhelmed and be just tired and in recovery mode, but like, Okay, how do I effectively pull it all together as this not necessarily streamlined, but aligned, way of life and work that integrates all of my interests, my gifts, my passions, skills, and what people want, like in my local community. I guess that's, that's the gist of it.

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Beautiful, thanks for explaining that. So well. I always like to say in these practicums I want so badly to coach right now and acknowledge but I'm not going to do any of those things. So don't feel put off or like I'm not seeing or hearing you. I'm just going to kind of like ask different questions and jump all over the place.

18:56

Share with us a little bit more about what's not feeling aligned right now.

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Well, honestly, in this moment, things are feeling really blind, which is great because I just feel like I'm in this little state or bubble of like, wow, I just did a big thing and I did it really well. And then, like I just explained now I have this whole new level of awareness of like, how I'm being asked, guided invited to shift the lens through which I'm looking at my business it's like, as much as I understand that in the world of like the coaching industry and entrepreneurialism and social media marketing. As we all know, I'm sure it can be so overwhelming to comprehend and and assimilate all of the different tools and resources that were offered and exposed to that I find that I'll call it culture at this point is, that's what's been feeling misaligned and making me feel tired and lack passion for what it is I really want to do, which is serve people in a way that's nourishing and nurturing or allows them to feel nourished and nurtured and supported and uplifted and held in the varied ways that I am available to offer. And when I'm like, caught up in the spin of social media, I feel drained and taken away or out of context of what it is I'm trying to do and be and like, live embody model. So bow feels really out of alignment. And now that I've been like doing this social media break, and just focusing on I've done like three catered events in the last two weeks. And I'm not looking for this work, it's coming to me. That feels aligned. Like, even yesterday, while I was doing this job, somebody reached out and was like, I know, it's short notice. And it's a long shot. But I was hoping you could do a birthday cake for our friend for me for tonight. I was like, Well, I wish I could do but I can't. Anyway, I feel pretty much in alignment. Right now.

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Awesome, good. Good. So you talked about this culture in the industry, that's overwhelming. And then has you feeling drained and lacking passion. And you mentioned social media as participation in social media as one of those things, parts of the culture. Share with us a little bit more about other parts of the culture that are overwhelming.

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I guess honestly, it feels like, you know, when I decided to pursue being a coach, it was obviously because I wanted to help people in this way. And I wanted to help them in a framework that is about feeling better, through feeling more connected with their own sense of well being. And I so I initially became a health and nutrition coach. And that's feeling less and less like what I am called and inspired to do or be like, especially because when it comes to food and feeding people, as much as I try to emphasize that I specialize in and I'm available to support people with special dietary needs. That's not what people are asking for. People just want good, yummy, nourishing food. And I wrote something about it earlier about how the way that I cook, simple and humble, delicious and nourishing, and makes people feel loved and nurtured. That's just I feel like that's where the magic isn't. That's like, my special sauce when it comes to food prep. But as far as the industry I feel like I've been really challenged with trying to niche down. And so when I initially pursued this, I really hadn't considered the whole marketing component, like how are people going to find me and know how I can help them and that piece has become so all consuming that it's like, this isn't a pot not having fun. Yeah. And like I said to my best friend this morning, you know, this cooking this this shift toward focusing more on the cooking and what I can do in physical form and the here and now that's not relying on social social media feels really good because it enables me to feel like I get to reclaim my life, my energy and what brings me joy. I'm like, I miss hiking every day. Where did that go? How am I How am I modeling that? I'm living the life that like really fills me if I'm not doing the thing that fills me up. Yeah. Yes, good.

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Anything else that you want to share?

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I just want to acknowledge really quick that I'm appreciating this session. And that like, of course, I would love to soak up and absorb any coaching you are offering. And I understand that that's not what we're doing. And I love the way you're doing what you're doing. And I'm really grateful for the opportunity to share in this way, because like I said, it's an edge for me. And I'm, it's good for me to be hearing myself. And I realized that that's so much of what our clients get value.

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You just nail you just nailed a big piece of it right there. I'm glad you are sharing that. And I'm glad you're having that experience. And like

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that, that me having that kind of connection moment or breakthrough moment right there. In my own experience now also helped to illustrate like, as I was just saying that helped. To illustrate for me what I love about coaching, like I love when that happens. And the client is just like, Oh, it's right here in front of me. I know this about myself. So yeah. Good.

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Let's see if I have any other questions you've shared a lot with us. So a lot to listen to. But let me just see if there's anything else. You talk about you, you mentioned, when you get overwhelmed, one of the pieces of impact of that is that you end up lacking passion. Share with us what it's like, when you are feeling passion in or out or?

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After you great question. I guess I feel like there are a couple of ways to answer my first response was, I can when I'm feeling really passionate and excited about what I'm focusing on learning doing applying, I feel like I can get a little bit manic. And I guess just that just like, I really dive in. And then within my mind starts working and I learned through the process and kind of maybe talk myself out of being passionate about what I was passionate about, because of what I'm learning and the process of trying new things. So that makes sense.

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Yes, it does. Yeah, it makes a lot of sense.

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And I guess the other piece that I was gonna say is when I'm cooking, for example, like if I look back at the experience of preparing for this event for the last two days in in the client's kitchen, which that was a whole other like, outside of my comfort zone. Big edge. And also big, very spacious kitchen, but not a super functional kitchen. So it was challenging. Like, my kitchen is designed to work for me. It's my kitchen. And when I'm cooking for clients, I'm just in the zone and I'm passionate. And my point is cooking in these clients home and doing this job that was big for me. In times when I could have been really stressed. I just noticed I was like, Oh, look at you, you're not stressed. You're just doing doing the thing. And then you're doing the next thing. And I like felt really proud of myself throughout the whole experience. Like I'm doing this and I'm doing it well.

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Yeah. Has there ever been a time where you felt that way about marketing for your coaching business? Where you're just you're doing it even if it's not, you know, you're in somebody else's kitchen, but you're doing each thing and each thing and you're present and you're doing it?

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I guess I'd have to say no, not really. Okay, it just doesn't feel like your ID to show up in the world in that way.

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Like I want to want to do be that person and be that coach and do all of those things. But the reality is, I don't want to do that. It's not comfortable. And I don't like it.

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If you could create your ideal marketing kitchen, where you could do that, what? What would be included or not included in that kitchen?

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So when you say marketing kitchen, you're not

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now just using the metaphor Yeah, is using

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messy kitchen.

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Like the in the zone, one that gets you doing the thing, like you were talking about before?

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And with regard to coaching in particular,

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yeah, so throw out all the rules, throw out the culture.

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Honestly, I guess you know, that that's what I'm here for the tools that will give me help me build that kitchen. Because I love how you really emphasize delivering the beauty and importance of delivering for our clients in a way that yields results and transformations in this non icky way, marketing way, right? And, and results in clients that resign or refer and that it's just fluid and natural, because the work is good. Because I do good work. And I help people feel better.

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Just to be clear, I do do a lot of marketing. Like I need to say that. No,

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I know. And I see a I've definitely noticed myself over the months that I've been in your orbit being like, oh, okay, yes, she does do marketing. And thank you for clarifying. Yeah. So

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if you had some ideas, and again, this is just kind of see what wants to come through? Like, what are some of those marketing, things that you could stand behind, that you could feel passionate about that could help you feel like in the zone like you were in the kitchen?

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And it doesn't even have to answer with marketing techniques, per se, just even ideas about marketing and business building.

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I mean, I suppose what comes to mind is like, if I could push through my own resistance, and get the more open and comfortable with sharing video content of me actually working like in my kitchen or blending essential oils or out in nature so that I feel like that could be beneficial and more effective. And I recognize that I have had resistance around that.

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I hear that I want to this is a coaching piece. I wanted to just reflect that as you were talking about sharing some video content about being in nature and oil mills and being in your kitchen. I just saw your face light up. I think it lit up about a marketing something.

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Awesome, anything else that you want to share? We've got a lot here. But this last question and anything else.

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I feel like we've covered a lot and I want to also be respectful of the whole the container the time and not overwhelming anyone with what you're asking of them regarding listening.

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No, we're all good. Awesome. Thank you. Thank you so much for sharing this especially because it's who's vulnerable. Oh, that was the one question I wanted to ask you. Sorry. I have to ask you that. What can you share with us why it's vulnerable? Why this topic in particular is vulnerable for you to share.

34:43

Um, I think just because I had been thinking about it about a half an hour before the call. I was like maybe I want to go into today's call and share about how I'm feeling about what I've just done and celebrating myself. And, and what's coming through about it. But then it was like, Oh, but wait, today's a practicum call and I want to be mindful of not needing to look for or ask for a level of attention. That's not what this time is for. And then I saw the email from invol, about tomorrow's first group cohort, and read the journaling prompts. And I'm like, How beautiful is that? These questions totally invite what I'm feeling called to do. So. I'll just wait. And then when you said, you know, I didn't, initially I didn't think that I was going to volunteer. But then when we got to the point where you're like, who wants to volunteer? I was like, I think I'm being it's me. Awesome. I'm so glad you did. Thanks, Joanna.

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Thank you. Great. So if you want to put your practitioner hat on now you can. And I'm hoping all of you have been taking some notes. And I'll give you a couple more minutes right now. Firstly, just stop jot down for yourself, what are some important things that you heard from Julie?

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What are some important things that you've heard? All right, I'd love to hear some shares. So you can raise your hand. And again, as a reminder, nothing is too big or too small, small details are important. And this is about experimentation, and stretching and learning. So please don't be shy. Lisa.

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Hey, Julie, thank you for that 10, Joanna as well, it was beautiful. It was just so lovely to watch and witness. So thank you. One of the things that I was really focusing on, that I'm working with more with my clients is noticing

strengths. And one of the I noticed a few strengths. Actually, there was a beautiful moment where you were describing and I can't see you because everybody's moving around. So quickly. You were describing how you work. And you said it's honest food, and it's nourishing, and you said something else. And then you said, and people feel loved when by the way you prepare it and then thought, Well, if that's not a marketing message, I don't know what it is. Because I'm like, if you're in my neighborhood, I want you to cook for me, it was just fabulous. And I thought, Oh, you've got a strength in marketing, perhaps that you didn't necessarily recognize. So I love that. And I thought another strength that you had was cooking in somebody else's kitchen and not getting stressed. How did you do that? So impressed. So I think you have a lot of strengths that perhaps you don't recognize that we can all see through that.

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Beautiful, I love that you're pulling those out. Those were absolute strengths. And I agree there were some great marketing. I hadn't thought about it before. But there were some great marketing phrases that came out of what Julie was sharing. And those are really valuable things for us as practitioners to be able to hear and listen for. Thanks for getting us started off.

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I just want to interject real quick. And I won't do this after everyone's share. But thank you for that feedback. And that little blurb that you commented on. That's a good marketing piece. I just that's what came up in my head this morning when I woke up. So I did jot that down and had that because it's like, it's just honest and true. I'm so glad

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you've written it down. I'm so glad you've written yeah.

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Great, Lauren.

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Hi, thank you, Julie, so much for sharing with us and for allowing yourself to be so vulnerable. I want to start just by saying that I don't like speaking in groups and I'm nervous right now. So I just want to like this is a growth that for me. And one of the very first things that I noticed was my own filter coming in around my own discomfort with marketing And also this piece around, like trying to integrate seemingly different things and figure out like, how does all of my work come together? Where is my brilliance? And that's kind of one of the biggest pieces that I heard. And then immediately, I also heard this mismatch, right of like, in your celebration, like your tone, it felt like truly was. How do I want to say it was like a Yeah, but like, I'm celebrating this amazing thing that happened. But there's all this other stuff behind it, that makes me almost feel like it's not really a celebration a little bit. And then that kind of kept coming back and up and over and over again. And Joanna, you, you spoke to this quite a bit in what, in the dialog that you had, that there's also this disconnect, it seems for me anyway, maybe I'm wrong. between who you believe you are, Julie, and who you think you need to be to be a coach. I don't know if that lands at all. But that's kind of what came forward for me.

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Nice, okay, a couple pieces in there. Let's pull out I love that you checked your filter, or on the marketing piece, like really, really well done. And since we're talking about checking filters, I want to name for everybody a filter that I checked. When Julie first started talking, I for a moment in my mind I went to, but she's here in this program to learn to be a coach, what if she's just like shouldn't right? And like, it's she's talking about wanting to cook? And then I check that I'm like, No, I'm here to hold the space for what ever is going to be aligned for Julie no matter what. Right? So it's like those filters can creep in there. Right? And we want to we want to check them. So I'm so glad that you did. I'm gonna get to the middle thing that I want to talk about last. But first, I want to

jump to the last thing that you said about the mismatch around the wanting to be the coach, but feeling like what she has to do to be a successful coach is not tenable. And yeah, that came through a lot. There were a couple of and hopefully some folks will share, if not all, fill in some blanks and a little bit some like specific beliefs in there. So really well done. The piece about the the celebration, not feeling like a full celebration. I didn't hear that. But I miss things sometimes. And Julie, I'm wondering if that lands for you. I heard it as Julie really celebrate, it was like a celebration. And now how do I get in alignment with this other stuff? But I I'm off sometimes for sure. So Julie, I'd love to hear from you on that.

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Thanks. I'm so glad you're asking because I wanted to respond. And I feel like it's an and both. I feel like both of your reflections about this piece are true. Like, I feel like I'm genuinely celebrating this accomplishment on the success and what it's showing me. And there is definitely the I'm celebrating. But and what's there is I would say number one, first and foremost, a lot of fear, self doubt, and a comparison to the other. There are several other very talented, successful female chefs in my area, who I've all of whom I've worked for. And then there are so I won't get too much into this. But there are some interesting challenging dynamics that I experienced in my little small town community where I've lived for over 30 years. And again, the insecurity and self doubt and perception that people hear particularly people I've worked with in the restaurant industry don't like me, I do a lot of kind of much less so now that I'm like, completely not working in the restaurant industry anymore. So it's just not as in my face, but I do a lot of like head tripping about my perceptions of other people's perceptions of me, and it gets in my way. And so it's like there's part of me that's just like, who am I to start promoting myself to cook locally? In this way, but then I also have to remember like who I am as someone who cooks and provides a service in my own unique way that's different from each of theirs. And I'm not in competition with them. And even though I know that there's this piece that still has me believing they don't want to see me succeed.

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Yeah. Good. Thank you for sharing that with us. Lauren. Thank you.

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And Lauren. Yeah, thank you. That was super helpful and spa.

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Awesome. I'm so glad. And Lauren, I want to also acknowledge you for sharing even when it was hard to share, I was so glad that you did. So obviously, so much learning happens when we're willing to be vulnerable. Thank you. Angie.

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Right. Yes. Thanks, Julie, for putting yourself out there for us. As I was like taking notes, the things that were coming to my mind where I was, I felt like I was hearing a couple of limiting beliefs that also I share. So my filter is also is there because I think that there are two that that I share a little bit and one was around your perceptions of the industry and what is acceptable within the industry. So like, but I don't, I don't want to do the industry standard. I don't like that, that doesn't feel authentic to me, I don't, I don't like that, then there was this other piece around, you're so clear on what you love and what you enjoy. And like Joanna said, when you talk about it, your face just lights up, it's just very evident. But you don't feel as though there's a way to utilize those skills in your marketing. And I too, am also feeling very intimidated by marketing and how much I don't like it. So what I really then from just like the observer perspective and the student perspective, what was so beautiful to me is that through skilled questioning, you were able to kind of come back around and call your own limiting beliefs and see that you do have what it takes to show up as Julie in this industry and know that like you're putting what you love out there. And if you put it out there in a way that you love and, and shows that you love doing it, it will resonate deeply with the people who are absorbing and you know, receiving your marketing. So

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yeah, that's those are my thoughts and kind of what I was picking up

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on. Hmm, awesome, so much in there. So first of all, Angie, I love that you also checked, notice your filters and check them. And as you were sharing, it was such a great example of how, as we looked at last week, when we check our filters, they actually help us become better listeners, you were clearly hearing Julie like under layers, because you have some shared filters there. But you could only do it. Because you were checking your filters, you knew that they were there for you to write. So thanks for just demonstrating that for us. We don't need to be scared of our filters at all. They're actually tools for listening, when we check them. Yeah, that there were some of those limiting beliefs in there. Like the belief that you have to be on social media in order to do the the marketing or that that's an important piece. There's something else that I wanted to say, oh, and then through the through that like just like you said, through the hearing your own filters and then hearing the beliefs that becomes the springboard for then asking question questions to create awareness. So even though it wasn't coaching, some of the questions that I asked around, if you could have marketing your own way, if you threw out the rules, etc. That comes directly from those other pieces that I heard from Julie. That's not just like a standard canned question about marketing necessarily. Good. Thank you. Nina.

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Yes, thank you, thank you for sharing. What I felt was just this kind of desire to be nourished, in a way like that's what I felt the most in my body as well. When when we're talking about how, how you love hiking and how you love the other things that nourish you, and that's where I felt like ah, like, that's, that just synced into my body and that felt like oh, yeah. What if you could just Just allow yourself to be nourished as well. You nourish through your food you nourish through your, your, your art, and just felt like okay, maybe maybe you could also allow yourself to be nourished. And yeah,

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yeah. Thank you beautiful. Yes, that concept of being nourished, came up a couple of times. And so what do we know about that? Number one, we know that that is a value, that something that is of high value for Julie that is one of her values, right. And that is something that is a concept that she really connects with. And at one point, she even I wrote this down the way she described, the food that she cooks is simple, humble and nourishing. And what I wrote down from there, which I think is one of the beautiful pieces that you're getting at Amina is like a question from there could be, what would marketing or what would a coaching business that is simple, humble and nourishing look like because we know that these are values that are important to the client. Awesome, thank you. And I also just want to plug so I think it is so important. When you were sharing Nina, you said that you could feel in your body how that was for Julie like this idea of being nourished. And that's a beautiful example of listening to our client, as well as listening to ourselves. You're listening to Julie and then also like that, that created a message for you in your body or a feeling in your party that you listened to as well that let you know it was even more important for the client. Nicely done. Thank you, Natalie. Hi, everyone.

52:03

Yeah, Julie, this was a really great experience. And thank you for your old t shirt. I think people have said things that I picked up and on repeat what people said. But I would say that what struck me the most was I felt like you had a lot of clarity actually, even though you came in saying, you know, I'm celebrating celebrity spirit celebrating and I'm a bit overwhelmed and tired. So I did get pick up what if it got her name set about I felt a little mismatch there too. And it was the both and but your clarity for me. I kept reading like, she's getting the answers that she's speaking like everything I feel like you were saying you're the things you were questioning about. And so also that your strength and your and your, your clarity around like what you're willing to do and what you're willing to not do in this business that was so strong and so like, but then the resistance was all it can be. But I have to do it this way as people are saying, but your clarity that is not the way for you was so strong and I really really I was

like geez, Claire, I actually had questions. Curiosity, curious part of me was like, I had questions that I wrote down. But what I want to say is and the fact that when you when you said I'm just saying it out loud, just when you as you said you made a point about singing out loud is giving you if so it was so helpful. I feel like it would give him getting more clarity from having this dialogue with Joanna and your passion as if people are saying Julie is so the like so one of my I guess one of my questions or challenges or whatever you would say is your passion around the doing the food in the kitchen and all that was so Claire, I'm curious about can you get the fulfillment that you want through the cooking part? What's the reason for the coaching part? I guess I was kind of like curious around that like, why can't you Is there a way to get everything that you desire to fulfill you and to to help the people who need for you from you being the cook and the creator in the kitchen? So that was those are my thoughts.

54:08

Beautiful. Yeah. And that clarity, again listening for assets and and client strength as Lisa said in the beginning. Julie is a very self aware person right as a practitioner. That's that's good to note. This client is very self aware. She knows herself well. She's clearly done work on herself. She knows where she is. She's pretty quick to name her resistances to know what works what doesn't work for her to articulate that. That's a good thing to listen for. Andrea.

54:45

I find that so uplifting. I feel like I just had like a giant like dopamine. Thank you to me. I heard there were two things that I thought might be additions. The first One was that I was trying to look through the client's eyes, and listen through the client's ears as sort of my edge. And so one of the things that happened for me was I felt like I could really smell the food. And I could really feel that the heat in the kitchen in the oven, I could imagine, you know, and what, what I was able to hear from that is, I feel like, maybe part of Julie, your essential nature is just you're a sensory, like you really enjoy that, like, that's part of really your DNA that, like, all the five senses being engaged. So that was an observation like, and I also noticed, like, when you were speaking, like some parts of your speaking, you had gestures, more gestures, and you would lean in a little and like that in other parts, you wouldn't. So it was sort of just listening to that not drawing any conclusions and sort of noticing, you seem like a physical kind of person. Could be wrong, I wouldn't need to check. But you know, that's what I heard. And also a hospitable person, like, like a hostess type of person, the things I was sort of trying to hear into the essential nature of the client. And then the second thing, in trying to listen to myself, I noticed something I know that I have is a filter. Because in my coaching, I often get hired for part coaching part consulting, especially when it has to do with business, I can hear so quickly, I like answers. Well, you could do this, or you could do that. And it was like, oh. So I'm telling on myself.

56:48

I love all of that, Andrea, thank you. I'm gonna underscore some pieces you just said all work backwards, I'm so glad that you check those filters, and that you sharing it with us because that's, it's like, yes to like it's so we that's the impulse, right. And there is oftentimes a moment in the session, as you know, where all of that can come to good use and supporting a client to strategize when they're ready. But not in those moments when, when, right so it's just great for all of us to remember that. I love that you because you are such an experienced practitioner that you're really worked to listen on your edge, and to kind of like see through the client's eyes. That hospitable piece such a part of we could see relating to that nourishing, you know, like such a part of who Julie is, and part of her strength and her essential nature. But the other thing I wanted to pull out that you just that you mentioned, Andrea, that I loved is that you said you took note of when Julie leaned in or the endow or used her hands. But you didn't make a decision on what that meant just yet. You were first because it wasn't immediately clear, right? But still, you were listening and taking note because that might be information that will kind of have more data around it later as you listen more deeply. Thank you, Carmen.

58:34

Thank you. This is incorrect, incredibly helpful, and revealing and overwhelming at the same time. It feels like I'm noticing for myself, it is really hard to listen. I don't listen, necessarily. With my ears, I listened with the body. So it was really hard to follow words. And in that sense, the words that I was picking up with were related connected with directly related with my filters. And I was shutting down because I'm listening through my filter. And it was really challenging to like switch hats in in a way on real time. And so that was fascinating and humbling for me to listen and for me to notice. And yet at the same time it brings up my strength in noticing and drag just mentioned Julius movement. And whenever there was a layer of thought of of a warmth, there was a lot of looking up and kind of trying to think her way through. And one of the first things that that Julie spoke to is that curiosity for integration of the hole that she is and how to bring that forward into the marketing. And that's what she does in the kitchen is this alchemy of flavors, textures, colors, smells, and everything that it has to be everything and that it does not make sense for her to narrow it down to the one thing, but it has to be all magically and creatively selected. And so it's very interesting to, to witness and live through this dichotomy where I feel completely inadequate. But at the same time, I can see that brilliance for myself at the same time. Ah.

1:00:42

So first, I just really want to honor and celebrate you, Carmen, because I know it's not easy to see that. But you're so self aware in that process. And I'm so glad that you could see your incredible strengths and brilliance is you have such an expertise in listening to the body, and that that can, you know, come in as you listen and provide so much value for you and your clients. So that's number one, just really well done on the awareness. And yes, on that brilliance, I love what you were sharing, about how Julie was looking up at certain points. So well done, and that integration piece too. And not that you have copious amounts of free time. But if this lands, what I would say is, now that you've gone through once, and you're aware of like what was going on, if you can just love on it and be like, Oh, I have these great strengths. And also, this is my edge. And this is where I'm at. If you want to go back and listen to this recording again. From that perspective, my sense is that it will help build the word listening muscle even more. Which was already my sense is actually much stronger than you think. For many reasons, I feel that but also because of that beautiful share at the end around the that integration that you heard. So thanks for all of that. Thank you windy Hi.

1:02:32

Um, first, just on a friend level, oh my god, Julie, thank you for sharing and I'm so squeezing you right now like holy shit, this magic that your collect collecting from all this, I'm just if I could hug you right now I would I'm so excited for you and for us. From a coach level. So I was picking up on, I felt like my filter was flashing. A lot of it was really picking up on her tone of voice. A lot of the things that were being said, it sounded like in the moments when she was in should land is when the overwhelm word kept coming up. And when she was in that space of really trusting herself is when all the alignment statements were coming out. And it was just really fascinating to to hear and to see and, and again, checking my, my own filter. It was like she would I'm trying to remember what she said with this, the social media, you know, she would start lacking passion and feeling drained. And I have a lot of experience of fighting against fitting inside a box that I have a big middle finger for that. So it's really kind of picking up on a lot of that while you were talking. But when you were in your beautiful like yumminess of being in the kitchen and your magic that happens there and the nourishment and all of that. I mean, the tone of your voice was magic. But it would dip back down when you would talk about the shoulds and I was kind of fascinated that I was really picking up on on your tone Yeah, and kind of the the it was almost like this birth of an idea in your face that happened when you were talking about maybe doing videos in your marketing for being in nature mixing your oils cooking in your kitchen. I mean, the thought of somebody getting to see you in your element, as a way of marketing just sounded kind of magical to me. So that's, that's it

1:04:59

so nicely done to work backwards. Yeah, it was like you could see that the client that Julie, the client was so was engaged with that idea. Like there was there was legs to that, through the visual clues tone of her voice. I love

that you were listening for tone throughout and making that connection between the overwhelm and the shunts. Really nicely done. And also, this hearing of the how, and I love how you put it, I don't know that Julie would necessarily put it the way that you put it about like this as a client, who kind of also has a penchant for wanting to give a middle finger to some of the rules. And that's, that's another great thing to listen for, because you can use that to craft questions to support the client how to see, to start to create a vision to move towards through that lens and that perspective, that's going to work for them. Nicely done. Thank you,

1:06:04

Lisa. And thank you, Julie. And I have a filter. I started my career as a chef. So I was just checking my thoughts about what that's like, for me as not projecting them on to you because you have your own experience. But what I was, I was hearing this current throughout what you were saying as the question, the question is, how is my presence? My simple presence, my listening, my beingness going to be nourishing, like food, like essential oils like nature? How is it that that I can translate that that feeling of nurture, into the Beingness? And I you've shared before, so I know you're already doing that in some ways, but I hear that the question is really coming up for you about how do I integrate this being nests of nurturer and how to form this nourishing, nurturing nesting energy in myself as a coach, that's what I was hearing. So I hope that's, does that resonate at

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all? When 1,000% Nailed it, like, and thank you for reflecting that back. And also for sharing that you were listening through the lens of having started as a chef in your career, and I don't want to go on too long. But I do want I guess I didn't mean like, I am by no stretch, train and totally self taught. No professional training, just kind of like fell into it. And like a client asked me last night, she was like, the shrimp. What did you do? And I was like, You mean burn them over hook them? I totally winging it. Didn't use a recipe just made it up. And I was like, I asked, I think I can't remember if I tasted it first or aspirin or kids. I was like, Maybe I should taste one of these before I send it out. Like it was it was it was like that. But um, yeah, everything you just spoke about my desire to really integrate all of the pieces of me and what I'm passionate about. And I love this question. And totally going back and listening to this recording, there's gold here, thank you. Just how is my simple present my listening, going to be nourishing, like food, essential oils nature into the way that I show up as a coach, and that is exactly what I'm trying to do. And it's really, I feel like it does already, it already is true, and it does exist. And it's what's reflected back to me like several of you have spoken about or made reference to my voice and the way I light up when I talk about certain things that are just the way you feel, in listening to me talk about these things. And that really is so often that what's reflected back to me by clients is I just feel this way in your presence or like, I just want to drink your voice and I just kind of like okay, kind of like with the shrimp. It's like I don't trust them. Few things about myself. But that's what is reflected back so often in so many ways. So yeah.

1:10:09

Can I have one more question? So, I did chef was a little bit of a trigger word, I think. But I'm self taught to I don't have any training, just just. But what I realized, and I'm curious if this is true for you, the immediate gratification of having people Cavell

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over the food, now you said,

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is nourishing as a as someone who cooks and then I went on to be a body worker, and it's immediate, they get up, they feel different coaching, however, coaching, coaching, yes, they might, but they also might just leave just kind of nodding and peaceful and quiet. And there's this.

1:11:02

Was I effective? Yes.

1:11:05

Yes. I'm wondering if that's one of your devils, because it's certainly one of my devils.

1:11:11

Definitely. Yeah. Julie,

1:11:12

I'm gonna ask you not to answer that or great listening. Lisa Neeraj. I'm so glad you asked a great, great listening, but and let that land, Julie. Yes, yes. Just for the sake of time. But such great listening, Lisa, in the initial question, and that like hearing her priorities and the things that are important. And how that question landed? A couple things I want to put so first, yes. To all of that. This last piece? No, that's not what I was gonna say. Hold on. Oh, Julie's beautiful incredible response to the incredible question that Lisa asked. There was more for all of us to hear in what she said there as well. So I just want to pull out that we could hear I could hear when Julie was talking about the shrimp, that she's someone who does really well, not playing by rules, making it up as she goes along, feeling intuitively into how to do it. But not applying that to the marketing right now. The marketing is like it has to be these rules. This is what the culture is like, et cetera, et cetera. Right. So we so if it were a session, we could also create some new threads and awarenesses. There, open things are up. There's the last piece that Lisa was speaking to. So beautiful all around. The one piece I want to pull out of that is you said it, Lisa. But But I want to like say it even more clearly. One thing that I also heard that Lisa did is that this client like myself and probably like all of us, gets filled deeply when clients are appreciative and in gratitude of her service. And like the way that Julie was talking about the response from people from the cooking, you could feel Lisa said nourishing and like how deeply that nourished her. And that's just a good thing to know as a about the client and then to use in different ways to create other awarenesses and go down other paths. Awesome. All of these are so great. You're all brilliant. And one more Giuliana. Hi,

1:13:49

thank you for choosing me, Joanna, because I first I want to out a couple of things. One is I shared that filter of oh my god, she doesn't want to coach. What am I listening for? And then the other thing is for myself personally, challenging myself to just show up. I've was driving across state lines while I was listening. I came into my hotel room during this thing and I tried. I grabbed a pen to write some notes, and my pen didn't work. So I'm like, All right. This is what I look like, but I did hear you and with that filter of where's the coaching? I was looking for that. And I heard I heard you say that. The clients that were showing up, my interpretation is they weren't really looking for your special sauce. They were kind of bland and just wanted some good food. And I was curious if that was the piece that wasn't lighting you up about the coaching that I heard in your voice, because I couldn't see you about when you were cooking. And then along those lines, because I was looking so closely for coaching in what you were talking about, You briefly mentioned these 14 year olds that were helping you serve. And that stuck out to me, because I'm picturing this awesome, like cocktail party and a bunch of adults. But when you said 14 year olds, and that was something that you really enjoyed, it stuck out to me is kind of like an anomaly in the situation. And that connected with the type of clients that might light you up, or, you know, kind of just an I don't know, it was just an interesting piece that I would have followed up on To find out more what that experience was like working with young people in an environment where I'm curious, if you were able to mentor them and coach them, you know, at 14, I wouldn't have necessarily known what to do at a dinner party. So that's, that was my, my experience. And thank you for sharing with us.

1:16:26

Yeah, I want to acknowledge you for checking those filters. So important, and also for this, like, awareness of the importance of being present in the listening and it sounds like you were able to ease into it, but it was good. I always say like, whatever happens in these containers is like, also a message for what you know what's

happening out of containers and always felt like for you to do early on. It was like this flashing light of like, okay, I could get more present when I'm listening this.

1:17:00

Yeah, exactly. And that I just to be able to be calm when I'm not doing it. Right. Yeah, you know, that I can still be present enough, even if I'm not perfect. Yes.

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Yeah, no perfection, no perfection. Thank you. Hey, look over, I think you all hit most of the pieces

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that I wrote down,

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I don't think there's anything. The only other piece that I wrote down that I don't think got mentioned is that another value I heard was that Julie likes to have fun. She spoke about not having fun with certain things. There was something and we don't have time for it today, there was something that I heard that I wanted to I didn't think I heard correctly that I if we were coaching, I would want to go more deeply into which was this like excitement, dive in manic and then take yourself out of the game pattern. It felt like you were starting to kind of articulate something important there that maybe holds you back sometimes from some of the business pieces as well. But anyway, Julie, we just spoke about you for I don't know 35 minutes or so. What just share with us briefly about the experience of hearing what people heard.

1:18:42

Wow, I love that question. And you know what comes up right away is like I feel nourished and fed because I allowed myself I put myself in the position of being vulnerable and allowed myself to receive amazing beautiful feedback and nuggets of wisdom and insight and so many great questions for me to continue feeling into so that is the biggest thing I just feel really I guess further proud of myself for for letting myself choose to step in in that way today. Except I wasn't expecting or planning to do that. I just noticed myself doing the looking up thing I just feel really grateful.

1:19:50

Wow, I am grateful for you and so much of what you just shared right like we didn't even coach but the word that you used was nourish right? Just this ad I pointed out because this is part of the gift that we're giving our clients simply by listening and giving them the space to feel seen, heard and love it. That alone is it's just such a gift and can create so much more by way of next steps and motivation and inspiration, and self acceptance and self compassion, you know, all clarity, all the things. I love that as a bonus, you've got lots of insights and coaching questions to journal on and meditate on. Everyone here, as I already knew is just whip smart. In our last couple of minutes left, well first, let me just share so this is the first week of your coaching partner assignments. Your you'll always have in your member center, like the listing of this week's coaching partner assignment. But for this week, my invitation is for you to continue to work on your listening skills. So Coach your client, but when you do the feedback, breakdown reflections part talk about what you heard, what filters you had, what your where your client, let your client speak about where they felt heard, where they didn't feel heard. Go deeper into all of that. I always take a couple of weeks off in August, I realized I forgot to tell you I was taking a couple of weeks off in August so I won't be around for next week. I'll be completely unplugged. Hopefully Hopefully I'm around this week, next week unplugged and then I'll be around ish after that. But just so you know. I'll be holding the space and the energy with you while I'm away. And then when we meet up next we're going to have our special guest call with Makita Pennycook we've got a minute or two left I'd love for you to write down what's your big takeaway from our call today? What are you taking away for yourself from our session today? And I'd love to hear share or two on that before we wrap up interesting coaching is so awesome. It really is. What are you taking

away? I'd love to hear one of your voices. My voice isn't the last one of the day. Lisa saying filters can be helpful. Yes Kelsey saying I love getting real practice real time practice of what it feels like to check my filters. Yes. Nina saying big inspiration to hear others reflections and listening.

1:23:02

Wonderful, everyone. Thank you. Thank you. Enjoy the next couple of weeks use it to catch up to connect in with your coaching partner if you have a coaching partner to practice and I will see you all real soon. Thank you. Thank you. Thank you.

1:23:25

Thank you all so much. This is such a gift. Thank you