

Sacred Depths

Introduction and Energetics of Coaching





Pre-Training Check-in

Managing Your Resistance

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Some thoughts you may be thinking:

- What was I thinking when I signed up for this?
- Am I really going to have the time for this?
- This is too advanced or too simple for me
- What if this doesn't work for me and I'm not going to get what I need here?

Actions that point to resistance

- *Not listening to the calls*
- Not catching up when you miss calls
- Not doing the homework, not participating in ways you know you want to participate



The Energetics of a Powerful Coaching Relationship

It's important to cultivate the powerful energetics of being a coach before anything else because it is the foundation of your coaching.



Understanding Energetics

 Powerful energetics of being a coach is about you, as the practitioner, setting the stage for having the most transformative and successful client relationship possible

- Energetics are about you understanding that a strong relationship with your clients is the basis of all you do together.
- True transformation happens in relationship, specifically your relationship with your client.
- What changes people is your energy and your presence as the practitioner.
- Your energy and how you direct your energy in coaching sessions as well as any interactions in-between coaching sessions is critical.
- How you as the practitioner shows up is at the heart of it all. It is what co-creates change for the client.

The relationship between you and your clients is referred to as the container. The container is where you deliver your how-to's and nuts and bolts information.

Energy follows Energy

- If you are not embodying the energetics of a transformational coach, your client feels it whether they're conscious of it or not.
- If you come to the coaching relationship with confidence in yourself, your client is more likely to have confidence in you and your work together.
- If you come to the coaching relationship confident that your client can succeed, then they are going to be more confident that they can succeed.

- If you come to the relationship with unconditional love and acceptance for your client's
 imperfections (and your own), then they'll be able to have more love and acceptance of their own
 imperfections.
- If come to the relationship not freaking out when there are obstacles and instead trusting that obstacles can be worked through your client will be more patient when obstacles show up. And your client is going to be able to trust that they can get through those obstacles with your support.

8 Important Dynamics

The foundation of energetics is vital because it allows you to honestly look at and course correct any misaligned inner dynamics, fears, perspectives, or limiting beliefs that are going on for you as the practitioner.

Working on those inner dynamics helps you as the practitioner be more clear, more grounded and much more in your zone of genius and leadership with your clients.

When you put the powerful energetics of being a coach in place, you discover that your relationships with your clients will contain the 8 most important dynamics that you need for a successful client relationship.



What is your brand of resistance right now? No judgment or beating yourself about it				
What's the fear behind the resistance?				
What's the part of you, or what pattern/person or idea is at risk if you were to really achieve your goal for this training?				
What is it you want to commit to for this program? Write a sacred commitment to yourself?				



Equalizing the Playing Field Resource Sheet

You and your client have different roles but there is no person in the coaching relationship who is better than the other or more powerful than the other.

Importance of leveling the playing field

- When you level the playing field, you see both you and your client as able, as mutually worthy of respect.
- Trust is created when the playing field is equalized. It is also where respect gets started.
- When there's an equal playing field, you've created an environment for true partnership to happen.
- If you aren't conscious of it and don't actively work to equalize the playing field, it's very easy to fall into the trap of not owning your brilliance or your expertise or not seeing yourself as smart enough or intuitive enough or [fill in the blank] enough. When this happens, you start seeing client as better than you or as smarter than you.
- The other way this shows up is when you come believing somewhere inside of you that your client isn't as good as you.

An equal playing field in the coaching relationship means you, as the coach, are approaching the relationship as if you and your client are two equal partners.

In either scenario – approaching the coaching relationship as either you or the client are less than - you're setting yourself up for having a hard time helping client in the way you want to help them. You are energetically creating an unbalanced relationship. One that's about fear or shame or miscommunication instead of alignment, openness, and an equal meeting of the minds.



Equalizing the Playing Field Worksheet

Here are some exercises and assignments to help you deepen the work we did on the Energetics of a Powerful Coaching Relationship (and all relationships!):

1. Fully Knowing and Believing that Your Clients are Whole and Complete

- Pick a particular client or person in your life that you know you need to step into this belief with even more.
- Start with the prompt "[Insert person's name] is whole and complete exactly as they are." Write for 5 minutes defending that statement no stopping, no editing, just keep writing.
- You can do this journaling exercise just once, or multiple times throughout the week (or month) to keep it top of mind and energy.

2. Fully Knowing & Believing that YOU are Whole & Complete

- Journaling Question #1: What did you parents, family, teachers and culture teach you (or not teach you) about being whole & complete exactly as you are?
- Journaling Question #2: Start with the prompt "I am whole and complete exactly as I am." Write for 5 minutes defending that statement no stopping, no editing, just keep writing.
- I recommend doing this journaling exercise at least a couple of times over the next week or two.

3. You Don't Need to Be Anything but Yourself for Your Clients & Coaching Sessions

- Even when we intellectually "know" this Truth, because of our programming and patterning, we can forget it pretty easily when we are with clients, or on sales calls, or marketing.
- To go deeper into this principle, journal on the following questions:
 - > When you show up for clients (or imagine doing so), who are you "trying" to be (instead of simply being who you are)?
 - > Why? Where did you learn you "need" to be those things?
 - > Instead of trying to be someone or something you're not, which of your innate qualities and learned wisdom do you want to bring fully present when you're with clients? Why?

4. To Keep the Playing Field Equal, Don't Take Over-Responsibility for Your Clients

- Where are the places you've been taking over-responsibility for your clients (or for people in your professional or personal life)?
- Why are you taking over-responsibility in those areas? (In other words, what beliefs are yourself or others are you holding that activate you to take over-responsibility?)
- What would aligned responsibility look like in these areas?

5. If You Are Working With Clients, Do A Client Inventory Around Energetics

• For each client, write out the beliefs or fears that you have about that client or about you in relationship to that client.

Clues the playing field is not equalized

- 1. You feel nervous or inadequate before, during, or after client interactions
- 2. You are not totally honest in communication with client. Not calling them out on things they're ready to hear or not making certain suggestions to them.
- 3. If you focus a lot more on your own needs or concerns or fears in your interactions with clients instead of focusing in on clients. If you're making it more about you than the client.
- 4. If you feel drained by the client relationship.
- 5. If you find yourself consistently concerned your client isn't going to succeed
- 6. If you are doing way more than you need to for the client.

How to Equalize the Playing Field

- 1. Really know your clients are whole and complete exactly as they are.
 - There is no need to fix your client in anyway.
 - The moment you approach the coaching relationship as if you need to fix anyone or their problems, it is no longer equal and won't be as effective.
 - Give unconditional love, respect, and acceptance to your clients and feel how valuable your client is exactly as they are.

Journal Prompts

- > Where in your relationships are you making the client (or friend/family member/colleague) less than you?
- > What are the judgments or assumptions you make about your clients? Get as specific as possible.
- > Where have you been feeling like your client (or friend/family member/colleague) are less than whole and complete?
- > Whatever you've identified, how is this impacting the relationship? (e.g., are you are overworking as s result? Not really being totally honest?
- > Reframe the assumptions you've made about the client. For example, "Jack will not stick to a food plan for more than two days" is an assumption. You can reframe it to, "It is challenging for Jack to stick to a food plan, but he's asked for my support for a reason. I sense with encouragement, accountability, and food planning he'll be able to do it."
- 2. Deeply know YOU are whole and complete exactly as you are
 - As soon as you approach client interactions from a place of not knowing you are whole and complete as you are things start to go off kilter.

<u>Iournal Prompts</u>

- > Look at your current client relationships, where are the places where you're making yourself less than the other?
- > What are the judgments that you're making about yourself? Get as specific as you can.
- > Where are you feeling like you're not smart enough or skilled enough or not successful?

- > How is impacting the relationship?
- > How can you reframe this judgment of yourself?
- 3. Remember, you are not perfect, and neither is your client
 - Perfectionism or striving for it causes you to forget your clients are whole and complete.
 - It also causes you to expect more from yourself than is possible or even helpful.
- 4. Sometimes coaches have a mistaken belief that you need to have all the answers
 - You do not have to all the answers or all the solutions.
 - As soon you think you have to have all the answer you go into fix it mode, which is unhelpful for the client in the long run.
- 5. You don't need to be anything but yourself
 - You don't need to be whatever it is you think a coach is supposed to be.
 - Be YOU!
- 6. You are not WHOLLY responsible for anyone's growth or results this is a partnership
 - What can mess coaches up is thinking it is your job to bring results for your clients.
 - As soon as you go there, it is no longer an equal playing field.



Energetics of Coaching Self-Quiz

1.	What are Energetics & why are they important in coaching work with clients?				
2.	What's another name for the relationship with your client?				
3.	Name the 8 dynamics needed for a successful client relationship				
4.	What does "energy follows energy" mean in the coaching container?				
5.	What does it mean to level the playing field in a coaching relationship?				

6.	is created when the playing field is equalized.
7.	What does it mean to see your client as whole and complete?
8.	T/F It's critical that as you coach you have all the answers and all the solutions to your client's problems. Or be able to get them the answers.

1) Powerful Energetics of Being a Coach are about YOU setting the stage to have the most transformative & successful client relationships possible. The Energetics are about how YOU as the coach/practitioner show up for your clients — the energy you show up with and the energy that gets created in the container. The energetics are about how you understand that a strong relationship with your client is the basis of all you do together — because if your relationship isn't strong, it doesn't matter how amazing your questioning or strategizing skills are, they are going to fall flat. 2) The Coaching Container 3) Mutual trust, mutual respect, partnership, space for creativity, clear and honest communication, healthy boundaries, belief in highest vision for client, integrity.

4) The energy that you bring to the container leads the energy that a client feels. If you bring the energy of confidence in your clients, your client is more likely to feel confidence in themselves, for example. If you are not embodying the energetics of a transformational coach, your client feels. If you bring the relationship as if you and your client in any way. Give unconditional love, respect, Vulnerability (and more!) 7) There is no need to fix your client in any way. Give unconditional love, respect, and acceptance to your client. Feel how onlumble and able they are. 8) False - You do not have to all the answers or all the solutions.

Energetics of the Coaching Relationship

Creating a powerful, effective, and transformative coaching experience for your clients starts with a powerful, healthy, and aligned coaching relationship



Energetics I

Energetics

Understanding Energetics

- The energetics are about how we, as the PRACTIONER, show up
- Energetics are at the heart of the transformational work



Coaching Container

- The RELATIONSHIP between you and your client
- The phrase 'container' is a linguistic tool to bring attention to the 'doing' of creating & holding the space for the relationship to thrive

Energy Follows Energy

- Embody the energetics of a transformational coach
- Step into the container with the energy of transformation (ie: love, acceptance, confidence, trust in the unfolding)

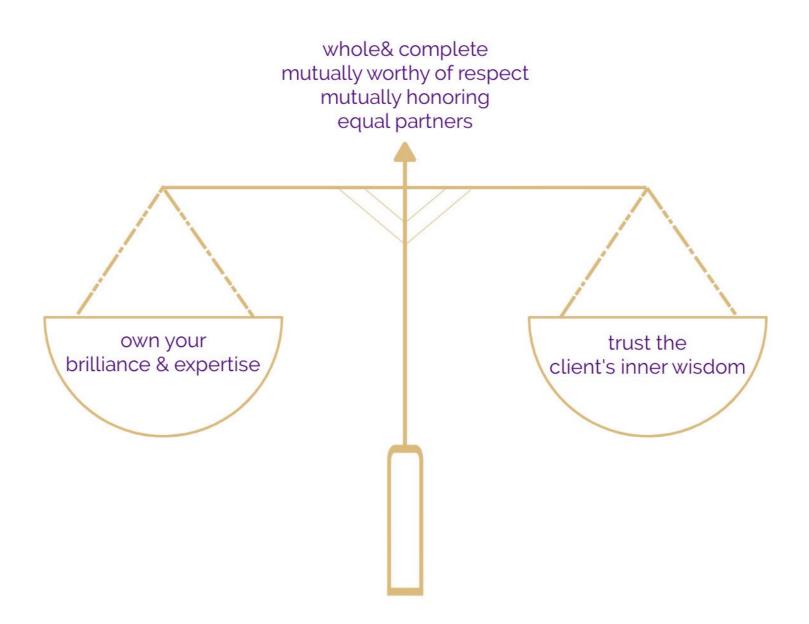


Energetics I

8 Foundational Dynamics

- Mutual Trust
- 2. Mutual Respect
- 3. Partnership
- 4. Space for Creativity
- 5. Clear and Honest Communication
- 6. Healthy Boundaries
- 7. Belief in Highest Vision for Client
- 8. Integrity

Level Playing Field



Sacred Depths

Deep Listening Skills 1





The Coaching Container Resource Sheet



In order to create a strong coaching relationship, you must create a strong coaching container. The container holds the coaching work together.



Purpose of the Container

- Every client relationship, retreat, coaching session, or workshop you lead needs a container
- The container is not something you see. It holds the coaching work together. It helps you and your client come together as a unified whole. Helps you both stay engaged, and it helps you both not physically, emotionally, mentally, or spiritually drift and disconnect.
- Containers keep your clients connected to you during the session and also in-between sessions.
- Tight containers create a sense of trust and allow clients to be fully present, engaged, and vulnerable. They create the environment for the highest level of transformation and results.
- A leaky container in coaching looks like disengagement, confusion, or session falling flat.
- Think of the container as a loving circle being held around you and your client(s), so you can do powerful work together and it is contained in a safe way.

Creating A Strong Coaching Container

- 1. Equalize the playing field
 - See Playing Field Resource Sheet
- 2. Prepare yourself and hold the container. Start paving the way ahead of the sessions.
 - Emails sent ahead of first session are part of setting the container.
 - Setting clear ground rules and protocols for coaching and then sticking to those rules
 - The more you and the client can agree on the terms of the coaching what the coaching will look like the tighter the container will be.



Checklist for Establishing a Strong Start To Your Coaching Relationship

Just like building a house, there are certain foundational processes that you will want to put in place at the beginning of your coaching relationship or each coaching session in order to get off to a strong start that will create strength, endurance, and a fabulous coaching experience.

Here is a checklist of things to put in place:

- ✓ Coaching Contact
- ✓ Welcome Questionnaire: create a client questionnaire that will help you learn any necessary background information from your client, as well as give your client an opportunity to assess and state where s/he is, who s/he is, and what she wants to achieve through the coaching relationship.
- ✓ Establish Your Clients Coaching Goals: It's so important to be 100% clear on your client's goals and vision at the start of your coaching relationship and then to check in on how those goals may or may not be changing on a regular basis. This helps you stay focused on your client's agenda, and know when you're getting off-track or distracted. Some great ways to establish client coaching goals are:
 - 1) include a question about it on your welcome questionnaire
 - 2) take the time to discuss goals in your first meeting, and
 - 3) check on goals regularly during sessions.
- ✓ Include a Special "Kickoff Conversation": I highly recommend adding a special "kickoff session" at the start of your coaching sessions. The purpose of this special session is to have the time and space to establish trust, to get super clear on the client's goals and visions, to also get clear on the client's obstacles and sabotaging techniques or patterns, to learn more about the "who" of your client, and to establish any important protocols or procedures for your work together.

- ✓ Start Each Session Powerfully and with Intention: How you start each coaching conversation can make a huge difference in the power, effectiveness, clarity, and progress of each call. Don't jump right in to your coaching any current situations, but instead take the time at the start of each session to create an environment of presence and establish focus and goals for that session. I often start coaching calls with a short meditation that allows clients to become more present to themselves, their bodies, and the call, and then ask a question or two that establishes the focus of the call. For example, you can ask questions like: "What would you like to focus on for today's call?", "What are your intentions for our time together today?", or "What would you like to walk away from this session with?"
- ✓ Focus Report/Progress Report: You may find it very helpful to create a short progress report that your client can fill out and return to you before each coaching session. The progress report can include questions that help you get a sense of your client's experience since you last spoke. For example: what your client has accomplished, where s/he has gotten stuck, what s/he has learned, and where s/he wants to focus next. A progress report is also a great supplemental tool that helps your client assess their forward movement and locate where they are on a regular basis.

3. Be clear about protocols – this creates safety

- How long are coaching sessions?
- What are your responsibilities as the coach, as well as what are your client's?
- When are sessions scheduled?
- Be clear on HOW sessions are scheduled.
- Be clear on payments how much and when they will be made

4. Every coaching session is its own container

- You can have clients fill out as pre-session accountability or prep form, where questions are asked to help prepare client for session.
- Start each session by getting clear on the client's intentions for the call. Clarity on intentions and what the client would like to receive will allow the session to flow better and results to happen easier.
- End each session by supporting the client to integrate what came through in the session. A great way to do this is to ask about takeaways, and to give follow-up homework or action steps.

5. The entire coaching cycle is also its own container

- Consider having a kick-off call, during which you set intentions for entire cycle.
- Have a closing call for integration
- Possibly a mid-point call to assess progress
- Be clear how quickly will respond to emails.

An ounce of pre-framing prevents a pound of reframing.



Foundational Principles of Deep Listening



When you, as the coach, can listen masterfully, you then hold in your hands the key to creating results through your coaching.



Principles to be A Masterful Listener

1. Everyone wants to be seen, heard and loved

- When client feels seen, heard, and loved they feel validated and naturally also feel more confident, more accepting of themselves, more courageous, more valued, and more willing/able to take action.
- When you focus too hard on being a good coach, you inevitably stop listening. And when you stop listening, you've detracted from the mutual love and respect of the coaching relationship.
- What usually gets in the way of client feeling seen, heard and loved is 100% related to the unequal playing field. If you're focused on your flaws or your client's flaws it will be hard to see, hear, and love your client.

Deeper Dive

- > On a scale from 1-10, how well are you doing at helping others feel seen, heard, and loved.
- > What stops you from being a wholehearted 10 in this area? What keeps you from being able to fully see, hear, and love others?
- > How has YOUR need to be seen, heard and loved by a client shown up for you?

2. Be truly present in every moment

- This means showing up fully. It means bringing full mind, attention, focus, heart, spirit, and soul to the session.
- When you're not fully present, you're not fully your best.
- Not allowing distractions like technology, or thoughts about rest of your day, or anxiety about performance get in the way of you showing up fully.
- Energy follows energy. If you're fully present, the client is much more likely to be fully present. If you're not, then the client is also not likely to be fully present.



Deep Listening Worksheet + Going Further with Clients

1) Powerful Coaching Relationships Help Clients Feel Seen, Heard & Loved

- What are some things you do to help clients (or others) feel seen, heard and loved?
- What are some things you do that stand in the way of clients feeling seen, heard and loved?
- How well do the people around you (past and present) help YOU feel seen, heard and loved?
- What are some things that others do that help you feel seen, heard and loved?
- Make a list of your client roster: what's one thing for each client that you could go further in helping them feel seen & heard?

2) Your Intuition is One of Your Greatest Assets as a Coach

I invite you to begin becoming more aware of and tracking your intuition when it comes to sensing how others are feeling and what they are believing.

The easiest way to do this is to pick 2-3 conversations you have every day – with clients or others – and after the conversation, write down what you sense about the other person – how they feel, what they think, what they know.

3) Practice Curiosity in Your Everyday Life

Curiosity will be one of your main strengths when it comes to formulating powerful questions that create breakthroughs for your clients.

I invite you to practice curiosity every day and cultivate that muscle for yourself. Become curious about the people you speak with, the things you read, your environment.

Allow yourself to explore. The best way to do this is to keep a log for a week of things you are curious about throughout your daily conversations.

4) How can you tighten up your client containers?

With your clients, work on setting intentions at the beginning of session and takeaways at the end.

After client sessions, reflect and answer: What went really well? What would I like to do differently next time? What is my inner wisdom telling me about this client and about what they need next?

- Distraction of you're not good enough or session is not going well enough leads to worry and stress, and you start to question yourself more. When you're feeling off because you're questioning yourself, there's no way you can remain fully present to client.
- Being present with client will actually help override the self-doubt, at least in that moment.
- Bring in any mindfulness or presence practices you can use to stay present.

Tips for Staying Present

- Do a grounding meditation before getting on a client call
- Get grounded at beginning of the workday. Take time to get present before starting calls. This can have a lasting effect throughout the day.
- In the morning, before client sessions, think about clients you'll be working with that day. Energetically send love and set intentions for how you want to show up in the session.
- Turn off distractions email, social media, and notifications.
- Tace care of body
- Don't read emails that might trigger you.
- Continue to bring your focus back to your client.

Deeper Dive

- > In what ways do you distract yourself?
- > What tends to get in the way of you being fully present?

3. Listen to yourself as well as your client

- Listening is a dance between listening to your client and listening to your own internal wisdom response based on what client is saying.
- It's checking in with your inner wisdom to hear beyond what the client is saying with their words.

Deeper Dive

- > How does your intuition or inner wisdom give you guidance when you are listening?
- > Can you recall a time when you followed your inner wisdom in a conversation with a client or friend/family member? What happened?

Post-session reflections can help build your inner wisdom muscle:

- What went well?
- What would I like to do differently next time?
- What is my inner wisdom telling me about this client that she may not even know about herself yet?

4. Be curious

- Things open up when you are curious. More solutions become available.
- Listening deeply to your client yields intuition or inner wisdom. Stay curious based on what you heard from client and what you heard from yourself.
- Your intuition is there to open you up to be curious in the most potent and powerful places of what the client is sharing with you.
- When your curiosity is activated, you don't simply take things client says for granted or at face value. Curiosity helps you listen underneath the surface.
- Curiosity helps you to be more fully present.

Deeper Dive

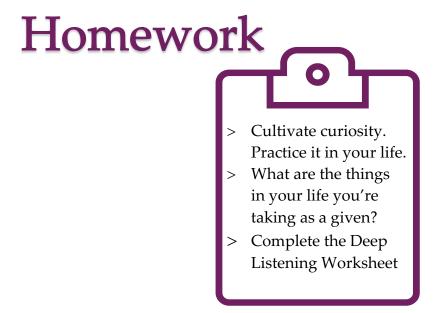
- > What is your relationship with curiosity? Do you lean into curiosity easily or is it harder for you?
- > What are the things in your life you're taking as a given?

5. Listen for the WHO

- As a coach you want to coach the WHAT based on the WHO
- A mistake some practitioners make is, for example, hearing a certain result a client wants to achieve and begin coaching towards that goal without considering where the client is and what else might be going on with the client. They coach the WHAT and not the WHO.
- Be sure to listen for where a client is when they start working with you.

Deeper Dive

- > What causes you to default to coaching only or primarily to the what rather than the who?
- > Where do you tend to apply a cookie cutter approach to coaching?





5 Principles

Foundational Principles to become a Masterful Listener



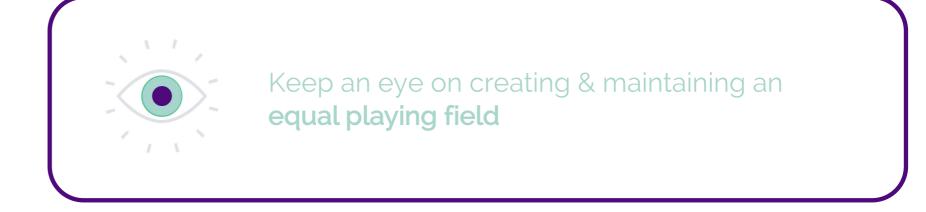
5 Principles

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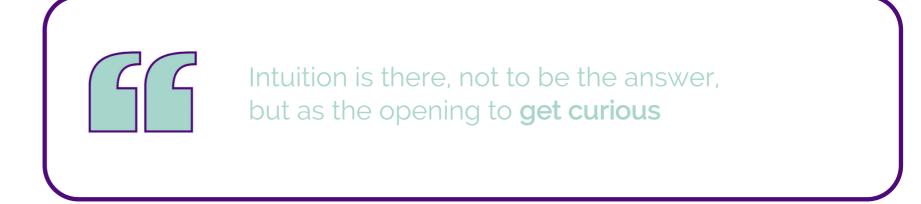
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Deep Listening I

5 Principles

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Coach the WHAT based on the WHO

Deep Listening I

5 Principles

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Sacred Depths

Deep Listening Skills 2





Filters & Biases Resource Sheet



Filters and biases can help you listen masterfully, or they can become a major obstacle to truly hearing what your client is saying.

You will never be able to fully hear what another person is saying, the layers beneath what they are saying, and the meaning behind their words, until you recognize that whenever you're listening to someone else, you come to the experience with all of your own filters and biases.

Your filters and biases are part of any conversation and any learning experience you may have.

What are Filters and Biases?

- Filters and biases are the sum of all the beliefs, perspectives, and understanding we have about the world. They are based on past experiences and our background.
- Filters and biases are deeply imbedded inside us and unless we do the work to become aware of our filters then generally, we are not aware of them.
- It's not that filters are bad or prevent you from being an amazing listener. Your filters have the power to help you understand the layers beneath the layers.
- Filters are powerful but only if they are checked.
- Filters can help us listen more effectively IF we are aware of them, and not take them for granted, which allows them to slip into our subconscious.
- When we take our filters for granted, we get blocked in our listening. We start making assumptions and we stop hearing our clients and the important details they are sharing.
- When we aren't aware of our own filters and/or our clients' filters, we also run the risk of coaching the WHAT without basing it on the WHO
- This is ultimately about seeing your client with full clarity and not through the distortions of your filters.
- Unchecked filters lead to unchecked biases

Becoming Aware of Filters

- 1. Do the Identifying Unproductive Listening Filters worksheet
- 2. Take note of client filters how do they see the world?
- 3. Activate highest level of empathy
- 4. Find a similar filter as your client to create a connection point. But check in to make sure you are getting it right.

Empathy is the action of understanding, being aware of, being sensitive to, and vicariously experiencing the feelings, thoughts, and experiences of another – past or present - without needing the feelings, thoughts, and experiences to be communicated in an explicit manner.

Journaling

- Think of a time when a filter helped you listen and understand well.
- Consider a time when communication with another person where you had a filter that wasn't checked, and it blocked you from really hearing the other person?
- Take a look to see how unchecked filters have led to unchecked biases.



A Checklist of Things to Listen For

I. Your Client's Presence

- ✓ Client's emotional state
- ✓ Silence
- ✓ Pacing
- ✓ Tone

II. Apparent Clues

- ✓ Match or mismatch between behavior, goals, and commitments
- ✓ What is motivating the client
- ✓ Client strengths
- ✓ Client wins and celebrations
- Client's obstacles and potential obstacles

III. Non-Apparent Clues

- ✓ Specific language and terms the client uses
- ✓ If something seems misplaced with the rest of the conversation
- ✓ What the client ISN'T saying
- ✓ Does the client process primarily visually, auditorily, or kinesthetically?

- ✓ Client's Essential Nature
- ✓ How connected the client feels to you as a coach
- Client's engagement with what (s)he's talking about
- ✓ Client's beliefs
- ✓ Who is influencing the client (who are they listening to or modeling)
- ✓ Shifting of goals and vision
- ✓ What inspired the client
- ✓ What the client is scared of
- ✓ Inconsistency between who you now your client to be and what they're saying
- ✓ If the client repeats anything
- ✓ What the client is becoming aware of
- ✓ Your own intuition and hunches

Assignment

On your next few client sessions (or conversations with others), see how many of these things you can listen for. The more you do this intentionally, then eventually the less you will have to think about it, and the more it will come organically and naturally to you.



Identifying Your Unproductive Listening Filters

An Unproductive Listening Filter is ANY assumption or held belief about anything you have acquired over the years that stands directly in your way of hearing the meaning, energy and truth in your client's words, voice, and posture. If you enter a coaching conversation with an unproductive listening filter, the filter will literally get in your way of hearing the full picture for your client. In order to engage in Soul-Centered Listening, you want to eliminate your unproductive listening filters. This is a 3-part process that includes:

1. Clarifying Your Unproductive Listening Filters

Take some time to clarify your unproductive listening filters by writing your filters down. You won't be able to be comprehensive with this, but it is helpful to clarify as much as possible. There are some of the most popular categories where people tend to hold filters:

- ® Religious background
- Economic background
- Geographic location
- Race
- Gender
- Age and aging
- Parent or no parent

- Family Relationships, connections and dynamics
- Health background
- Education background
- Employment background
- Cleanliness and Organization

2. Listening to Your Client's Truth, Background, Beliefs and Filters

For each client, ask yourself "What are this client's beliefs, filters, truth and background?" as you engage in the conversation. You can also ask yourself after the conversation or write out a chart of filters for each of your clients to practice identifying them. As you practice this concretely more and more, it will become second nature to you, and you'll be processing this information with much less effort.

3. Getting Clarification on What You Sense

Let your client know what you are hearing, and ask: "Am I getting this right? I'm hearing that....."



Soul-Centered Listening Practice Exercise

Client #1: "I left my career as a lawyer when I gave birth to my first child, and that was 7 years ago. Since then, I've happily been a stay-at-home mom, but the last few months, I've felt a little unsatisfied with my life. Being with the kids is fun and amazing, but there's something nudging me. When I think about going back to work, the thought of a law office repulses me. But am I really going to look for a new career at this point in my life? It's just been so long since I've been in the workforce, I don't even really remember how to use that part of my brain or be professional. Also, what if my kids need me at home? What will my other stay-at-home-mom friends think? Will my partner be amendable to doing laundry sometimes?"

What are you hearing?		
What are you NOT hearing?		
What are you curious about?		
Which of your filters do you want to check to make sure you don't bring assumptions or biases to		
your listening?		

Then everything in my life would change – I could graduate from my Masters program, get a job, have more time. But it's just like the Universe doesn't want me to finish this or something." What are you hearing? What are you NOT hearing? What are you curious about? Which of your filters do you want to check to make sure you don't bring assumptions or biases to your listening?

Client #2: "I've been working on my thesis for months now, and I'm in the homestretch. All I need to do is the last pass of edits. It's been sitting on my desk for 3 weeks now, and I still haven't done it. Every time I sit down to work on it, something else comes up — a phone call, an important email, I get hungry, etc. If I could only just get it done!

today to help me finish packing. At the last minute, she texted to tell me she'd be late. I waited. I just waited there, waiting for her to mess up, because I knew she would. She always does. And sure enough, she did. She just didn't show up. Ha! I knew it from the moment she told me she'd help out. So, she just didn't show up, and I just sat in my apartment overeating, and worrying that I'll never get fully packed for my move." What are you hearing? What are you NOT hearing? What are you curious about? Which of your filters do you want to check to make sure you don't bring assumptions or biases to your listening?

Client #3: "I'm fed up with my sister. My whole life, she's given me a hard time. It doesn't matter how nice I am to her, how much love I show her, what I do for her, she just always finds ways to insult me, to leave me hanging, to disappoint me. The latest disaster: I'm moving tomorrow. My sister promised me weeks ago that she'd come over

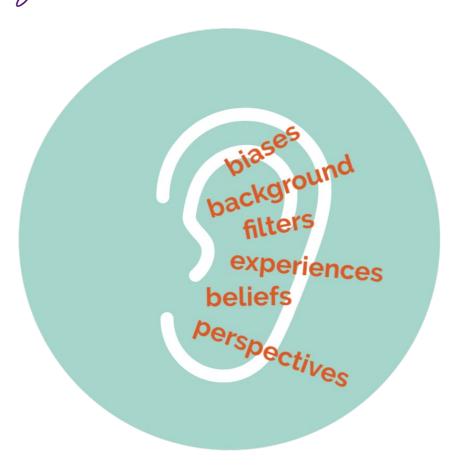




- Pick 3 of your filters, and for each one list out the biases and beliefs that you've acquired as a result of that filter
- Name 3 instances where you haven't been able to fully hear someone because you had an unchecked filter in place
- ® Name 1-2 instances where you haven't been fully seen or heard because the listener had unchecked filters in place
- Name 3 instances where your filters have helped you listen more efficiently and effectively

Filters & Biases

"We are not listening with clean ears unless we clean them first"



Risk: coaching the WHAT instead of the WHO

Awareness Of + Working WITH

- 1 Awareness of your Own Filters
- (2) Awareness of Client's Beliefs and Filters
- 3 Activate Empathy

Find a Similar Filter | Create a Connection Point "Am I getting that right?"



Listen For...



Client's Presence

ie: client's emotional state, pacing, tone



Apparent Clues

ie: client's strengths, motivations



Non-Apparent Clues

ie: what the client isn't saying



Deep Listening Self-Quiz

What are the 5 principles for being a ma	asterful listener?
As a practitioner, you coach the	based on the
T/F: When you focus too hard on being	a good coach, you inevitably stop listening
Explain why listening is not just about to yourself.	listening to your client but also about lister

(I) a. Everyone wants to be seen, heard, and loved b. Be truly present in every moment. c. Listen to yourself as well as your client. d. Be curious. e. Listen for the who. (2) The WHAT; the WHO (3) True (4) Listening in a coaching session is a dance between listening to your client and to your own inner wisdom response based on what the client is saying. This deep listening allows you to hear what the client is saying and what is under the surface that wants to come forward.

5.	What is a technique you can use to build your inner wisdom muscle?
•	helps you to be more fully present.
	What are filters and biases?
	What is the role of empathy in listening?

(5) A post session reflection, where you ask: what went well, what would I like to do differently next time, and what is my inner wisdom telling me about this client? (6) Curiosity (7) Filters and biases are the sum of all of the beliefs, perspectives, and understandings we have about the world. They are often deeply imbedded inside of us. (8) Empathy is essentially putting yourself in someone else's shoes. In coaching sessions, empathy is a tool to help you connect with what your client is experiencing even if you haven't had a similar experience yourself.

Sacred Depths

Creating Awareness Skills Part 1

APPLIED PRACTITIONER INSTITUTE



Creating Awareness Resource Sheet

Creating Awareness is the act of supporting your client to see, acknowledge or accept something about themselves or their situation they could not before.



Creating Awareness

- Allows client to embrace more deeply something about themselves that will help them to be more confident, clearer, or more open.
- Is a strategy that allows client to feel seen, heard, and loved more deeply.
- Can support clients to see blind spots, achievements, gaps, obstacles, inner answers, and truest desires.
- Can sometimes create a breakthrough in an instant.
- Being able to do this stems from being a masterful listener.
- If operating with unchecked filters, you cannot create awareness for your clients.
- When creating awareness, you want to create an environment where client can be as aware as possible about themselves or a situation before moving on to the strategizing portion of a session or coaching journey.
- If you don't create awareness there are too many things that can be in client's blind spot. There may also be more resistance or the strategy that is developed is out of alignment.

Ways to Create Awareness

- 1. Ask questions that illuminate truth
- 2. Reflecting the truth back to client
- 3. Via consulting sometimes client needs your expertise.
- 4. Acknowledging and honoring what is
- 5. Thru personal anecdote or storytelling
- 6. Using myth and metaphor

Creating awareness is a gift we give to clients.

Reflecting Truth – A Tool for Creating Awareness

Most of the time, you want to create awareness by asking really good questions. This allows the client to get the awareness on their own and they are able to take it in more deeply. Client can often own the awareness more if they say it first themselves.

Sometimes the awareness that wants to come forward is so deep in the client's blind spot or so deeply ignored by the client that questioning alone won't do the trick. In those moments, reflecting truth back may be what's needed.

Reflecting truth should not be used as the default. Much of the time questions is best.

How People Respond to Hearing Hard Truths

- Get it immediately, have a breakthrough, and able to integrate
- Get angry or defensive or go into denial
- Go into self-judgment, victimhood, or hopelessness
- Check out or get confused

Energetics of Reflecting Truth

- One of the biggest roadblocks for practitioners is fear that reflecting truth will hurt or harm the client or make the client angry or upset.
- Reflecting Truth requires bravery. It requires us to take a stand for a client.
 - You have to check your own filters and fears. Reflecting truth requires objectivity and resolve, love and compassion, and courage.
 - Requires practitioner to be comfortable holding space for someone who is uncomfortable. Being willing to sit in the shadows and not run away from their discomfort.

Journal Questions

- > What fears come up for you as you consider sharing truth with others, either clients or personally?
- > What fears come up as you consider sharing controversial opinions with others?
- > How often was the truth named in your family growing up?
- > How was the truth shared in your family? How has that impacted you?
- > Do you have experiences of being told a hard truth but having it delivered with love and compassion? If yes, what's important about that for you?
- > How do you take in, receive, and respond to feedback or hard truths that others share with you? Do you respond or do you react?
- > How do your family members take in, receive, and respond to feedback or hard truths that others share with you? Do you respond or do you react?
- > What comes up for you as you think about holding space for someone who is uncomfortable or in pain?
- > What would you need to believe in order to see your client(s) as resilient?



Reflecting the Truth Techniques (A Tool for Creating Awareness)



Reflecting truth is sharing directly with your client what you're seeing or sensing.



Most of the time you want to create awareness by asking breakthrough questions. However, sometimes reflecting the truth back may be more impactful.

How to Reflect the Truth

I. Preparation

Question to Keep Top of Mind: What is my client NOT seeing, accepting, or fully embracing that would create a shortcut to their growth or results?

- Almost always, ask enough questions first to see if the client can come to the awareness on their own, before moving on to Reflecting the Truth.
- Check in with your inner wisdom on whether or not the client is ready to hear the truth. (This is not a perfect science, but consider: Do they have a history of being defensive? What is their mood today?)
- Be willing to be wrong. Tell the client that it's okay if you are wrong and leave open the option to be wrong (delivery is key in this).
- Reconnect to your LOVE for your client and to the TRUST that they are whole and complete exactly as they are.
- Make sure you've got an Equal Playing Field. If it's skewed to where you think your client is better than you, you won't have the confidence and courage to share what you are seeing. If it's skewed to where you think you are better than your client, you run the risk of "Guru-ing" and disempowering them.

Strategy #1 - Slow and Steady

Ask Permission

Example: "There is something I'm noticing about what you're sharing that you may or may not be aware of. Would you be open to me sharing this with you?"

• Share the Truth that you are seeing.

Example: "I may not be getting this right, and I trust your inner wisdom, so you will let me know. I've noticed $X \dots$ am I getting that right?"

- > X= you tend to self-sabotage every time you have a success
- > X= you are such a confident person, but when it comes to networking it's like you lose all of your confidence
- Follow up with a deeper question about the topic

Example: Why do you think that happens?

Strategy #2 - Personal Anecdote

- Remember: Only use a Personal Anecdote if it's truly applicable.
- Ask Permission to Tell a Personal Anecdote

Example: "Your situation really reminds me of something similar that happened to me. May I share it with you? I think it would be beneficial for your learning here."

• Help Client Connect Your Personal Anecdote to Their Needs Example: "How might this relate to your situation? And if it doesn't, let me know! I may be off here."

Strategy #3 – The Question Zinger

- Introduce Language into Your Questioning that the Client Hasn't Used Yet. Example: The Client is working, working, all the time. Doesn't want to but works all the time anyway.
 - > Question: When did you become addicted to working?; or
 - > Question: So, when did you decide that you were going to *risk everything in your life*, even your health, for your work?

Strategy #4 - Bold & Beautiful

- Need a tight container for this, and to have a sense client can really handle it
- Being bold does not mean that love & total and utter respect isn't involved Energy matters a lot!

Example:

- > "My BS detector is going off right now...."
- > "I don't believe that...."
- > "You're hiding...."
- > "Really?....."

II. Pre-Framing

When you Pre-frame, you are already calling out the resistance or trigger before your client has a chance to go into resistance or get triggered . . . and it can be a very powerful tool in avoiding resistance and trigger -- or at the very least making your client AWARE of her reactions before they happen. It also signals to your client that their anger or reaction or whatever it is, is welcome in the container and that you and the container can handle it, that it's normal and that you can work through it together.

- 1. If you know that you're going to Reflect a Truth that has the potential to be hard, triggering, uncomfortable, or anger-inducing, Pre-frame it in Strategy #1 when you are Asking for Permission.
 - Example: "I'm noticing a pattern that I'd like to share with you. When I first mention it, it may have the potential to piss you off, but it feels important for us to look at together. Would you be open to me sharing this with you? . . . And if it pisses you off, just let me know!"; OR
 - "There's something I'm noticing about what you're sharing that you may not be aware of. Would you be open to me sharing it with you?" [Client says YES, and you say:] "Great, so it might sound odd or maybe even make you feel uncomfortable at first, but bear with me . . .".
- 2. Remember: "An ounce of PRE-FRAMING is worth a pound of REFRAMING!

III. Mirroring

This technique is used to reflect back simple truths. It is typically used after a client shares something significant or something with a lot of details. It is an elegant way to let your client feel seen, heard and loved, as well as create awareness. Sometimes your client will speak the truth but haven't fully taken it in. Mirroring gives them space and opportunity to take in their truths more deeply for themselves.

Here's language you can use for mirroring:

- "Let's pause here for a moment."

 This punctuates the flow and opens up the space for the truth that is being reflected.
- "This is what I'm hearing, and I want to make sure I'm getting it right." Slow down your pace and modulate your tone so the client can really take in what you are about to say.
- Reflect back important facts heard in all the details. Emphasize the most important parts back that need emphasis. You may use client's own language or to create awareness, you may insert new words or phrases the client hasn't used that will help reflect the truth.



At Home Work

With a client or in your personal life, experiment with reflecting a hard truth that you would not have shared before today's class. Don't be afraid to go deep.



Creating Awareness Reflecting The Truth Worksheet

- 1. Think about 5 people in your life that you care about (friends, family members, colleagues, clients, etc.).
 - a. For each person, consider what is a possible awareness or Truth you see that may be in their blind spot right now.
 - b. For each Truth that you see:
 - Check your filters to make sure you are seeing objectively.
 - On a scale of 1-10, how scary does it feel to consider sharing that awareness?
 - If there is fear, what do you fear might happen if you share the awareness?
 - How might this person benefit if you shared the awareness?
 - What would you need to shift inside of yourself to reflect this awareness to them?
 - Is there a Personal Anecdote that would be helpful or applicable for you to share with this person?

<u>Important note</u>: The point of this exercise is NOT to actually Reflect the Truth with these individuals (although you may choose to do so if it feels aligned). The point is to go through the discovery process outlined above.

2.	What are 3 Truths about YOURSELF that your own Inner Coach wants you to become aware of?
	become aware or:
	a.

c.

b.



"Masterful coaching isn't about knowing the truth but being able to hold space for the client's truth to emerge." Joanna Lindenbaum



Ways To Create Awareness

1) Ask Questions

4 Honoring What Is

² Reflecting Truth

5 Storytelling

- 3 Consulting, Facting
- 6 Myth & Metaphor

A question to ask yourself when creating awareness:

What is my client not seeing or fully embracing that would create a pathway to their results?

One of the Tools*: Reflecting Truth

Prior to Reflecting a Truth



Energetics

- Readiness
- Love
- Filters
- Willing To Be Wrong
- Equal Playing Field
- Permission

^{*}Note: Most of the time, we'll create awareness by asking really good questions

Creating Awareness I

How To Reflect Truth

I. Preparation

II. Pre-Framing

III. Mirroring



Strategy #1
Slow & Steady



Strategy #2
Personal Anecdote



Strategy #3
The Question Zinger



Strategy #4
Bold & Beautiful

Just because they said it, doesn't mean they've actually taken it in.

Sacred Depths

Creating Awareness Skills Part 2





Acknowledging & Honoring What Is

Honoring What Is means supporting a client to become aware of or to connect more deeply with what they're feeling and experiencing. Even and especially the crappy, not-so-savory things that happen in their life.



What Does Honoring Do?

- Helps client feel seen, heard, and loved.
- Deepens connection to you as the practitioner and the client becomes more willing to have a breakthrough.
- Allows client to see something they otherwise would not have seen.
- Gives client permission to acknowledge and honor their own experiences and feelings.
- They can metaphorically take a deep sigh of relief as a result of naming the thing, being with it in full honesty, not hiding from it, not ashamed of it, or having it in their blind spot.

Coaching is love in action in a professional setting. When we honor what is, we show love to our client and create an environment of love for them.

Examples:

- That must have been really frustrating
- That sounds really tough...
- I know you worked hard on that, and it makes perfect sense that you're disappointed...
- · I totally get why you'd be really angry about that
- I'm so sorry to hear that
- · I feel your sadness with you
- It's can be so painful when we have a employer who never acknowledges our strengths
- Right now is a super busy time It's a LOT.
- Right now is a super busy time. You've got a lot on your plate and I get how frustrating it is to not havetime for X

- You have moved beyond that relationship. Makes sense that it's bringing up many different emotions.
- That would have surprised me too
- Sounds like you really held your composure in a very tough situation
- I wanted that for you too
- · Sounds like you gave it your best shot

Honoring What Is: A Practice

1) A great way to practice the skill of Honoring What Is...is to Honor What Is in your own life

One of the most difficult – yet most healing practices we can offer ourselves is to truly and deeply Honor What Is in our lives and in ourselves. Most of the time, we judge What Is, we fight against What Is, we wish What Is away. And when we do this, we create deeper frustration, self-loathing,

Victimhood and a negative outlook.

I have a regular practice of Honoring What Is – Honoring the not-so-savory things, the less-than-successes, the frustrations, the unfair luck of the draw. And the result of Honoring is the same as when we do this for clients: more calm, more peace, more grace, more hope, more validation, more trust.

I invite you to take some moments and list 10 things in yourself and your life that would benefit from Honoring What Is. Write each one down, and for each one, take a moment, hand on your heart, and deeply Honor It.

The best solutions are found when we have first been honest and made space for honoring what is.

For example (from my real life!):

I Honor that my mother has a debilitating illness that has impacted me greatly. I honor myself for all I have been through as a result of her illness. I honor the pain, the disruption, the heart-ache. I also honor that I am who I am because of this, that my deep listening skills and ability to hold sacred space are a direct result of these experiences.

2) Journaling

- How were not-so-savory things Acknowledged or not Acknowledged in your family of origin?
- Historically, how have family members and others responded/reacted to you when you have acknowledged notso-savory things?
- When we avoid Honoring What Is, what are you actually avoiding or afraid of?



At Home Work

In coaching partner sessions or with clients, find something in the session to practice honoring what is.



Honoring What Is Worksheet

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Acknowledging & Celebration



G When you can masterfully celebrate with clients, it helps to cultivate confidence, self-love, and self-compassion.



Celebration

- Celebrating is a powerful tool for helping clients reach their goals.
- It is powerful because successful actions and aligned visioning stems from what's working and what's going well, not from what's going wrong.
- It helps clients not get stuck focusing on the negative.
- Celebrating helps clients to be connected to their inner wisdom and to their positive energy (always in right balance with honoring what is).
- A general rule, human beings have a lot of trouble celebrating themselves. This is why celebration is such an important awareness and acknowledgement skill.

As transformational practitioners, one of our jobs is to teach our clients how to internalize the skill of celebrating themselves.

Human Behavior Around Celebration (making it a hard practice)

As a practitioner it's important to understand human behavior around celebration because if you don't you have the potential of shutting down your client, upsetting them, having the client lose trust in you, or silently agree but not take it seriously or take it in.

- 1. We tend to focus on the negative and what's not working
- 2. We get an icky feeling when being acknowledged and would rather not be seen
- 3. We don't want to get hopeful and then fail.
- 4. We are taught that it's obnoxious to think highly of ourselves or our accomplishments
- 5. We cannot see our goodness or how amazing we are because of unrealistic expectations
- We don't know how to receive
- 7. We've already moved on to the next thing

Journaling Prompts (from class)

- ➤ How and how often were you honored and celebrated by your family of origin?
- When you were celebrated what was their motivation?
 - To be truly supportive of you?
 - Was the celebration to pretend that everything was okay when it really wasn't?
 - Was it to pressure you to continue to perform well?
 - Were you celebrated to compare you to your siblings or others in your family?
- What was the spoken or unspoken message behind the ways you were celebrated or not celebrated?
- ➤ How did role models or authority figures respond to you when you celebrated yourself?
- ➤ Do you tend to focus on the negative or on the positive? On your assets or on your deficiencies?

Journaling Prompts (deeper dive)

- ➤ How do you respond to the idea of celebrating in your personal life?
- ➤ Beyond birthdays and anniversaries, what other ways do you practice celebrating in your life?
- ➤ How do you personally receive compliments?

When to Acknowledge & Celebrate

- On pre-session form, ask what they would like to celebrate
- At beginning of session, set container and include what would you like to celebrate
- Anytime working with a client on a new project, before strategizing ask them to list assets and resources they have to help achieve their new project or vision.
 - Listing assets helps them see what they want to do is actually doable.
 - o Gives them more confidence
 - Success is based on leveraging assets
- Celebrate as it comes up organically in a session
- Let clients know in different ways how much you respect, honor, and admire them
 - One of the sacred roles of a coach is to support clients in knowing they are a person of value. This is a sacred act.
- Cheer them on and encourage them but always do it with honesty and not exaggerated
 - This can be another way to hold clients' vision for them, at the times when doubt shows up and they can't hold the vision for themselves.
 - o Sometimes a simple congratulations that is authentic and heartfelt goes a long way.

Another function of celebrating is to give your clients permission to be as big as they would like to be and in doing so we are correcting patterns from their childhood that told them otherwise.

A Practice

- For the next 7 days, take a few minutes every day and write down 5 things you want to celebrate.
- If you are working with clients: for each client, list out 1-2 things that you sense they are not adequately owning inside themselves or celebrating for themselves. Consider bringing it into your next session.





- 1. Experiment with mirroring simple truths
- 2. Keep working on reflecting hard truths
- 3. Find something in the session to practice honoring what is.
- 4. Find something to celebrate

Skill Focus



Acknowledging & Celebrating





Honoring What Is



Cultivates our clients' trust in themselves

Strengthens the Coaching Container

EMPOWERED COMPASSION: Honoring what is **WHILE ALSO** seeing the client in their strength & possibility

Acknowledging & Celebrating



Successful actions and aligned visioning stem from what's working well, not from what's going wrong

Toxic Praise



- Separate praise from recognition
- Praise feels icky because it's external validation
- Recognition is empowering because it's reflecting back



Creating Awareness Self-Quiz

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uth?

(1) Creating Awareness is the act of supporting your client to see, acknowledge or accept something about themselves or their situation they could not before. (2) Ask questions that illuminate truth; Reflecting the truth back to client; Via consulting/facting/messaging — sometimes client needs your expertise & wisdom; Acknowledging as celebrating; Thru personal anecdote or storytelling; Using myth and metaphor; Mirroring (3) Reflecting the truth. (4) All of the above. The strategy you use will depend on the client. Always coach the what based on the who.

5.	T/F: When you honor what is, you are empathizing with your client.
6.	Why might some clients find it hard to celebrate themselves, or resist Celebrating?
7.	What does "Honoring What Is" mean?
8.	What does "Empowered Compassion" mean?
9.	When is a good time to practice acknowledging and celebrating?

(5) True. Often a client needs empathy more than rooting them on or strategizing. They need a space to be held and validated in what they are feeling. (6) We tend to focus on the negative and on what isn't working; We get an icky feeling when we are being acknowledged ("don't see me"," it's not true", "if you or I believe this now, then it won't happen again and I'll look like a fraud"); We don't want to set and our accomplishments; We don't really think highly of ourselves and our accomplishments; We don't really think it's that good; We don't really think highly of ourselves and our accomplishments; We don't really think it's that good; We don't really know how to receive. (7) they're feeling and experiencing. (8) To hold two things at once: Honoring what Is WHILE ALSO seeing a client in their strength, wholeness, and completeness. (9) On a pre-session worksheet, at the beginning of a session, or organically as it comes up in sessions

Sacred Depths

Breakthrough Questioning Skills - Part 1

APPLIED PRACTITIONER INSTITUTE



Principles of Powerful Breakthrough Questions



At the heart of masterful coaching and real transformation is masterful questioning.



The most masterful coaching questions have the ability to do the following:

- Create awareness, breakthroughs and new habits
- Access client's intuition
- Promote creativity, brainstorming, and problem solving
- Empower clients to take responsibility for themselves
- Create integrity and commitment
- Help client articulate their judgment
- Activate learning
- Create connection to self

Principles of Powerful Questions

- 1. Avoid getting attached to a particular answer or outcome
- 2. A good question is rooted in:
 - Listening to client and being attuned to their needs
 - Listening to your own intuition and curiosity
 - Keeping track of bigger picture agenda
 - Your own experience
- 3. Remember client ALWAYS has a choice
- 4. Be willing to be lovingly bold
- 5. Language can help create masterful questions
- 6. As a general, use open-ended questions
- 7. Slow down the line of questions and connect the dots
- 8. Think about word choices when asking questions
- 9. Questions should sometimes challenge and stretch client
- 10. Be conscious of what level of learning and transformation a client needs in that moment
- 11. Use your questions to make connections on patterns, events, habits, or ways of being you notice in your client's behavior.
- 12. Know when something is meant to remain in the mystery for the time being

Make sure questions aren't leading. Avoid making assumptions and baking those assumptions into your questions.



Breakthrough Questioning Skills – Journal Prompts

Journaling Prompts (from class)

- Are there moments when you take shortcuts through consulting rather than providing learning opportunities with questions for clients? Why do you think this is happening?
- How often do you ask a question expecting a particular answer?
- On a scale from 1-10, how good are you at remembering that you have choice in your life and/or your business?
- How does it impact your life when you forget that you have a choice?
- What's one place in your life that could benefit from a philosophy of choice?

Questioning is a powerful tool for breakthrough because human beings are curious by nature and curiosity leads to learning.

Deeper Dive Journaling

- In class, six (6) reasons practitioners default to consulting instead of asking questions were identified. Of these, which one(s) resonate most with you? What steps can you take to shift this tendency so you can ask more breakthrough questions instead?
- A spirit of curiosity is important to asking powerful questions. How does curiosity show up in your life? Are you naturally curious or is this something you have to develop? How can you cultivate more curiosity in your day-to-day life?
- Extra credit homework: Think about each of your clients (or your coaching partner) and name the places where they're assuming they have no choice. How can you invite choice into the conversation?



Strengthening Questioning Skills Through Inner Work

oaragraphs on a co		,

2. Read over what you just wrote.

3. Intentionally craft 3-5 powerful coa	aching questions based on what you just wrote.
4. Journal on those questions.	At Home Work When working with clients, slow down a bit in sessions. Take a moment to craft questions based on the principles discussed in class. In partner sessions, do the same AND afterwards, breakdown the questions asked to see if you could have gone deeper with your question asking.



Coaching Session Self-Assessment

Name of Client:				
Session Date:				
What did I do really w	ell in the coachi	ing session?		

What didn't work or go as well as I wou	ld have liked?
What is my intuition telling me about the this client session and previous ones?	nis client? What patterns/themes am I seeing between
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What questions could I have asked? What are some questions I could have asked differently?
What do I want to work on skills-wise, or shift inside myself for my next session with this client?

Masterful Questioning





Power in Self-Discovery





Consulting

in many, but not all, circumstances

Principles

SOME of the Principles of Powerful Questions

- No attachment to the outcome
- In service to the client's agenda
- The Principle of Choice
- Be lovingly bold (as needed)
- Succinct.
- Open ended (usually, not always)

- Ask a question and LET IT LAND
- The power of our word choices
- Healthy tension, welcoming silence
- Activate the levels of learning
- Support client to connect the dots
- Embrace & trust the mystery

Masterful questioning is an art that weaves in all of our coaching skills

Sacred Depths

Breakthrough Questioning Skills - Part 2

APPLIED PRACTITIONER INSTITUTE



Resource Sheet: 50 Questions

- 1. What do you really want?
- 2. How can I help you right now?
- 3. Have you ever considered . . .
- 4. Why do you think that's so?
- 5. What is that?
- 6. What's the dynamic here?
- 7. What's your role in that?
- 8. How long have you been doing that?
- 9. What is the permanent solution?
- 10. If you had a choice, what would you do?
- 11. Really? Are you sure?
- 12. What's the message here?
- 13. What is life asking you to do differently?
- 14. What gets in your way in this area?
- 15. What is your biggest fear about that?
- 16. What are the 3 steps to achieve that?
- 17. How could you over-respond to that?
- 18. How do you know that?
- 19. Is it or isn't it?
- 20. Does this really matter to you?
- 21. Whose life are you living anyway?
- 22. What question should I be asking?
- 23. What is your strategy for that?
- 24. What do you most need right now?
- 25. What kind of support would be helpful?

- 26. What would give you the most joy?
- 27. What is currently motivating you?
- 28. How healthful is that for you?
- 29. What are you tolerating?
- 30. Why are you pushing this hard?
- 31. Where is your integrity soft?
- 32. How are you underutilizing technology?
- 33. Isn't that delegate-able?
- 34. Why are you spending time on that?
- 35. Would environmental changes help?
- 36. Are you being selfish enough?
- 37. How could you simplify that?
- 38. What is the truth here?
- 39. Why is that so frustrating?
- 40. What is your vision?
- 41. If you were the coach, you'd say . . .
- 42. What is your next evolutionary step?
- 43. What would make that perfect?
- 44. Where might you get stopped?
- 45. What is your unique talent?
- 46. How is this problem perfect?
- 47. Who can get you that answer?
- 48. How are you?
- 49. Will you tell me everything?
- 50. How are you best coached?



Question Categories & Sample Question Sequences

Providing building blocks to help you craft a powerful breakthrough question in the moment it is needed

1) 'AM I GETTING THAT RIGHT?' QUESTIONS

When to Use: After you've reflected back to a client or created awareness by mirroring.

Examples:

- I'm hearing X, am I getting that right?
- It sounds like you're saying Y. Did I hear that correctly?
- As you were speaking, I could almost sense that Z. Am I getting that right?

(Opportunity to create awareness - how you state what you're hearing; you can insert some of your own perceptions and view of the situation and see if it resonates.)

2) DEFINITION QUESTIONS

When to Use:

You may think you know what the client means when they use a certain term to say a certain concept, but don't make assumption. You may actually be working with a different definition than them, so it's important to ask. Also, it's so powerful for the client to define something for yourself. Examples: Freedom, Family, Romantic Relationship, Success, Balance. It's a way of helping to connect the dots.

- What does X mean to you?
- Define "Y"
- Explain "Z" a little more --Tell me more about . . .
- How is X different than Y? (Ex.: How is space in your schedule different than space in your mind or body? Or how is self-trust different than self-confidence? How is service different from servitude?)

3) CLARIFYING CURRENT SITUATION QUESTIONS

When to Use: To gather more details on current situation both for you as coach as well as to create more awareness and understanding for client. Only go as far as the details you need and be mindful not to ask to satisfy your own curiosity; it must be in service of the client.

Examples:

- What exactly did she say during the team meeting?
- When you say no one signed up . . . Was there interest? An enrollment conversation?
- How did that date go badly?
- Tell me a little bit more about . . .
- What are you overlooking?
- What was your intention when you cancelled that doctor's appointment?
- 4) VISIONING QUESTIONS (Not "big" vision like our upcoming Vision & Strategizing Module)

When to Use:

- a. Something needs to change
- b. Something needs to be shifted or adapted
- c. An issue needs to be resolved and seen in a different way
- d. There is a new creative idea, projective or incentive ready to emerge that needs support
- e. Client is ready for expansion

If your client is feeling like everything is wrong in a particular area of their life, visioning questions can help put things into perspective.

- What would it look like if . . . you owned your own business, you had a child, you were painfree, you found your perfect home?
- If you could change 1 thing about X, what would it be?
- If you could have this any way you want, how would you have it?
- What would the best possible outcome look like here?
- What would an ideal X look like? (Examples: Relationship? Wedding? Program launch? Schedule? Job? Team?)
- What would you like to have happen here?
- Share with me the details, round out this picture . . .
- What do you see when you step out of the box?
- Where does the Universe want you to stretch next?
- What else wants to happen here? What else wants to be painted into the picture?

5) FEELING QUESTIONS (Activates the Body or Heart Level of Learning)

When to Use:

- a. After a series of Intellectual Awarenesses/Mental Level Learning
- b. When you sense client needs to connect deeper than the Mental Level of Learning
- c. When you sense there is not an emotional resonance with what you are discussing

Examples:

- How would that feel?
- How do you feel in your body right now? Or, how do you feel in your body as you describe that [the situation or circumstance]?
- What does your heart tell you about this?
- What energy do you associate that with?
- What do you notice about the tone of your voice?
- What's the feeling underneath that [the confusion, worry or anxiety]? (There is usually an emotion or feeling UNDERNEATH the stated feeling, particularly for confusion, worry or anxiety; in general, fear or anger or grief lay beneath those)
- What is an image or metaphor that reflects X situation? (also powerful for the coach to provide a metaphor or image- "It reminds me of a racehorse waiting at the gate . . .")
- What would feel exciting here? (or Joyful or Inspiring . . . Whatever is a value of the client)
- What would help you feel happy?
- 6) **MOTIVATION QUESTIONS** (Connects client to their big WHY. When your client is aware of their true motivation, it's easier for them to move forward.)

<u>When to Use</u>: When you sense your client needs motivation, or a bigger reason, a mission, or inspiration in order to move forward. These questions help a client connect more deeply to their motivation to do something and are related to the Spirit Level of Learning.

- Why?
- What's your deep why?
- Why is that so important to you?
- What about that excites you?
- You can continue to ask WHY? 3-4 times and get deeper and deeper
- What value does this experience have for you?
- Why might Spirit be inviting you into this project?
- What is your higher wisdom telling you about this situation?

7) PERCENTAGE OR NUMBER QUESTIONING

When to Use:

- a. When a client needs support distinguishing story from reality;
- b. when a client is unclear about their "Truth";
- c. when a client is confused about something in their life. Use after they have shared something that seems misaligned to you or confused.

Examples:

- On a scale of 1-10, how true is that statement?
- What percentage of your friends are actually not thinking about your best interest?
- On a scale of 1-10, how much do you actually want to apply for that job?

8) Uncovering the Obstacle Questions

When to Use: When your client has an obstacle and they can't see it. Or, they're having trouble doing something they want to do.

Examples:

- What's standing in your way?
- What's challenging here?
- What are you scared of?
- What's at risk for you?
- Pretend you know the answer. What would it be?

9) INSIGHT INTO THE OBSTACLE QUESTIONS

When to Use: These are a good place to go after you've uncovered the obstacle; this starts to poke holes in the obstacle.

- Why are you so attached to this particular obstacle/fear?
- What would be possible for you if you were to let go of this fear?
- How has this obstacle impacted other areas of your life?
- When did this obstacle come into being?

10) STRATEGIZING QUESTIONS

When to Use: Usually closer to the end of the session.



Examples:

- What would you like to do differently?
- What can you change about this immediately?
- What are 3 action steps you can take this week to . . .
- How do you plan to achieve that?
- If you were to move past this obstacle, what would you do, no matter what?
- What new belief would you like to step into? What would be the next step around that?

11) GETTING SUPPORT QUESTIONS

When to Use: When a client is overwhelmed or taking on too much.

Examples:

- Who can help you with this?
- If you knew they'd say 'Yes', who would you ask for help?
- What can you delegate?
- What requests can you make?

12) SIMPLIFYING QUESTIONS

<u>When to Use</u>: When a client is overwhelmed, taking on too much, or unhappy with a current situation. Helps the client simplify or prioritize what needs to stay and what needs to go. (*Can also be used on the Full Moon if you are tracking lunar cycles.*)

- What can you say 'No' to starting today?
- What are you tolerating?
- What can you simplify?
- What's no longer serving?
- What's no longer aligned?
- What's the priority?

13) INTEGRATION QUESTIONS

When to Use: After a lot of awareness has been created, or different strands/threads/ideas have come to the surface, or at end of session.

Examples:

- What are you seeing for yourself here?
- What's important about this?
- What's the bigger picture with all of these threads that we've been looking at?
- What are you learning?
- What's your takeaway?
- What's the wisdom that's coming forward here?

14) YES/NO QUESTIONS

When to Use: Very sparingly; they will be most powerful if only used seldomly, and in moments when a client is on the verge of making a serious commitment or decision.

Examples:

- Are you done with staying up so late?
- Are you ready to commit to blueprinting every day?
- Are you willing to let go of your relationship?
- Will you continue to complain every day?
- Are you finished allowing yourself to be a doormat?

15) Interruption Questions

When to Use: When a client has been talking too much and not getting to the point or distracting themselves with details or unimportant threads.

- What is the essence of what you're saying?
- What feels most important about all you're sharing?
- I sense you're beating around the bush. What are you avoiding here?

16) CHALLENGE QUESTIONS

When to Use: These aren't exactly questions, more like invitations. Use in moments when a client is ready to stretch beyond their perceived limitations in a serious way. These questions lovingly push a client beyond what they think is possible. It involves measurable action.

Examples:

- I challenge you to generate 3 sales calls this week. How does that land for you?
- I challenge you to stop complaining for a full week. What do you think?
- I challenge you to reduce your expenses this month.
- I sense that's too easy for you. How can you go further?



17) Intention Setting Questions

When to Use: When a client is ready to make a new commitment, inner or outer. (*Can also be used on the New Moon if you are tracking lunar cycles.*)

Examples:

- What intention would you like to set?
- What will your focus for this month be?
- What is the new energy you're bringing in?

18) CONFRONTATIONAL QUESTIONS (Bold & Fierce Questions)

<u>When to Use</u>: These are questions that help clients jump over blocks by being slightly confrontational with them . . . and loving at the same time. It's important to make sure the client is in the right place before you ask Confrontational Questions.

- What if what you just shared was actually not true at all?
- I feel like I want to call BS on what you just said. What do you think?
- Is it possible your relationship is wrong for you?
- How have you been clinging on to this relationship to keep you safe?

19) **ENCOURAGING QUESTIONS**

When to Use: When a client is thinking about stretching herself, but needs extra encouragement, assurance, and motivation.

Examples:

- What do you need to say 'Yes' to creating an online dating profile?
- It feels like you're almost there. What do we need to adjust inner or outer so you feel ready to create an online dating profile?

20) ASSESSMENT QUESTIONS

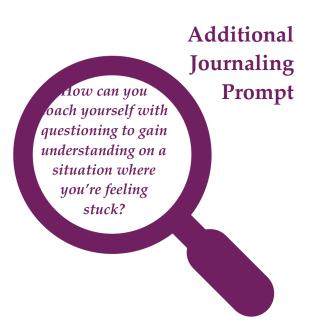
When to Use: When a project or initiative has either come to an end, or come to a turning point, or come to an obstacle.

Examples:

- What's working?
- What are your resources and strengths in the project/situation?
- What's not working about the situation? Why?
- What can you learn from the situation?

Journaling Prompts (from class)

- Of all these types of questions, which feels the easiest for you?
- Which of these categories are you most excited about leaning into?
- Which of these categories don't resonate as much with you? Or feels too hard?
- What questions do you have inner or outer on any of the categories?



Sample Question Sequences

1) REFLECT THE TRUTH + ASK A QUESTION

- You don't have to be a Victim here. You have a choice. What would you like to do?
- The most effective ways of expanding your community are networking, JV projects, speaking and ads. Which feels aligned for you over the next 6 months?
- The longer you continue to cling onto this belief, the longer you will suffer. What would help you to let this belief go?

2) AWARENESS + INSIGHT + ACTION = RESULTS

- What's standing in your way here?
- What would be possible if you were to let go of this fear?
- What action can you take around this?

3) MIND + HEART + SPIRIT + ACTION

- What do you know you want in a relationship?
- How does it feel to not have that relationship right now?
- What does your Inner Wisdom want you to know about this? What's one thing you can do this week to support that inner wisdom?

4) PERCENTAGE OR NUMBERING QUESTION, followed by 'WHAT WOULD IT TAKE?' QUESTIONS

- On a scale of 1-10, how ready are you to apply to graduate school? (Client answers '7'.)
- What would it take to get you from 7 to 10 (or 9)?



Choose one of the sequencing strategizing to practice in your partner coaching session or with a client. Don't force it but be intentional to look for the opportunity to practice.

Reflection



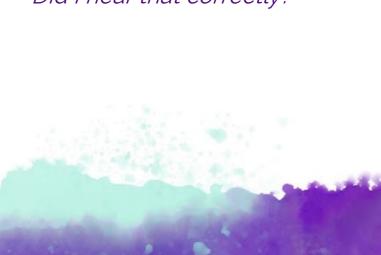
Breakthrough Questioning Skills II

20 Question Categories

'Am I Getting That Right?' Questions

I am hearing X, am I getting that right?

It sounds like you are saying Y.
Did I hear that correctly?



Definition Questions

What does X mean to you?

Explain Y a little more – Tell me more about...

Clarifying Current Situation Questions

What exactly did she say during the team meeting?

When you say no one signed up... was there interest? An enrollment conversation?



Visioning Questions

If you could have this any way you want, how would you have it?

Where does the Universe want you to stretch next?

Feeling Questions

How would that feel?

What does your heart tell you about this?

What's the feeling underneath that?

Motivation Questions

What about that excites you?

Why? Why? Why? (continue to ask why to go deeper and deeper)



Percentage or Number Questions

On a scale of 1-10, how true is that statement?

What percentage of your friends are actually not thinking about your best interest?



Uncovering the Obstacle Questions

What's standing in your way?

What's challenging here?

What's at risk for you?

Insight into the Obstacle Questions

What would be possible for you if you were to let go of this fear?

How has this obstacle impacted other areas of your life?



Strategizing Questions

What can you change about this immediately?

What are 3 action steps you can take this week to ...

Getting Support Questions

If you knew they'd say 'Yes', who would you ask for help?

What can you delegate?

Simplifying Questions

What can you say 'No' to starting today?

What's no longer aligned?

What's the priority?



Integration Questions

What are you seeing for yourself here?

What's the bigger picture of all of these threads that we've been looking at?



Yes/No Questions

Are you done with staying up so late?

Are you ready to commit to blueprinting every day?

Interruption Questions

What feels most important about all you're sharing?

I sense you're beating around the bush. What are you avoiding here?



Challenge Questions

I sense that's too easy for you. How can you go further?

I challenge you to generate 3 sales calls this week. How does that land for you?



Intention Setting Questions

What intention would you like to set?

What will your focus for this month be?

What is the new energy you're bringing in?

Confrontational Questions

What if what you just shared was actually not true at all?

I feel like I want to call BS on what you just said. What do you think?



Encouraging Questions

It feels like you are almost there. What do we need to adjust -inner or outer - so you feel ready to create an online dating profile?

Assessment Questions

What's working?

What are your resources and strengths in the project?

What's not working about the situation? Why?



Harnessing the Empowerment of Trauma Informed Skills

The Sacred Depths methodology is committed to being as trauma informed as possible.

Transformational methods that do not take trauma and survival strategies into account are at best less effective and at worst may trigger the client into shame, and further trauma responses. And, when we employ trauma-informed perspectives we get to harness empowerment – for our clients, and for ourselves!

Practitioner: Befriend your own Fears on the topic of being Trauma Informed

The topic of being trauma-informed can sometimes be activating for practitioners, bringing up fears like:

"I'm a fraud"

"I'm going to do this wrong"

"I'm scared to harm others"

If you have fears that come up around this topic, there are likely a number of reasons:

The topic of "trauma" carries so many taboos because of the ways our society has handled it and characterized it. It's not until pretty recently that society in general has stopped speaking of trauma with hushed tones, pathologized perspectives, and as something that is not mainstream.

Another reason the topic may activate you is likely because you are a person and practitioner of integrity – that is one reason why you chose Sacred Depths in the first place!

As a practitioner of integrity, you know that there are practitioners in the industry who are not informed and may be inadvertently causing harm, and you don't want to be that practitioner.

- > Honor and cherish your commitment to integrity. (I honor you for it).
- > Honor yourself for your commitment to knowing your scope and staying in your scope.
- > Continue to stay informed. Learn and show up with the important skills you're learning...but at the same time, do so with joy, trust, and spaciousness.
- > Also, become aware when your commitment to integrity starts to mingle with old beliefs about not being good enough or being wrong or a fraud, old fears about others judging you, and more. Continue to work on and address those fears and beliefs.
- → REMEMBER: When it comes to being trauma-informed and ANYTHING else there is no Myth of Perfection for any practitioner, no matter their title, scope, practice, or background. We all make mistakes and we are all, always, learning and discovering more on the topic personally and collectively. *I am sure at some point I will update this resource sheet on Being*Trauma Informed because new information will come to light!
- → <u>REMEMBER:</u> You already know so much more about being trauma-informed than you are likely giving yourself credit for! It is baked into every session of Sacred Depths even when it is not named as such!
- → <u>REMEMBER:</u> "Deep and Sacred" does not always have to equate with "heavy". We get to choose what energy we bring to these studies, these perspectives, these skills and our clients.

Journaling:

- 1. What are some unhelpful beliefs you hold when it comes to your scope on the topic of being traumainformed?
- 2. Track those beliefs back to their simplest form (i.e., "My actions harm others", "I'm a fraud", "I don't know enough", etc.). Where did you first learn or get exposed to those beliefs?
- 3. What are some higher wisdoms/more helpful beliefs to remember and come back to?

What does Trauma-Informed mean?

Being trauma informed <u>doesn't</u> mean that it's in your scope to go deep with a client into the crags of an event that created a trauma response for them.

Some (but not all) therapists who treat trauma *may* work deeply with the "there and then", but coaches do not. Coaches and transformational practitioners focus mainly on the resources and wisdom that are available to a client in the present and in the future.

What being trauma informed does mean:

- First and foremost, we recognize as practitioners our *own* trauma and trauma responses and check ourselves as best we can to not bring it into our client containers (this is in part why working on our Energetics is so important).
- We stay aware of our feelings and what we bring to the container, and if we notice our trauma responses consistently show up in our client containers beyond our control, this is an indicator we may need therapeutic support.
- Being trauma informed also means that we recognize the likelihood of trauma in the
 histories and lives of the people that we serve, and that we have awarenesses and skills
 that will help us lower the possibility of unintentionally triggering a trauma response in
 our clients.

Trauma Informed Practitioners also understand that trauma responses can be related to personal experiences or from cultural systemic discrimination or harm.

Being trauma informed also means that we understand that the survival strategies our clients have - for example overworking or shying away from speaking their truth - may have developed as a result of a traumatic experience.

- Clients' traumatic responses will very much make their ways into our coaching containers there is almost no way that they cannot.
- As practitioners, it is our jobs to support our clients in creating awareness of these survival strategies, as well as supporting our clients to make a distinction between the "then and there" and the "here and now". By doing this, we help clients resource themselves from the "here and now" moment versus the "there and then" moment.

When a client is resourced from the "here and now moment", new energy or inspiration can come forward, new solutions and brainstorming can emerge, and that is where re-commitment to aligned goals be strengthened.

As we work with and track our clients, if we see in our sessions that they consistently get pulled into the "there and then" or are unable to get grounded in the "here and now", that is a good indicator that our client may benefit from working with a therapist. It is within a coach's scope of practice to create awareness with a client that therapy may be valuable for them.

General Trauma-Informed Best Practices



Pacing

- When it comes to co-creating strategies with clients, what is the strategy and execution pace that is aligned for your client?
- It's also important to think about the pacing of your session work with your client. You may want to go slower, especially when you are building your container and trust.

Create Strong Containers

- Setting, Agreeing on and Honoring Rules, Agreements, Expectations. Maintaining Boundaries.
- How you are holding the container energetically (including being aware of your own triggers).
- Your rapport with your client. Trust and trustworthiness are HUGE.
- Transparency
- Showing your client that they are being seen and heard.
- Create collaborative relationships.

Consent and Getting Permission

- Things to avoid:
 - > Touching body without asking for any permission
 - > Saying things like, "You MUST do this, this way..."
 - > "I went ahead and did an energy check on you...."
 - > Even something like, "Close your eyes" (vs, "close your eyes or if you don't feel comfortable with that, close the metaphoric shades on your eyes")
 - > Asking client to breathe in a particular way if you haven't agreed on it first
 - > Going past session time without getting consent (vs. "Can you hang on the line another 15 minutes? I've got the time if you do.")

Other things to consider

- Ask Body-Based questions rooted in the "here and now" versus the "there and then". For example: "How does the fear of not being good enough feel in your body right now?" versus "How did it feel in your body when X (trauma) happened?"
- Remember the right to privacy. When a client shares about a painful event, listen with honor, respect, and acknowledgment. Thank your client for sharing this with you. And if you want to ask a follow-up question, first get consent: "Would it be ok if I asked a question about that?" or "Would you like to tell me more about that?"
- Be mindful to not shame your client or pathologize their fear, trauma, or resistance. Love, honor, and respect all of their experiences and responses.
- Be mindful not to see your client as a "label": addict, abused child, etc.

Discomfort and Dysregulation

- When you work with your clients and use the Sacred Depths methods, they WILL from time to time feel discomfort. Even sometimes a lot of discomfort. This is sometimes necessary as part of the growth process.
- When we lead clients through the BYF process or any other coaching process or conversation for that matter – it is extremely rare, but it may happen that we see our client is collapsing in the emotion of their discomfort:
 - > Their breathing becomes irregular.
 - > They are crying uncontrollably.
 - > Client has become a little spacy.
- This signals that the client is likely dysregulated and it is a trauma informed practice to support them in getting regulated again.

Sometimes our own discomfort with discomfort can lead us to think that a client experiencing discomfort is harmful.

Some things to Consider when Guiding a client who has become dysregulated:

- Ask client to open their eyes
- Invite slow physical movement like standing up or switching chairs
- It can sometimes be helpful to utilize a certain amount of joking or irreverence
- Ask client to describe three things in the room in detail
- In the case of being spacy, ask client to breathe, stretch, pat their body, or feel the ground beneath their feet.

A client becoming dysregulated in these ways will rarely, rarely happen, but it might - whether it's during a BYF process...OR... a "surface" cognitive conversation about a big vision.

As trauma-informed practitioners, we want to be aware that sometimes even an edgy conversation might activate a trauma response. This doesn't mean we avoid edgy conversations if we feel a client is in the right place for it.

- If a client does get dysregulated, you likely haven't done anything wrong and your job is to:
 - > Not get activated yourself,
 - > Remember your client is whole and complete, and
 - > Stay present with your client.

Being Trauma-Informed in the Befriend Your Fear Process (and other somatic processes)

The BYF method supports clients to resource from the "here and now" moment when a fear or survival strategy presents itself. It does this in many ways, including:

- Helping the client identify the "there and then" moment their fear and survival strategy is based in.
- Supporting the client to connect into how they feel in their body in the "here and now" while experiencing the fear.
- Bringing the fear out of the blind spot so that the client can see the fear isn't all of them and then also become more seated in the REST of themselves and their higher wisdom.
- When you support a client to dialogue with their body in the here and now, they are engaging their current cognitive wisdom, body wisdom, heart wisdom, and spirit wisdom. They are also forward looking to the future!
- Supporting your client to co-regulate with all their current resources, even in the presence of the discomfort of the fear.

Trauma informed techniques for the BYF process:

- Before leading your client into the process, ask if the client would like to go deeper and get permission.
- Invite client to close their eyes if it's comfortable but give them the option to keep eyes open if that's their preference.
- Do not ask client to modulate their breathing in any way.
- Support client to feel grounded in their bodies and the seat they're currently in.
- Go slow through the process and give ample space.
- Throughout the process, let your client know they're doing really well, encourage them with love in your voice and let them know that you're with them.
- When your client identifies the "then and there" moment that the fear comes from, create even further awareness as well as rootedness in the wisdom of the "here and now" by saying something like, "Ahh, so when this fear comes up it's usually not your current self with your current resources that's running the show."
- Sometimes it can be helpful to ask questions of the "highest wisdom" of the fear than the fear itself.

<u>Most importantly:</u> **ENJOY the process!** The Befriend Your Fear Process can be so valuable and so satisfying not just for clients, but for us as we hold this beautiful and sacred space for another human being to connect with themselves, their resources, their strength, their wisdom, and their power. Remember to enjoy!

If you'd like to take this
further...

I highly recommend the book
"Coaching and Trauma:
From surviving to thriving"
by Julia Vaughan Smith.



Questioning Skills Self-Quiz

1.	What is one benefit of a masterful coaching question?		
2.	If a practitioner is uncomfortable with the learning process, or fear the client will take		
	too long to learn, what are they prone to doing rather than ask questions?		
3.	When is learning most optimal for a client?		
4.	A good question is rooted in?		
	a. Listening to client and being attuned to their needs		
	b. Listening to your own intuition and curiosity		
	c. Keeping track of bigger picture agenda		
	d. Your own experience		
	e. All of the above		

I) Create awareness, breakthroughs, and new habits; help client access their own intuition; Activate creativity, brainstorming, and problem solving; Empower clients to take responsibility for themselves; Create integrity and foster commitment; Help client articulate their own judgments; Activate learning; or Create connection to self. 2) Consulting. Too often practitioners consult when what is needed in the moment is a good question. 3) When it comes through self-discovery, self-inquiry, self-proclamation, or when they answer questions for themselves. 4) All of the above.

5.	T/F: There is a formula for masterful questioning and if you follow that formula, you'l be a master practitioner
6.	T/F: As a general rule use open ended questions, instead of multiple-choice questions
7.	When is the best time to use "Am I Getting it Right" types of questions?
3.	What is the Principle of Choice and how can you integrate it into your Questioning Skills?
9.	When are the best moments to use Number or Percentage Questions?
10.	What are the 4 Levels of Learning & Processing?

5) False. Masterful questioning is an art and does not exist in a vacuum. Masterful practitioners are working all their skills, all at the same time. 6) True 7) After you've reflected back to a client or created awareness by mirroring. 8) The Principle of Choice is remembering that your client always has some sort of choice in whatever situation they are sharing, even if they do not immediately recognize that they do. Asking questions like "What would you like to have happen here?" or "What are your choices?" or "In what ways do you have a choice here?" can be helpful. 9) When a client is ready to separate story from Truth. 10) Cognitive, Emotional, Spirit, and Body

Sacred Depths

Visioning 1





Co-Creating Magnificent Visions Resource Sheet

When people don't get what they want from life, usually it's because they don't know what they want.

Keith Ellis, The Magic Lamp

Visioning

"Visioning is helping clients get clear in aligned ways on what they desire in the future. This clarity is often the most efficient way to help client get, create, or achieve what they want."

Foundation for Co-Creating Aligned Vision

Start with the bigger vision

- Ask about vision throughout the process. On sales call, in welcome packet, and follow-up during the first call.
- It's okay (and sometimes better) to vision only a year or two out.

Track and check in on visions regularly

- Checking to see if a vision needs to be tweaked or shifted.
- Be mindful not to let a misaligned vision go on and on if things have changed.

Know the difference between a vision and a goal

- Vision = the bigger picture, farther off into the future
- Goal = a marker on the journey to the bigger picture. This is typically within sight.
- The vision is the guiding light and the goals are dictated by the guiding light

Know the difference between a desire and a "should"

- Visions based on "should" are misaligned
- To help client discern the difference:
 - o Why do you want this?
 - On a scale of 1-10 how much do you really want this? Why that number? What does it mean for you?
 - o What about this vision excites you?
 - Close your eyes, where are you feeling this vision in your body?

Ensure whatever vision is being created is in alignment with client's core values and priorities.

- Help client get clear about their core values and what is most important to them right now.
- If not clear about personal values, then values can end up being based on other's or society's values.

Give permission for true visioning and for breaking rules

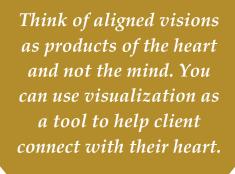
- You want your coaching container to be a place where people can give themselves permission to vision in aligned ways.
- Permission giving questions:
 - What would you want to accomplish in life if I were absolutely positively certain you would do it?
 - o What would you really want from life if I were absolutely, positively certain you would get it?
 - o What are you scared of when it comes to giving yourself permission?

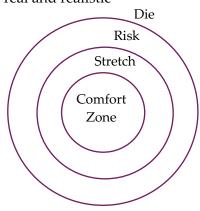
Be thorough when co-creating a vision with a client

- Take all different aspects and pieces into consideration so the vision can be real and realistic
- Get into the details beyond simply the numbers

Make the vision a stretch

- Generally speaking, the best visions are a little bit out of client's comfort zone
- When co-creating a vision want it to be suited to your client's future self; to who they are becoming, what they are mastering, and who they're evolving to be.
- When co-creating a vision or a goal with client, you want them to be in the zone of stretch or risk but not "I'd rather die than do that."





Believe in the vision

- If you're having trouble believing in client's vision, there are a couple of places you can look:
 - o Your own history, beliefs and habits?
 - Are there legitimate places you sense your client is setting themselves up for failure with this vision? Work with client to identify where this may be true.
- Helping your client to believe in the vision
 - o What inner resources do you have to help you achieve this?
 - o What outer resources do you have?
 - What have you already created that gives you evidence you can do this?
 - o Who will you need to be in order to create this?
 - o Are you willing to be that person? How do you know you can step into that person?

Support client to be excited about it.

- Excitement is an important ingredient for a vision to flourish and stick
- Questions you can ask:
 - o What would be possible for you when you achieve this vision?
 - o How will you feel when you achieve this vision?
 - Where in your body do you feel excited about this vision?

Know what season your client is in

(refer to Energetics of New Things worksheet for more on this element)

- If client is in summer or spring, they're in a good place to vision
- If they're in autumn or winter, they may need space before a big vision can emerge

Slow down

• Sometimes a vision doesn't come fully formed. Slowing down the exploration can give it space to come forward.

Be willing to reflect the truth

• If the vision sounds too small or based in fear, or doesn't feel aligned be willing to reflect this back to the client.

When Client is Resistant to Visioning

Manage your energy as the practitioner.

• If you freak out or get frustrated it will impact the client and exacerbate whatever they're feeling.

Normalize the resistance with the client

- **Explore the block** *Questions to ask to uncover why they are resistant:*
 - o What do you sense is in your way of being able to see this vision?
 - o What are you scared of by leaning into this vision?
 - o By not visioning this project, what are you avoiding?
 - o What is it helping you to avoid?
 - o What would be at risk for you if you were to open yourself up and create a vision here?
- Move client out of mental level of learning and processing and into the heart, spirit, or body level of learning and processing.
 - o Lead the client through a visualization, imagining their future self.
 - Create a vision board.
 - o Ask client to connect with Spirit. What does Spirit what you to know?

When client has too many ideas

- Often it can be related to the human fear of not being able to get to it all or having enough time to get it all done.
- Work the client on their priorities. Have them prioritize which one they want to do first.
- Can also look at should vs desire or ego vs desire.



This is a 2-session assignment:

If working with a partner, spend 30-40 minutes supporting partner to build out a bigger vision or goal. Then take remaining time to breakdown what you did, what worked, what didn't, etc.



Track yourself this week and notice the following each day:

- Do you allow yourself to vision what you want into the future, or do you cut yourself off from visioning?
- When you vision, do you spend time imagining the details of your vision?
- Do you take your visions seriously?



Deepening Your Visioning Skills Journal Prompts

Journaling Prompts (from class)

On Permission Giving

- How were you given or not given permission as a child to vision for yourself?
- What did you learn or not learn from your parents or authority figures about creating and having a vision?
- On a scale of 1-10, how often do you allow yourself to fully vision into your future and the things you desire?
- On a scale of 1-10, how seriously do you take this process for yourself?
- Why do you or don't you take seriously or do/don't allow yourself to vision?

On Should vs Desire

- Think of a vision or a goal you are working on right now, what's one part of that vision or goal that is based on deep desire?
- Thinking about the same vision and goal, what part is based on a should? Why is this should showing up?
- What's one thing you are doing in your life right now that's based more on someone else's expectation or satisfaction than on your desire?
- How were "shoulds" instilled in you growing up?
- How do you know within yourself the difference between a desire and a should?

On Stretch, Risk or Die

- Which zone do you generally fall into no stretch, stretch, risk, or die with goals and visions? And why?
- Where is one place in life or work where you can stretch or risk just a little more?
- What do you know, personally for yourself, that helps you to endure stretches and risks better? It could be a belief or a practice.

Co-creating Magnificent Visions

Visioning is helping clients get clear in aligned ways on what they desire in the future.

This clarity is often the most efficient way to help a client get, create, or achieve what they want.



Aligned = powerful foundation Not Aligned = faulty foundation

Know the Difference

between a Vision & Goal

Vision, bigger picture Goal, marker on the journey

Know the Difference

between a Vision & Goal

Vision, bigger picture Goal, marker on the journey between a

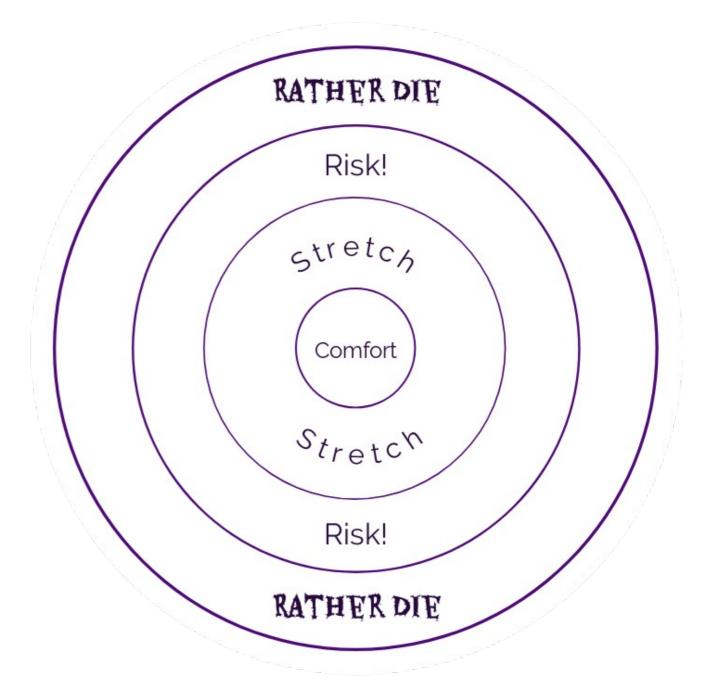
Desire & Should

Create a vision that compels the client to take action

Visioning & Strategizing I

Healthy Stretch*

When co-creating a vision (or a goal) with a client, you want them to be in the zone of ______; but not the _____ zone.



Foundations for Co-Creating an Aligned Vision

We just talked about many of these, and you'll have the comprehensive list with notes in your portal

- Start with the bigger vision
- Track and check in on visions regularly
- Know the difference between a vision and a goal
- Know the difference between a desire and a "should"
- Vision in alignment with client's core values and priorities

- Permission for true visioning
- Be thorough
- Make the vision a stretch
- Believe in the vision
- Support the client to be excited about it
- Know what season your client is in
- Slow down
- Be willing to reflect the truth



Sacred Depths

Visioning Demo using Visualization





Embodied Visioning Exercise + Template

Here is a Visualization you can use to help clients lean into and clarify their Visions. If you are working 1:1 with a client, I <u>HIGHLY</u> recommend using this template as a jumping off point as you listen deeply to what your client shares, and then craft questions based on it.

You can also use this template with groups.

- 1. Before holding space for visualization, ask client what it is they would like to vision a new daily routine? A new career or better job situation? Romantic relationship? More aligned version of their marriage? New program? Etc.
- **I am going to use some questions below specific to a goal of a more aligned marriage as an example, and you can adapt based on client/clients' goals.**
- 2. Invite clients to close their eyes if they feel comfortable doing so, and to start noticing their breath and to connect inwards as much as they feel comfortable.
- 3. Ask them to sense into their body and find where in their body the deep desire for an aligned marriage lives. Connect into this part of their body. Really be with the goal and the desire for an aligned marriage.
- 4. How does this desire feel in your body?
- 5. Ask the desire what it wants you to know about your WHY it's time for you to have a more aligned marriage?
- 6. Ask the desire to reveal to you what's ready to be revealed about this aligned marriage.

- 7. What is the energy of this aligned marriage? What energy is this aligned marriage infused with?
- 8. What does time spent together look like with your partner in this aligned marriage? How does it feel when you spend time with your partner in this aligned marriage?
- 9. Remember to breathe and really continue to connect into your desire for this aligned marriage. Really be with yourself, with your body.
- 10. What is different about the ways you communicate with each other in this aligned marriage? What do you believe about yourself and your partner as you communicate?
- 11. What is sex like in this aligned marriage? How are you and your partner intimate?
- 12. How do you share responsibility in this aligned marriage? How does that shared responsibility feel?
- 13. Continue to be with your vision. See what else wants to be revealed.
- 14. Connect with your body and ask it what is the most important piece of wisdom you need to know about this aligned marriage?
- 15. Ask your body what the very next step is that it would like to take.
- 16. Take a few more moments. Thank yourself, your desire, your body, your vision that is starting to come to life for all the wisdom and inspiration it has brought today. When client is ready, they can open their eyes.

Sacred Depths

Visioning 2





The Energetics of New Things

New Things: New relationship, new marketing strategy, new house, new way of being in the world, new commitment, new program, new creative project. **Any new project or goal or idea.**

New Things have a distinct energy, and the more you can understand the energy of New Things as a coach, the better you'll be able to help navigate clients through new projects, new commitments and new actions, the more their projects and actions will flow.

Ideally, when a client is starting something new, you want to help cultivate a sense of excitement, inspiration, energy, curiosity, openness to try New Things.

Four Phases in A Project



What can get in the way of your clients Starting New Things – and What to Do

- I. "I don't know all the details yet so I'm not excited"
- Visioning, initiation & planting start in the dark. When starting a new project, you're not supposed to know all the details.
- Early Spring is still Wintery.
- Dawn is still darkish grey.
- When we plant seeds into the ground, we don't do so into the light but into dark soil.
- Babies are partially blind when they are first born, and they certainly don't have all of their faculties and resources yet.
- In other words, we almost *always* begin the mystery. The mystery is exciting, but it can also be very scary: We can't totally see, we don't know how, we don't trust the clarity will come, we don't trust it will work, we can't even totally see HOW it will work. All of this can lead to client resistance around starting New Things.

Coaching Tip

What's most important for your work with clients who get caught in this fear: Help Create Awareness around this block and obstacle, and help clients get comfortable with – and even excited – about starting in the dark.

Questions you might want to ask:

- You don't know everything but what do you know?
- When was a time in your past when you moved forward even when you didn't know how?
- Why is it possibly a gift that you don't know it all yet?

JOURNALING FOR YOU TO GO DEEPER

Think of a situation where you started something, and it was still partially in the dark or the mystery: What happened? What do you notice as you look back on it now?

Start journaling with the following statement, and write as fast as you can without stopping for at least 3 minutes: "Starting in the dark feels like . . ."

List out some bullet points of wisdom that would support your clients who have a fear of starting when they aren't in full clarity or understanding.

II. "It hasn't worked before . . . so it won't work now".

"It hasn't worked before . . . so it won't work now" is a very common limiting belief that can come up for clients as they step into a new project or vision. For example:

- "I've tried to lose weight before, and it didn't work . . . so it won't work now."
- "I've tried to find a romantic relationship before, and it has always failed . . . so it will definitely fail now".
- "I've taught a preview workshop before, and no one became a client . . . so I won't get any clients this time."

Coaching Tips:

Help client become aware that this limiting belief is in her way (sometimes clients simply resist New Things, but aren't yet aware of what the obstacle is)

Support client to explore how this New Thing has the potential to be different and more successful.

Questions you might want to ask:

- What learnings about this task do you have now that you didn't have before?
- What resources (inner and outer) do you have that will help you with this task?
- How are you different than the last time you worked toward this?
- Why is NOW the exact, right divine time for this to come to fruition?
- How can I help you be more successful this time around? What do you need from me?

Create Awareness for client about what it takes to get things done.

- It's normal for things to not work the first time (normalize her experience).
- "In my experience, here's what's required to achieve this goal . . . ".

Reconnect client back to her WHY for the task/project/vision.

• Support your client to make her WHY (her deepest reason for desiring the vision) bigger than her limiting belief.

JOURNALING FOR YOU TO GO DEEPER:

Start Journaling with the following statement, and write as fast as you can without stopping for at least 3 minutes: "I start again because . . ."

Make a list of clients who have been hesitating, stalling, self-sabotaging or not being willing to move forward because of a possible fear of "It hasn't worked before . . . "; What would you like to say to those clients?

III. Expecting Process will be Quick Moving with No Bumps in the Road

Be realistic about what it will take. Without appropriate expectations client may be at risk for getting into utter despair because it hasn't happened right away. One of the best services you can deliver for clients is to be realistic and let them know it will take work.

Coaching Tips

Creating awareness – part of this is setting expectations and this is where you consulting skills comes into play (especially if you've been through this before). Undo any myths that client may have fallen into.

Work with client on their resilience skills & wisdom. Reinforce that it's okay to be a beginner; slow and steady wins the race.

Questions you can ask:

- What does resilience mean to you?
- Where do you struggle around resilience?
- What's a belief that can help you build your resilience?

JOURNALING FOR YOU TO GO DEEPER:

- When have you fallen into the trap of expecting thing to happen quickly?
- What happened when you fell into this trap?
- What have you learned from that experience?
- What have you found helpful for yourself when it comes to building your own resilience?

IV. Starting Something New Often Means Letting Go of Something Old

New Things are exciting and shiny . . . but often require the challenging work of letting go of the old vision, the old relationship, the old project, etc. Clients often don't realize they get stuck in this.

Later in Sacred Depths we'll do a full training on Releasing and Letting Go, but for now:

- What are some projects/visions you've put off because you've consciously or unwittingly been too attached and devoted to projects and visions that no longer serve?
- Make a list of clients or friends or family members who haven't started New Things because
 they are caught up in and devoted to stale, old things. What type of Awareness would you like
 to create for them?

V. New Things Require the Energy of Our Elevated Inner Child or Maiden Selves Qualities of the Elevated Inner Child or Maiden include:

- Open
- Excited
- Curious & seeing the WONDER in all New Things
- Not attached to outcome
- Willing to laugh at their own mistakes and continue on
- Filled with pure energy
- No expectation of Perfection
- Unjaded
- Looking for fun

Coaching tips

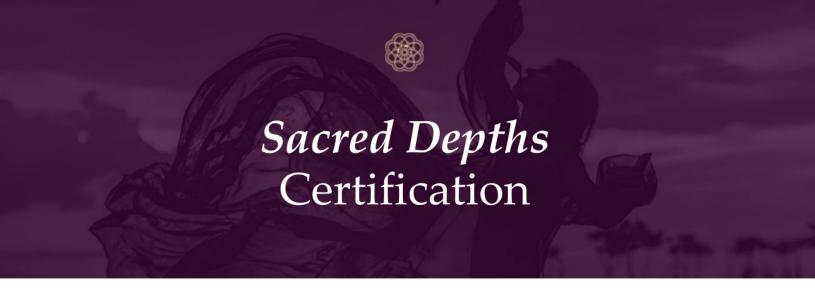
- On a scale of 1-10, how much access do you have to your Inner Child?
- What are the specific moments of history that your Inner Child are buried under?
- What does your Inner Child want you to know about this new project?
- How can you bring your Inner Child more fully present into this new project?

Journaling for you to go deeper:

What would be different for you and your projects/visions if you had full access to the qualities of the Elevated Inner Child/Maiden?

What would be different for your clients if they had full access to these qualities?

- Clients are often disconnected from their Inner Child or Maiden. This part of themselves has been buried under history.
- The more you work on connecting to your own Inner Child or Maiden, the easier it is to support clients to do so.



How to Create Strategies Resource Sheet

Strategizing means co-creating a plan, a pathway of action, or a series of next steps to support your clients to execute and follow through on their Visions.

Strong Foundation

- New things require a strong foundation or a strong container
- What foundation or container does this project need? (For example, does client need to carve out time for this? If client has children, do they need to get childcare?)

Every good strategy needs...

- A clear goal
- A due date for the goal (this can be renegotiated as needed)
- The guiding feeling how does client want to execute this? What is a quality they want to bring with them in this process (e.g. sense of humor, curiosity, creativity)?
- Baby steps needed to reach goal
- Daily or weekly habits (this can be a part of the foundation piece)
 - When clients can blueprint like this, it helps them to pace themselves and helps things feel more doable and realistic
 - o Creates a structure/plan the client can check-in on daily.
- Markers or celebrations that are built in

Understand Natural Rhythms

- Consistent Doers work best doing a little bit every day or a little bit every week
- Deep thinkers and processors need a lot of space around everything they do
- Tipping pointer need to marinate on something for a while and once clicks into place they can take action
- Sprinters doers who need breaks; can do a lot in a week and then take a week off



Deepening Your Visioning and Strategizing Techniques Worksheet

Layering Values and Needs into Your Visioning

Inner Work

- What are your top 5 values?
- On a 1-10 scale, how consistent are you in aligning your vision with your values & needs
- In what areas of life or business do you feel your vision and values are out of alignment?
- What small steps can you take to bring these in alignment?

Client Work

- Make a list of any clients whose Visions you sense aren't aligned with their Values and Needs.
- For each client: If you were to take a guess, what's the Value/Need that is missing from their Vision?
- Design a plan to Create Awareness around this and explore for each client.

Layering Natural Rhythms and Pacing into Your Strategizing

Inner Work

- What is your Natural Rhythm and Pace? (e.g. Consistent Do-er, Deep Thinker & Processor, Tipping Pointer, Sprinter, or another?)
- On a scale of 1-10, how much do you regularly honor your Natural Rhythm and Pace?
- What belief is in the way of you FULLY honoring your Natural Rhythm and Pace? (Hint: It might have to do with something you are scared of, or something someone taught/modelled for you at a young age).
- How would aligning your Action Plan/Strategy with your Natural Rhythm and Pace benefit you?
- How can you adjust your Action Plan/Strategy to accommodate your Natural Rhythm and Pace?

Client Work

- Make a list of all your coaching clients (if you aren't working with clients currently, you can choose 5-10 colleagues, family members, or other people you know).
- Based on your understanding of each person: What is their Natural Rhythm and Pace? (e.g. Consistent Do-er, Deep Thinker & Processor, Tipping Pointer, Sprinter, or another?)
- How is your client aware or unaware of their Natural Rhythm and Pace?
- What are the limiting beliefs or resistances your client may have around their particular Rhythm?
- What can be adjusted in their strategy to really support them and their Natural Rhythm and Pace?



Creating Your Blueprint

<u>Step 1</u> : (Choose 1-3 Measurable Goals that can be completed or started within the next 4 weeks
Step 2: S	State Each Goal Clearly and Set a Time for its Completion
Goal 1:	
Due Dat	te
Goal 2:	
Due Dat	te:
Goal 3:	
Due Dat	te:

Step 3: Write down What You Want for Your Goal and HOW You Want it To Happen Goal 1: Goal 2: Goal 3:

Step 4: Break Each Goal Into 1-2 Hour Baby Steps

Goal:
Baby steps:
Goal:
Goal:

Step 5: Plug each baby step into the next 4 weeks (assign it Week 1, Week 2, Week 3, Week 4)

Baby Step	Week
	,

Step 6: ONLY for the upcoming week – assign each item for this week a DAY of the week (based on your ideal schedule)

Week # 1 Baby Step	Day of Week

Determine what time each day you will do each baby step this week. For example, Monday at 2-4pm or Wednesday at 9-10am. Mark each of these in your calendar.	
Step 8: Review and Re-assess each month	



Visioning Self-Quiz

1. What is Visioning?	
2.	What is the difference between a vision and a goal?
3.	T/F: Visions based on "should" are misaligned
4.	What can go wrong when a vision is misaligned?

1) Visioning is helping clients get clear, in aligned ways, on what they desire in the future. This clarity is often the most efficient way to help client get, create, or achieve what they want. 2) The vision is the bigger picture. 3) True. Visions are most aligned when they come from the heart and are rooted in desire. 4) When a vision is misaligned, it can end up not being believable to or desired by the client.

5.	In the context of stretching towards a goal, when co-creating a vision or a goal with a			
	client, you want them to be in the zone of or but not the			
	zone.			
6.	What are some ways to create "permission" for a client to feel allowed to vision?			
7.	Which of these are good to do when a client is resistant to visioning?			
	a. Managing your energy as the practitioner			
	b. Explore the block in more detail with the clientc. Normalize the resistance			
	d. Move into the heart, spirit, and body level of learning and processing e. All of the above			
8.	What is sometimes behind a client having too many ideas?			

or having enough time to get it all done.

5) Stretch or risk; not the "I'd rather die" 6) What would you really want to accomplish in life if you were absolutely, positively certain you would get it?; What would you do that totally different if you were absolutely, positive certain you would get it?; What would you do that totally different if you were absolutely, positively certain it was OR?; Explore how and why client hadn't had permission to vision in the past. 7) All of the above. 8) Often it can be related to the human fear of not being able to get to it all

Visioning & Strategizing II

Energetics of New Things

As a coach, the better you understand the energy of new things, the better you'll be able to support your clients to navigate new things with inspiration, energy, and curiosity



Four Phases in a Project

Visioning Initiation Planting

You almost always begin in the mystery



Change is a process



Starting something new

Also means letting go of something old



When a client is resistant to visioning

- Help create awareness
- Normalize it
- Explore it
- Support the client to build resilience
- Lean into strategy to bridge the gap

Sacred Depths

Strategizing



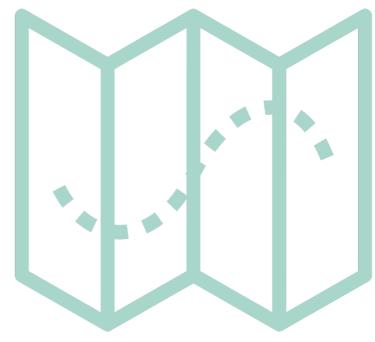
What is a Strategy?

A strategy is a plan for advancing a goal or a vision

Strategizing means co-creating

- a plan
- a pathway of action
- or a series of next steps

to support your clients to execute and follow through on their vision



translates vision into inner & outer action



Components of a Good Strategy

#1: Strong Container

- Clear goal (steps on the pathway)
- Due date for the goal
- Guiding feeling
- Baby steps needed
- Daily or weekly habits
- Built in markers or celebrations



Natural Rhythms

Different People have Different Rhythms



Consistent Doer

Day-by-day, week-by-week



Tipping Pointer

Marinate; once clicks into place, they take action



Sprinter

Tackle a lot all at once; then take a break



Deep Thinker

Invest time to process first

Sacred Depths

Systems and Protocols





Coaching Systems and Logistics: Beyond the Documents



When you coach, the container starts to get created well before the first session.

A Strong Container

The bigger concept behind creating, executing, and upholding your systems is about the energetics of holding a strong and powerful container for the coaching relationship.

- The documents that make up your systems create clarity and confirmation around expectations in the coaching relationship for both practitioner and client. This, in turn, creates a sense of safety.
- There is a sense of peace, safety and reliability when all parties know and agree upon expectations. Also, when those expectations are reinforced throughout the relationship.
- The clearer you are from the beginning, the less misunderstanding and confusion there will be, allowing everyone to settle in.
- Contracts and welcome packets are a big part of starting off powerfully. Use these documents to get clear about the practitioner's responsibility versus the client's responsibility.

A strong container helps promote trust, vulnerability, appreciation and forward movement.

Healthy Boundaries

Having healthy, aligned boundaries is either really challenging to set in the first place or to reinforce if a policy is not honored.

Warrior Woman Archetype

- Activating the Warrior Woman archetype is needed if having issues with boundaries
- The Warrior Woman is the one who knows how to set healthy boundaries.
- She knows how to serve deeply and well without taking over responsibility for others.
- She is the one who knows how to not let people walk all over her or make her a doormat.
- She also understands her own limits and what is important for her. She respects others while she respects herself.
- She knows how to be lovingly fierce when it comes to upholding boundaries for herself and for others.

Reasons you may struggle with boundaries

I. You're skilled at over-giving

- You may also consistently take over-responsibility for people in yur life.
- This might look like needing to be in control because you don't trust other people to take care of things, get things done, or take responsibility for themselves.

II. You're scared you'll be alone or unloved

- This is almost always at the core for anyone who struggles with boundaries.
- The core wound of the undeveloped Warrior is the fear that you'll be alone if you aren't over-giving or taking responsibility for everything.

III. Fear of not being good enough

This can look like:

- A tendency to go over session time because of feeling like you haven't given enough.
- May send out a contract but feel scared to ask client to sign if they delay signing it.

IV. Scared either of another person's anger or of your own anger

- This one shows up especially for women.
- Generally speaking, in society, we are not taught how to properly manage our anger. We are not taught that anger is a natural emotion that comes up for all human beings. Instead, we are taught in subtle and not so subtle ways to ignore, avoid, or fear anger.
- The result of fearing anger is we try to over accommodate others instead of setting and upholding boundaries.
- Or, we try to cover up our own anger by over-giving (this is less common but can show up).

Deeper Dive

Write yourself a letter from your highest-level warrior and see what she has to say to you.

Journal Prompts (from class)

- Why do you struggle with setting boundaries with clients (or colleagues, friends, or family members)?
- What's the impact of not setting or upholding boundaries on you? Your energy? Your business? Your relationship with the client?
- How have you thought your over-giving has been serving others? Think of ways you've believed to be true.
- What might the benefit be for your client if you were to uphold your boundaries and not over-give or take too much responsibility.
- Are there areas in your life, where you have a fear of being alone in one way or another?

Journal Prompts (deeper dive)

- What was your initial reaction to the idea of putting systems in place within your business?
- What is your overall relationship to boundaries?
- This week notice how often you ignore or compromise your boundaries, in big or small ways. Get curious and see if you can identify what is underneath this for you personally?
- If you work with clients (or observe in personal relationships) where do your clients have trouble with boundaries in their own lives? What type of support do you clients need from you around boundaries?

Suggested Materials

Before First Session

- At end of Enrollment Call, let the client know what's coming next with the items that are coming their way. Schedule first call and take payment at the end.
- A Welcome Letter to celebrate and affirm the choice to work together.
- Contract wait to start coaching one-on-one until the contract is signed.
- Via email, give client an opportunity to schedule out all of their sessions [Scheduling Template]
- Welcome Questionnaire include personal information questions like phone number, mailing address, birthday, etc.

While Working with Client

- Progress Report form before each session
- Half-way Progress Report or a mid-way call (if coaching package is 6 months or longer)
- Next Steps call when nearing the end of your time together

Ending/Closing Container

- Ending is just as important as the beginning.
- Offer client an opportunity to share what they will remember or are taking with them from the work you've done together.

At Home Work

- Start working on putting these forms in place.
- If you have them in place, go back and review



Client Scheduling and Re-Scheduling Templates

Scheduling e-mail template to be sent after contract is signed

Subject: Time to Start Scheduling Your Private Sessions

Dear <NAME>,

Thank you for returning your signed Contract and Policies and Procedures promptly. We are thrilled you'll be a part of .

Now, it's time to take care of scheduling your private sessions with <COACH NAME> - yay!

We will be scheduling your program out in full. This will create a strong and powerful framework and container for the work you'll be doing with COACH NAME. You will be scheduling your sessions via TimeTrade in order to make things as smooth and efficient as possible for everyone. This means that you will have direct access to available time slots on COACH NAME. calendar and can choose and confirm your own slots. Of course, I will still be here to assist you along the way if you have any trouble or need any additional support.

Here is the calendar link to begin scheduling. Please note that you'll need to click on the same link each time you want to confirm a new session:

<INSERT SCHEDULING LINK>

We ask that you complete all of your scheduling by CDATE [ONE WEEK AFTER EMAIL IS SENT].

After we see that you have completed your scheduling process, we will send you your fully confirmed schedule for your records.

And, of course, you can always reschedule a session if necessary – just please give at least 24 hours' notice and we can take care of canceling your session and sending you a rescheduling link.

Looking forward to a wonderful year together!

My best,

<CLIENT CARE COORDINATOR NAME and SIGNATURE>



Scheduling reminder e-mail to be sent 3 days before due date

Subject: Scheduling Reminder

Hi there!

SO glad to see that scheduling is underway! Just wanted to send you a quick reminder to get all of your sessions up on the calendar by <DATE> so we can be sure you're all set. Once your sessions are scheduled, I'll be sending you a document with your fully confirmed schedule for your reference.

Please let me know if you need any assistance or have any questions at all.

My best,

<CLIENT CARE COORDINATOR NAME and SIGNATURE>

Confirmed schedule e-mail to be sent when all scheduling is done

Subject: Your Fully Confirmed Schedule of Sessions

Hi <NAME>,

Thanks so much for getting all of your private sessions scheduled promptly! A Word document of your full schedule is attached to this e-mail for your reference and I've also copied it below.

Please note that all times I've listed are in <ET>. And remember, if there's ever a need to reschedule a session, just reach out to me directly so we can be sure it's cancelled correctly in TimeTrade and can go ahead and send you a rescheduling link.

Looking forward to a wonderful and productive year!

My best,

<CLIENT CARE COORDINATOR NAME and SIGNATURE>

Response to be sent when client requests to cancel and reschedule a call

*Either cancel appointment directly in TimeTrade account and send cancellation notice to client through TimeTrade, being sure to check the option to include rescheduling link OR send e-mail below:

Hi <NAME>,

Thanks so much for reaching out to let us know you can't make the call.



Of course, it's my pleasure to support you in rescheduling that session.

First, please be sure to remove it from your calendar. We have cancelled it on our end.

Next, please use this link to schedule a makeup session at a time that works for you:

<INSERT SCHEDULING LINK>

My best,

<CLIENT CARE COORDINATOR NAME and SIGNATURE>



New and Continuing Client Welcome E-mail Templates

Note to be sent along with Contracts via EchoSign

Hi <NAME>,

Hope you're doing well! All of us on the <BUSINESS NAME>Team are just thrilled that you'll be joining the/continuing with <PROGRAM NAME>!

Attached, please find your program Contract and Policies and Procedures document. In order to secure your spot in the program, please sign and return them within 48 hours.

Once we receive your signed materials, we'll go ahead and send out your full welcome packet and start scheduling your sessions.

Please let us know if you have any questions at all.

The <BUSINESS NAME> Team

General welcome e-mail to be sent out with Welcome Packets once contracts are returned

Subject: Your <PROGRAM NAME> Welcome Packet

Dear <NAME>,

Thanks for getting your contract in promptly! We are thrilled that you'll be stepping into/continuing with the <a href="https://www.energy.com/reserved-new-continuing-new-

As promised, here is your Welcome Packet. In it, you will find an Introductory Questionnaire, an Accountability Prep Form to fill out before each of your coaching calls, and a Schedule of Important Dates.

The answers to the Questionnaire should be returned to me at <E-MAIL ADDRESS> as soon as possible.

If you have any questions at all, please don't hesitate to ask!

My best,

CLIENT CARE COORDINATOR NAME and SIGNATURE



Re-Sign Templates

Template to Schedule Next Steps Call with Client at End of their Program

Hi <NAME>,

It has been such a joy working with you over the last <X> months and witnessing all of your growth and progress. I am so excited by all you've created so far, and all that is next for you.

I wanted to reach out to schedule a special complimentary 40-minute Celebrations and Next Steps call. On this call, we'll have special time together to reflect on your progress, celebrate your successes, see what you want to create next for yourself, outline a plan for how to powerfully move forward, and talk about how <BUSINESS NAME> might be able to continue to provide support for you on your journey.

Let's schedule a call for the end of <MONTH>. You can use this link to find a good time on my calendar:

<INSERT SCHEDULING LINK>

I can't wait to connect for this special call.

My best,

Template to send after Next Steps Call is scheduled with Prep Q's for the call

Hi <NAME>,

I'm so looking forward to our Next Steps Call scheduled for <DATE and TIME>!

In preparation for the call, please send me your responses to these questions at least 24 hours before the call:

- Make a list of all wins, celebrations, forward movement big and small, inner and outer from the last <X> months. Don't be shy here. Think about where you were in <FIRST MONTH OF PROGRAM>, and where you are now, and what has changed for you.
- 2. What do you see for yourself in the future? What do you desire most?
- 3. What is the best support you sense you could receive from <BUSINESS NAME> with your future vision?

I'm so looking forward to celebrating together!

Thanks!



Prospect Scheduling Templates

Template for first e-mail invite to schedule Activation Call:

Subject: Scheduling a Time to Connect

Hi <NAME>,

This is COACH NAME AND TITLE. I'd love to schedule our time to connect for your Intuition Activation Call!

In our private, 60-minute complimentary call, we'll get clear on what you want in your work, what's been standing in your way of creating what you want for yourself, and how one of the BUSINESS
NAME> programs can help you get there.

I am excited to support you in getting clear on where you're meant to go next, and to create a powerful and insightful experience for you in our call.

<EITHER>:

Here are some available times I have for us to connect:

- DAY AND TIME 1
- DAY AND TIME 2

Please let me know if one of those works for you and we can go ahead and confirm it. < CR>::

Here is a link to my TimeTrade calendar where you can see my availability and book a time directly: <INSERT SCHEDULING LINK>

<OPTIONAL if in a very busy campaign and you want to bring urgency to scheduling>:

Please note that we have had a very high volume of applications. I am so pleased to be able to offer you a spot and very much looking forward to connecting, yet I do need to hear back from you within 24 hours or else I need to release the dates I offered you above.

I'm looking forward to connecting with you! my best!

Template for f/u email if no response to first (sent 2 days after first):

Subject: Reminder to Schedule and Activation Call

Hi <NAME>,

I wanted to follow up with you to schedule your Intuition Activation Call. I hadn't heard back from you, and I know life can get busy, so here's a reminder!

During the call, we'll get really clear on what you want for your soul-centered project, what's been standing in your way and how a <BUSINESS NAME> program can support you at a deep, deep level for growth and upleveling.

<EITHER>:

Here are some times I still have available for us to connect:

- DAY AND TIME 1
- DAY AND TIME 2

Please let me know if one of those works for you and we can go ahead and confirm it. If not, let me know some others that work for your schedule, and I'll do my best to accommodate you.

<OR>:

Here is a link to my TimeTrade calendar where you can see my availability and book a time directly: NSERT SCHEDULING LINK>

I am really looking forward to hearing from you!

All my best,

Template for when someone is a no-show to an Activation Call:

- 1. Call and leave voice mail first
- 2. Then, send an email as below.

Subject: Just checking in

Hi <NAME>,

I wanted to reach out to you about our Intuition Activation Call today at <TIME> as I wasn't able to reach you. Is everything ok? I know I heard from you on <DAY>, so I hope nothing happened to keep you from our call together.

Please reach out to let me know how you are. I'd love to reschedule a time with you so we can connect and help you move forward with your soul-centered work.



End-of-Program Template

End-of-Program Note to send when Client will no longer be continuing with a program

Subject: Personal Note from <COACH NAME>

Dear <NAME>,

It has been such an honor to serve you on your personal and entrepreneurial journey, and to watch your growth through our work together.

Please know that our door is always open to you and I hope that we will be able to connect and work together again soon!

I am wishing you much, much success and satisfaction in your work.

Much love,

<COACH NAME>



Please note:

We offer this template as a sample of a Program Agreement (e.g. structure, components to consider including, and suggested language) for a participant in a 1:1 program. A Program Agreement for group coaching will differ. The template is not intended to represent ideal or model language or to be used "as is"; if you have questions about formal contract language, please consult a legal professional.

We recommend being as clear as possible regarding the program components – see the "Your Benefits" section, below – as this will support clear expectations, creating a container and mutual commitment to the work together. In other words, the Program Agreement is part of creating the container.

Joanna Lindenbaum International Inc. Program Agreement Private Coaching Program

In order to create clarity and for your experience to be most effective, we have some terms and conditions that we agree to together. You agree to terms as a participant of the program and Joanna Lindenbaum International INC agrees to deliver on what is promised.

This agreement between Joanna Lindenbaum International INC (herein referred to as "Company") and Client Name (herein referred to as "Client") confirms the terms on which you ("Client") has retained Joanna Lindenbaum International as your coach through a Program Name (herein referred to as "the Program").

TERM OF AGREEMENT: The effective date of this agreement is from Month, Date, Year for the duration of the program and payment terms.

YOUR BENEFITS: Company shall provide the following services to Client as part of enrollment in the Program (beginning **Month, Year** and ending **Month, Year**):

List each program benefit separately

COMPENSATION: Client agrees to compensate company for enrollment in the Program, as delineated herein below:

Specify specific payment plan.

Client Initials

PAYMENT TERMS: To the extent that Client provides Company with Credit-Card(s) information for payment on Client's account, Company shall be authorized to charge Client's Credit-Card(s) for any unpaid charges on the dates set forth herein. If Client uses a multiple-payment plan to make payments to Company, Company shall be authorized to make all charges at the time they are due and not require separate authorization in order to do so. Client agrees not to make any pre-chargebacks or chargebacks to Company's account or cancel the credit card that is provided as security without Company's prior written consent. Client is responsible for any fees associated with recouping payment on chargebacks and any collection fees associated therewith. Client shall not change any of the credit card information provided to Company without notifying Company in advance.

Client has independently evaluated his/her ability to pay the fee, in light of Client's financial position and circumstances, and verifies that it is able to pay the Fee and will not be unduly burdened by payment of the Fee. A \$30 late fee will be charged for payment not received, or unable to be processed, by each installment due date.

CANCELLATION POLICY: Client's purchase is transferrable. Should Client have to cancel enrollment, Client must advise the Company in writing, and receive a written response back from a member of the Company, 30 days before the start of the program in order to receive a credit for purchase.

After the Program has started, due to the high-demand and small availability of spots in the Program (and because purchase may contain digital files), Client's purchase and all payments become non-refundable. Client is responsible for the full fee for the entire course of the program, regardless of whether Client actually attends or completes the program, and regardless of whether Client has chosen a 1-lump sum or multiple payment plan. No refunds will be issued or monthly payments forgiven.

CALL PROCEDURE: Please be prompt for all scheduled coaching sessions and call Joanna at **[insert phone number]**. Sometimes Joanna may need an extra minute or two with a previous client. If she does not pick up right away, wait 60 seconds and call again. If you call a few minutes late, we can't guarantee you the full 45 minutes, however if Joanna comes to the session a few minutes late you will still receive your full time. Please give yourself an extra 5 minutes or so in case your session begins late.

CHANGES: If you need to reschedule a session, we need at least 24 hours' notice. If you have an emergency, we will do our best to work around it and make up the call. If you forget a call, we will not make it up. To reschedule a call, contact the JLI team at [insert email address].

OPEN COMMUNICATION: It is imperative to keep all communication lines open, clear and up front. Joanna will continuously ask you to show her how to best coach you. If she ever says or does anything that does not feel right, please bring it up. She will make it right and do what is necessary to have you be satisfied.

EMAIL COMMUNICATION: As part of your private program package, you have direct access to Joanna via email. You may email her at **[insert email address]** on any relevant topics in between sessions. Please note that any copy or curriculum review have a one-week turnaround time. All other regular emails have a 2-business day turnaround time, not including Fridays. There may be times when the response to an email is best discussed during a coaching session and Joanna will advise on that.

ACCOUNTABILITY PREP FORM: You'll be given an Accountability Prep Form to fill out and submit before each of your private sessions with. You can save this in your files and fill in the answers at your leisure or the day before your coaching session. This form will help you track your progress and improve the efficiency of your time with. The more you describe what you want help with on this form, the more help you'll be able to get. It works, and the more effort you put into it, the more you will get out.

SCHEDULING YOUR CALLS: All of your scheduling for your private calls will be done at the beginning of your program. This will create a strong and powerful framework and container for the work you'll be doing. Scheduling will be done via Joanna's TimeTrade scheduler in order to make things as easy and efficient as possible for everyone. In the event that you are having trouble scheduling your sessions, you may always reach out to our Client Care Coordinator at any time and she will happily assist you.

JOANNA'S VACATIONS: Joanna will always give you notice in advance of times that she'll be out of the office. During her vacations, Joanna makes an effort to "unplug" as much as possible and recharge her creative juices that she uses in her work with you. Therefore, Joanna is totally unavailable for email access during time off and emails prior to time off need to come in no later than the Thursday before her time off begins. Aside from specified vacations throughout the year, Joanna will also be out of the office for much of the months of August and December.

REFERRAL EXCHANGES: Many times in Joanna's coaching practice, she has had the opportunity to give clients information about another service that may be of help to them, and she is absolutely thrilled to do it. This happens often because Joanna gets to know a client's lifestyle and business situation intimately and becomes keenly aware of what their needs are. On the flip side, Joanna's clients regularly send referrals to her practice, as well. Being a referral-based business actually allows Joanna to serve her clients better because not having to prospect for clients gives her more time and energy to focus on her clients and their needs. If you overhear someone saying they'd like to dramatically improve their revenue and business success, please ask them to contact Joanna for a chat, free of charge, to see if she can help their situation.

EARLY CLOSURE: At Company's sole discretion it may be decided the Company and Client working together is not a good fit and the work together is not productive. Should this situation arise, Company will terminate this Agreement with five day's written (via mail or email). If Client has paid in full, Company will refund any fees paid based on a pro-rated basis per week of

unused time (which includes session time as well as retainer time). If Client is paying in installments, Company will waive any future payments. In the event that Client owes any fees to Company at the time of termination, Client will pay them immediately within ten days of termination. Furthermore, if a credit is granted, it must be used within 1 year or it will be forfeited.

SOLICITATION: Client understands that it is not permitted to solicit themselves, their services, their events or programs/products to other participants or Clients of the Company, while participating in the program.

PROGRAM MATERIALS: The materials and resources used in this program are the confidential and exclusive copyright and proprietary intellectual property of the Company. These materials are provided to Client by the Company and solely intended for Client's personal use. No part of these documents and/or resources can be stored, reproduced or transmitted in any form or by any means (electronic, photographic, mechanical, or any other medium), recorded, translated, or used to produce any derivative works without the explicit written permission of the Company, under signature.

INTELLECTUAL PROPERTY: All intellectual property, including Company's copyrighted course materials, shall remain the sole property of the Company. No license to sell or distribute Company's materials is granted or implied. This includes, without limitation, creations, works, devices, models, notes, notebooks, reports, documentation, drawings, images, audiovisual works, video files, audio files, podcasts, literary works, blogs, website copy, marketing copy, computer programs, software coding and inventions, work-in-progress and deliverables shall be the sole property of Company.

Program Content and Materials: Regarding the content and materials of Program, the content and materials are proprietary to Company and you are not permitted to share the mp3's, videos, PDF's, other intellectual property or any other form of content from the program. This includes sharing the program's content and materials on social media other than the designated Program Facebook group. All content and materials are copyrighted by Joanna Lindenbaum International, Inc. If you violate the terms of this section, Company reserves the right to terminate the relationship immediately, retain any payments that have been made to Company or its subsidiaries and take appropriate legal action to collect any damages your actions cause Company.

CONFIDENTIALITY: The Company will honor the confidentiality of everything discussed with the Client. The Company will not divulge that the Client is enrolled in a coaching program without the permission of the Client. The Client understands that information will be shared with Company coaches and other members of the Program in the context of supervision and group support as it relates to the coaching being done. The Client will also honor the confidentiality of everything discussed in the group and will not share confidential or sensitive information with anyone outside the program.

NO GUARANTEES: Company makes no representations or guarantees verbally or in writing regarding performance of this Agreement other than those specifically enumerated herein. Client accepts that, because of the nature of Company's services and extent of clients' participation in Company's exercise(s)/recommendation(s), the results experienced by clients significantly vary. Client accepts responsibility for such variance. Company and its affiliates disclaim the implied warranties of titles, merchantability, and fitness for a particular purpose. Company is not responsible for any decisions made by Client as a result of the services provided, or as a result of the Program, or of any consequences of those decisions.

COPYRIGHT: Client agrees that Company shall exclusively own, jointly and severally, all rights, title and interest, including copyright in, and to, the complete set of original Program recordings. Client waives all rights of copyright or ownership in any of the products in which Client's recorded voice appears, and hereby assigns to Company any such right, title, and interest in and to any such products. Company shall have the right, for any purpose, to use, adapt, change, delete from or add to such form and content, to combine all or any part of these original recordings with others, and to use the recordings for educational purposes.

RELEASE OF LIABILITY: Client understands that by using Company's services and enrolling in the Program, Client releases the Company, officers, employers, employees, independent contractors, directors, related entities, trustees, affiliates, and successors from any and all damages that may result from anything and everything. The Program is only an educational and/or training service being provided. Client understands that coaching is not meant to be a substitute for professional advice or treatment, or psychiatric treatment or therapy. Client accepts any and all risks, foreseeable or unforeseeable (including health and medical), arising from this training. This is a morally and legally binding agreement. By signing below Client and Company agree to the terms stated in this Agreement.

CLIENT SIGNATURE AND DATE:		
COMPANY SIGNATURE AND DATE:		



Please note:

Adapt this form as needed for your clients. For 1:1 coaching, we suggest considering including sections for:

- What do I want to celebrate? (Please list at least 3 items).
- What actions have I taken since my last session?
- What inner shifts have happened? What is my inner wisdom telling me?
- Current opportunities in my life include . . .
- At my next coaching session, I want to focus our attention on . . .

The Pre-Session Progress Form is an opportunity for the client to practice reflection and celebration, take responsibility for their process and actions, get clear on the focus for the session, etc. The Form is very helpful for session preparation as it is a process for the client to share "story" and context prior to the session so that the session is as focused as possible.

As you onboard a new client, make time to introduce and review this form as well to highlight how it serves the client.

Pre-Session Progress Form Template

Please submit responses to <e-mail address> at least 24 hours before each coaching session.

Name:		<u>Date:</u>

What is my BIG, Soul-Centered Goal for the next 12 months?

What are my current offerings? (Name, Format, Price)

What Marketing Actions Have I Taken This Month?

What was my last Major Marketing Moment? (Describe with date and results)

What are my next 2 planned Major Marketing Moments (date and describe)?

What do I want to celebrate since our last private session?

What action have I taken towards my goals since our last session?

What inner shifts have occurred/What is my inner wisdom telling me?

Growth Opportunities Available to You Right now:

I want to focus our attention during our next coaching session on:



Private Program

Welcome Questionnaire

Please take the time to answer the following questions and **email** your responses to our client care coordinator <EMAIL ADDRESS> several days before your first session. Don't think too hard, but answer from the place inside of you that *knows*. This information will be shared with Joanna so she can plan appropriately for your needs.

- 1. List 3 short-term goals you would like to work on during the first phase of your program with results for each. Keep these realistic with a bit of a stretch for you.
- 2. List 3-5 more goals you would like to work on during the next phase with results for each. Keep these realistic with a bit of a stretch.
- 3. What do you believe is CURRENTLY holding you back or slowing your progress (no knowledge of the right marketing, time management, stress, cash flow, too many responsibilities, confidence in self, fears, exhaustion, etc.)?
- 4. What is your biggest distraction or biggest fear that holds you back from creating what you want for yourself?
- 5. What marketing do you currently have in place? What is working well? What's not working so well?
- 6. Describe any major marketing moment you have planned for the next 12 months:
- 7. How many people do you currently have in your community (for example: newsletter list, FB community if it is active for marketing)?
- 8. Describe your current understanding of your ideal client:
- 9. Describe your current understanding of your Sacred Message:



- 10. Describe your current understanding of your Brilliance:
- 11. List your current offerings/services/products (Title, Format, Price, Start Date (if it's a group program) + how many currently in each program, and how many folks you'd like to see in each program over next 12 months):
- 12. What else do you want us to know about you for our time together? What will we need to know in order to help you most?



Accountability Prep Form

Please submit responses to Joanna at <EMAIL> before each coaching session.

Please call Joanna at <PHONE>

<u>Name:</u> <u>Date:</u>
What is my BIG, Soul-Centered Goal for the next 12 months?
What are my current offerings? (Name, Format, Price)
What Marketing Actions Have I Taken This Month?
What was my last Major Marketing Moment? (Describe with date and results)
What are my next 2 planned Major Marketing Moments (date and describe)?
What do I want to celebrate since our last private session?
What action have I taken towards my goals since our last session?
What inner shifts have occurred/What is my inner wisdom telling me?
Growth Opportunities Available to You Right now:
I want to focus our attention during our next coaching session on:



Energetics



When?

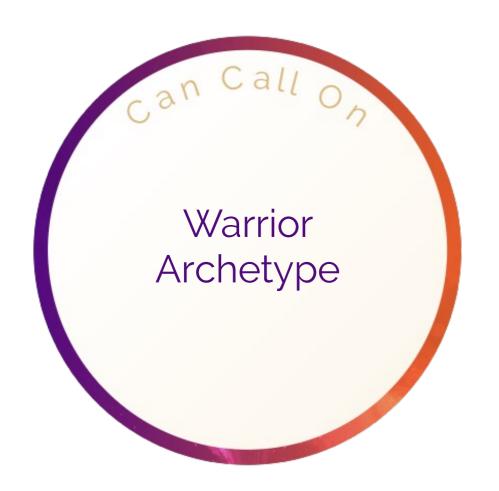
Container-setting begins BEFORE the first session



- Sales Process
- Contract / Coaching Agreement
- Welcome Packet
- Scheduling

Healthy Boundaries

Healthy & aligned boundaries support us to serve deeply without taking over-responsibility



What could get in the way?

- Over-giving
- Fear of being alone, unloved
- Fear of not being good enough
- Scared of anger (yours or another's)

Sacred Depths

Befriend Your Fear - Part 1





Understanding How Fear Functions



The goal is to get clear on your fears, understand the way fear functions, and how to move forward WITH fear so it does not sabotage you.



Change is a Process

- Often times, moving through change is a process. It is not a once and done, or overnight success.
- In order to execute the Befriend Your Fear process (& any other transformation process), you have to be open to the idea that change is a process.
- If you are grounded in this truth, when your client gets frustrated that growth isn't happening fast enough, you are able to hold a much more powerful and effective leadership position in that container.

Journal

- What is your natural rate of true change and transformation? Are you a quick transformer or are you a little bit slower?
- In considering your clients (or ideal clients), what typically is their natural rate of true change or transformation?
- Do you attract people who change quickly? Or people that have to work at it?
- What judgments have you had about yourself (as a practitioner) or others, including clients, when it comes to rate of change or growth?

Fear can show up in many ways including:

- Not taking consistent action on goals
- No preparing enough
- Not following up on important leads
- Deciding to lower rates
- Putting off most important tasks
- Putting off having important conversations that will allow client to create what they want.

Important Things to Know About Fear

- 1. Fear is Normal & Healthy
 - When a client is about to step into something bigger fear is to be expected
 - Fear is part of the process of leveling up and expansion
 - There is nothing at all wrong with fear. Experiencing fear doesn't mean you can't have or achieve the things you want. It doesn't mean there is anything wrong with you.
 - Fear is Normal & Healthy. It is there to keep us safe and to give us important information.
 - Sometimes we need to fine-tune our fear mechanism in order to know the difference between a real and perceived threat to our survival.
 - Always, ALWAYS, check your filters when you are supporting a client to discern between a real
 and perceived threat. Your proximity to power and privilege is a filter and what is a perceived
 threat to you may be very real to someone without those powers and privileges.
 - Because fear is normal and healthy, we want to Befriend it, not Destroy it or Ignore it or even Let it Go.
 - Clients may have trouble separating fear from the goal itself. Or they think fear is a foregone conclusion (for example, I'm scared I won't be a good acupuncturist so that means I'm not to be an acupuncturist).

2. There's Always Something to Risk

- When you create a big goal or step into a bigger place, there is usually always something at risk.
- It is very, very rare to have a goal where there isn't something to risk.
- When you go after a dream there is always a relationship, a value, an object, an issue, or an idea about self/identity that may be at risk.
- When you make a commitment to go after a goal and take the leap, that's usually when the fear shows up because a part of you recognizes there's something at risk as well.
- Do a risk assessment using in the instructions on page 3

3. Ego likes to be comfortable

- Ego is the part of yourself that likes to think where you are is safe and comfortable.
- Ego will not be happy when faced with risk. It is always going to feel like the risk is too big for you to move forward.
- To move from where you are right now to where you want to be, you have to be willing to give up where you are right now.
- Even if you don't like where you are, your ego may at least find it comfortable and safe.
- Ego doesn't like risk. It wants to keep you in your safety zone because it is familiar. The ego is always going to choose the familiar over the new.
- Often, we give up what we really want to hold onto the safety and security of the familiar.
- The thought we can do anything to remain safe and secure is a lie we tell to trick ourselves into thinking we're always going to be safe and secure.
- Part of your job as the practitioner is to help your clients get comfortable taking aligned & appropriate risks. Risks are part of the pathway to success.

4. F.E.A.R. – False Evidence Appearing Real

- When you drop into a place of fear, you begin unconsciously looking for evidence to confirm the fear. The evidence you find is not real; it's false.
- Ego is looking for evidence of what it is afraid of so it makes the evidence appear real.

Risk Assessment for You and Your Clients

When you go after a dream, there is always some relationship, held belief, value, object, issue, idea about yourself that is at risk. You can think of it like jumping off a cliff. If you're at the edge of a cliff, and you know that on the other edge, if you can make it to the other side, that's where your goal is, that's where your bigger place is. In order to get there, you have to take that risk. You must make that leap and risk falling in order to get to the other side.

It can be helpful to cognitively assess risks to see if they are risks we are willing to take (as opposed to the risks feeling jumbled inside of us as one big blob of fear). A few questions to ask:

- What are each of the things at risk if you were to take the action you want? (Include any relationships, beliefs, values, identities, objects, etc that would be at risk)
- Go through each of the things on the list and rate each one on a scale of 1-5. 1 is very low risk and 5 is high risk and dangerous.
- Based on your risk assessment, what is the next action step you're willing to take?



In client sessions, notice what fears are emerging for your client. Look for ways to start risk assessing with client.



In coaching partner sessions, bring forward the fears you are seeing and use breakthrough questioning to start looking more deeply, and start risk assessing.

Additional Resources:

• "My Grandmother's Hands" by Resmaa Menakem



Top 11 Underlying Fears

Here are some common Underlying Fears that often come up for individuals who are up leveling their lives. I developed this content after . . . pretty much seeing it all!!! This isn't a totally exhaustive list, but you'll see that pretty much any surface or symptom fear can fall into one of these categories.

It's really helpful to have these on hand for yourself as you work with clients because you can help them make connections and see how their actions are related to fears (because sometimes a client won't get at first that a sabotaging action is related to a fear).

Note: Because I am a white, straight, cis-gendered, able-bodied woman, I may have missed some important underlying fears here. Please get curious for yourself, and add any that apply for you.

Fear #1: Fear of Failure

- It can sound like, "I am simply not going to be able to make 'this' happen." "I'm going to fail."
- Failure in one task is somehow equated with failure as a human being. Almost as if their value and worth is predicated on NOT failing.

Fear #2: Fear of Not Being Good Enough

- It can say: "You're not smart enough, savvy enough." "That design isn't good enough." "That coaching session wasn't good enough."
- This fear can come up around ANYTHING not being good "enough".
- We each have this fear inside ourselves, of not being "enough".

Whatever you fight becomes stronger. When it comes to fear, if you ignore it only gets stronger. You must make friends with fear, so it does not sabotage your success.

Fear #3: Fear of Not Knowing How to Do Something or Not Knowing How Something Will Work Out

- For example, the Fear of Not Knowing How to market yourself, or the Fear of Not Knowing How to talk to a prospect.
- And, of course, you want to know how to do certain things but this fear is running the show if you're letting the Fear of Not Knowing How to Do Something stop you in your tracks.
- This can also be called the Fear of the Mystery . . . which is actually very related to the Fear of Death itself.

Fear #4: Fear of Success

This, at first, might sound funny, but I want you to check this out for yourself:

- Do you have any preconceived negative notions of what it means to be successful?
- Any judgment around what kind of people successful people are, and what they had to do or sacrifice to get there?
- For some there is a fear of success because of the negative connotations around success.

Fear #5: Fear of Being Seen and Being Visible

- As you step into bigger spaces and leadership places for yourself, naturally you are going to become more seen and more visible. But perhaps while there's a part of you that really longs to be seen and that really needs to be seen, there's also a part of you that's terrified of visibility.
- You're terrified that then you'll be much more open to criticism, that you'll have to stand up for your values and your work and your sacred message.
- Or, perhaps you're scared that if you're seen, you'll look TOO big, and others might think "who
 does she think she is?!"

Fear #6: Fear of Not Deserving What You Want

- The thing that you want, you don't deserve to have it.
- This fear can sound something like: "I just don't deserve to have a great relationship" or "to have a thriving business" or "to get my book published."
- This fear, more so than the others, really lives in the subconscious. The client is truly unaware that they hold this belief.

Fear #7: Fear of Losing Connection with Self or Loved Ones

This one may not be obvious right away:

- Do you have any fear that if you go after or achieve what you want, you'll become so busy, that you'll get carried away by the work or the fame or get lost in the work, and therefore you won't have the time or you won't be connected with yourself or people you love anymore?
- Or somehow, you'll "lose" your true self . . . or outgrow a loved one?

Fear #8: Fear of Surpassing Loved Ones

- This fear revolves around a parent or parental figure, a sibling, a mentor, a friend or an employer to whom you feel an incredible sense of loyalty.
- There is a part of you that fears if you go after what you want, you'll achieve more than they have and thereby defy or break an unspoken code or rule between the two of you.
- So instead, you hold yourself back so that you don't get more successful than them.

Fear #9: Fear of Having Money or Fear of Not Having Money

- These are two sides of the same coin
- It is easy to see the fear of not having money but the fear of having money can be just as strong or stronger.
- This can be because of the responsibility that comes with having money or ideas of how people are who have money.

Fear #10: Fear of Getting Hurt

Fear #11: Fear of Not Being Liked or Having Others Get Angry with You

These two often times go together:

- These two can sound like, "If I put myself out there and really ask for the rates I want to, people will get mad at me or people will laugh at me and that will really hurt my feelings."
- "If I do 'x' people won't like me, or they're going to reject me; they won't like my services, etc.

Deeper Dive*

You can complete this section after the Resistance Workshop

Our resistance patterns often distract us from seeing, acknowledging and making friends with the core fears that are activated inside of us. As practitioners - and for ourselves - we want to be able to work with both the Resistance and the Fear. Use this chart to start to explore core fears underneath resistance.

What is an action you would like to take but are having trouble taking? (Ex: Creating an online dating profile)	How are you having trouble taking it? (Ex: simply not doing it; getting started but not completing; doing it half-heartedly; migraine)	What Resistance Archetype is showing up (i.e., the surface level excuse, reaction, or defense)? (Ex: The Judge is telling me that I'm not cute enough or that online dating is stupid; The Know it All is telling me I've already tried and it doesn't work)	What is the Underlying Core Fear? (Ex: I'm actually scared of Rejection; I'm scared that if I end up dating, I'll feel disconnected from my parents; etc)

Sacred Depths

Befriend Your Fear - Part 2





Sacred Depths Process for Befriending Your Fears



This isn't about conquering, destroying, or even letting go of your fears. It is about becoming friends with your fears.



The 6-Step Befriending Your Fears Process

Step 1: Become Aware of Your Fears

The more you can become clear on what your fears are and how these fears play out in your life, then the more you bring those fears out of your blind spot – where they are most likely to sabotage – and bring them into the light.

- What are you actually afraid of?
- What do you fear the most about a specific situation?
- What would be at risk if you were to really go after your goals that you are feeling stuck around?

Step 2: Understand how fear behaves in your life

The next step is Understanding Fears. Understanding Fears means seeing how your fears work in your life, and how you react to them.

- See, notice, recognize, and accept how fears can cause you to act out. Or how those fears manifest in terms of action you take or your inaction.
- Some ways the fear can show up include: procrastination, anger at loved ones, feeling bad about yourself, not putting full heart into task at hand, etc.
- Understanding how the fear manifests is important because becoming aware is not enough. When you can see the behavior, the feelings, and the reactions the fear causes then you can see that fear is not a little thing you can just ignore.
- Fear impacts your life in big ways. Seeing this motivates you to want to do something about it and make a change.

Step 3: Dialogue with Your Fear

This is the heart of befriending your fears. By dialoguing with your fears, by leaning into them, you are not rejecting, fighting, ignoring, hating, or judging them.

- Even more important, by dialoguing with your fears, you're going to learn how your fears have been serving you. Yup, it's true your fears have actually been serving you and doing something for you. You're a smart person; you wouldn't be holding onto something like fear so tightly if it wasn't serving you. So, if you find yourself holding on to a persistent fear, chances are it's serving you in some way.
- Dialoguing with Your Fears is also the part of the process where the deeper level of Befriending happens. It allows you to step more fully into becoming its friend.
- When you're willing to dialogue and engage with and maybe even HONOR and LOVE your fears instead of hate on, reject, fight against your fears that's when the fears can actually start to diminish.
- Dialoguing with Your Fears lets the fear know it's getting the loving attention it deserves.
- Dialoguing with fear can be done through visualization, a journaling exercise, a drawing, and even a regular coaching conversation. (see Dialoguing With Your Fear resource sheet for an example)

Step 4: Connect to Spirit, Trust and Love

The next two steps work together and are important because you have to trust and love yourself (step 4) before you can truly change or choose another path (step 5).

- In order to fully move through fear, it's important to partner that fear with trust and love.
- The trust can be trust in yourself, spirit, the universe, whatever works for you.
- In order to really be able to believe in your heart that you can walk a different path, that you can have what you want, it's important that there's trust.
- This allows you to make a choice that is loving to you AND one that you can trust in.

Step 5: Making a Conscious Decision

Once you've become aware of your fear, with full awareness and understanding of how this fear works and why it's there, and how it's served you, then you're free to consciously choose what path to walk, what steps to take next.

- Until reaching this 5th step, you haven't really had an opportunity to choose to respond differently to the fear, to take different actions too, because you hadn't embraced it. Why? Because when you're not aware of your Fear, you literally ARE your fear; you're not separate from it.
- Most of the time, you're not making a conscious choice to perform the behaviors or have the feelings the fear instigates/activates. You are on autopilot because the fear is in the blind spot.
- This part of the Befriending Your Fear process is about moving out of autopilot on your behaviors and feelings, moving out of reactivity, and moving into responding.
- You can now make choices based on the awareness and the exploration that you've have done.
- Even if you continue to choose the behavior, it is no longer a default choice that you have no control over. Instead, you are making a very conscious choice.

Activity to Reinforce the Conscious Choice

- 1. Take two sheets of paper or rip a sheet of paper in half.
- 2. On first paper, write what it is you want for yourself (this is the goal that is in arrested development)
- 3. On the second sheet of paper, write down the fear you've identified around this goal.
- 4. Now choose one. No judgment. One is not better than the other. This is about making a conscious choice. Also, this is not a forever decision, just the decision for right now.
- 5. Whichever one you choose, pick up that piece of paper. As you hold, feel it as if you're holding that thing (the goal or the fear). Breathe into the choice.
- 6. As you hold it, bring it into your body. Bring that conscious choice and commitment into your body.

Journaling About Your Choice

- Why did you choose it? What are the benefits that made you choose this one?
- What are you willing to endure to walk this path?
- What can you do to ease the discomfort the choice might bring?
- What is some wisdom you want to remember when the discomfort arises? What is a mantra you can *come back to in those moments when the discomfort is present?*
- *Breathe in your choice.*

Step 6: Committing, and Re-committing and Re-Committing to the New Path

"When you're interested in something, you'll do what's convenient. When you're committed to something, you'll do whatever it takes" John Assaraf

- Remember there is a difference between a breakthrough and a transformation.
- Breakthrough is the new awareness, new choices, being able to see things you had not before. A breakthrough leads to transformation BUT you have to take what you learned from the breakthrough and practice it, practice it, and practice it over and over again until over time there is a new pattern and a new behavior.
- You have to be willing to do the work for a new way of being to emerge where the fear does not get in the way of creating the thing that you want.
- It takes work and can be challenging. You may have to keep going back to Step 5, making the conscious choice again.



- 1. Don't leave Befriend Your Fear session without an actual action they are going to do next. Little action steps they can take. It does not have to be big steps.

 Continue dialoguing with fear. It is not a once and done situation.

 - 3. Celebrate their micro-movements around this. Help them see the small changes they're making so they can feel inspired and motivated to continue.



Befriend Your Fear Step 3: Dialogue with Fear

If it feels comfortable for you, I invite you to close your eyes and if not simply go inwards. Tune into your breath, as much as is comfortable for you. As you inhale and exhale, come home to your body.

As you do this, I invite you to locate that part of your body where this particular fear lives. It might be a tingling sensation, or somewhere where you feel tension, or somewhere that your awareness is bringing you to: your back, belly, forehead, etc.

Wherever it is, allow yourself to be the part of your body where the fear lives inside of you. Notice the energy and how it feels without any need to change it or fix it. Simply be with it. Connect with the fear. Hold space for the fear.

And almost as if you were a detective, get out your magnifying glass and flashlight and connect more deeply with the fear by observing it. If possible, I invite you to take in the fear with all 5 senses:

If you are able to visualize it (*Note*: some clients may not be able to visualize, and that is OK; skip over this part):

- Does it have a color?
- A shape?
- A particular image

Connect in with the fear and observe it:

- Does it have a smell?
- Is it hot or cold where it lives in your body?
- Is it damp or dry?
- What else do you sense about it?

Gather as much information as you can take in and connect with this fear as it lives in your body.

Now, I invite you to ask this fear a series of questions. Simply ask the questions and take in what comes to you – there are no wrong answers. Ask this fear:

- How long have you been with me? Just seeing what comes up. Taking a deep breath in and out
- Is there a particular event or series of events that brought you into being in my life? Inhaling and exhaling and connecting even more deeply.
- What purpose have you served in my life? See what comes up there.
- In its highest power or highest self, what is it that this fear actually wants for you? And just hear what it has to say about that.
- What part of myself do I need to activate to move past this fear?
- What else do you want me to know right now? What wisdom do you have for me?
- What do you want me to know about my next steps?
- Any other wisdom?
- Taking a deep breath in and letting it go.

And from there, be in gratitude for the fear. In gratitude for the ways it has served. Honor its existence. Thank it for making itself present today. Thank it for the wisdom it brought forth.

Ask your fear if it would like to get smaller or change form inside of you. It may not want to and that's okay. This doesn't mean anything. Ask it and watch, look at the fear and see what it looks like and if it shifts.

Take three deep breaths in and out, just moving yourself away from the fear and coming back to the present moment. And on the 3rd exhale allow your eyes to open.

Take a moment right now anything that you want to write down and remember from that mediation/visualization.



Fear Tracker Worksheet



The only way to deal with fear is to make friends with it so you and the fear can work together to prevent it from getting in the way of achieving your goals.



Overview of the 6-Step Befriending Your Fears Process

- Step 1: Help Client Become Aware of their Fears
- Step 2: Support Client to Understand their Fears
- Step 3: Lead Clients to Dialogue with their Fear
- Step 4: Connect to Spirit, Trust and Love
- Step 5: CHOOSING to Walk a Different Path
- Step 6: Committing, and Re-committing and Re-Committing to the New Path

Assignment: Tracking Your Fears Chart (Support for Steps 1 & 2)

Tracking your fears for a week will help you get even more aware and connected to what fears are holding you back from achieving what you want (which in turn will lead to more ease in moving past your fears!). Make time this week to track your fears closely.

Type of Fear	Date fear came up	Time fear came up	How was fear manifested	Other relevant info



Navigating Client Resistance Self-Quiz

1.	What is at risk if you are unable to move clients through their resistance?
2.	When you skillfully move a client through resistance, you can avoid?
3.	Which of the following is NOT an example of resistance?
	a. Cancelling at the last minute
	b. Not doing their homework or their action steps
	c. Not showing up on time for sessions
	 d. Getting mad at you because they're not getting the desired results e. Making excuses like "I just can't get it done", or "everything is overwhelming me", or "this is too hard for me."
	f. None of the above

1) Forward movement and the client's progress can stop or be halted in its tracks. 2) Feeling drained, tired, or frustrated; or questioning your confidence or abilities; or overthinking client situation or worrying about it; or the client ending up frustrated or upset with you, or them losing hope in the coaching process. 3) F. None of the above. All are examples of how resistance can show up.

4.	What is typically behind the resistance?		
5.	T/F: The way resistance gets expressed often points to a being that has been your client's MO for a long time		
6.	What are examples of common resistance archetypes?		
7.	You must always before addressing resistance with a client.		

One; The Jokester. 7) Check your filters

4) The resistance is an energy or mask that your client takes on, usually unknowingly, in response to their fear around executing or achieving their goals. 5) True 6) The Victim; The Judge; The Confused One, The Know It All/The Teacher; The Spiritual



Befriending Your Fears Self-Quiz

L.	What is the difference between breakthrough and transformation?		
2.	Which of these are ways that fear can show up?		
	a. Not taking consistent action on goals		
	b. Not following up on important leads		
	c. Deciding to lower rates		
	d. Putting off having important conversations that will allow client to create what		
	they want.		
	e. All of the above		
2	If fear is normal and healthy, why must you fine-tune your fear mechanism?		
•	Trear is normal and neartify, why must you fine tune your rear meenanism.		
ŧ.	is the part of you that likes to think where you are is safe and comfortable		
	to discern between a real and a perceived threat. 4) Ego		
	behavior. 2) E – all of the above 3) Fear keeps us safe, and we must fine-tune our fear mechanism in order		
ĺ	practice it, practice it, and practice it over and over again until over time there is a new pattern and a new		
1	ριεακτηνου8ή leads to transformation BUT you have to take what you learned from the breakthrough and		

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1) Breakthrough is the new awareness, new choices, being able to see things you had not before. A

10.	When you make a around your fear, you move out of reactivity and move into responding.
9.	What is at the heart of the befriending your fears process and why is it so critical?
8.	T/F: Trust is not necessary in order to move through your fear.
7.	What is the value of bringing your fears into the light?
6.	What are the 6 steps of the Befriending Your Fear Process?

5) When you create a big goal or step into a bigger place, there is usually always something at risk. The risk assessment allows you to get clear about what exactly is at risk, so you can identify the next steps to take and feel more confident. 6) 1. Become aware of your fears 2. Understand how fear behaves in your life. 3. Dialogue with your fear. 4. Connect to Spirit, Trust, and Love 5. Make a conscious decision. 6. Commit and re-commit to the new pat 7) When your fears remain in your blind-spot, they are more likely to sabotage you and keep you from reaching your goals. 8) Ego 9) Dialoguing with your fear. By dialoguing with them, you are not rejecting, fighting, ignoring, hating, or judging them. Instead you are leaning into them and in the process you can find

2-Part Training



BYFI

Foundations for Understanding Fear



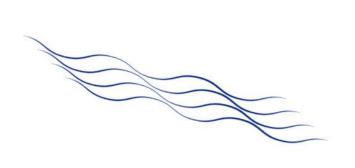
Self-Exploration

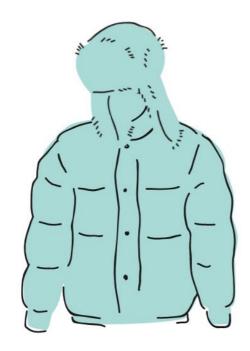
Change is a Process

- What is your natural rate of true change and transformation?
- What about your client (or ideal clients)
- Explore further

Befriend Your Fear I

Being in Relationship with Fear vs Aiming to Conquer





the goal is to move forward WITH fear so it does not sabotage you

Important Things to Know About Fear

- 1 Fear is Normal & Healthy
- ² There is Always Something at Risk
- 3 Ego prefers to be Comfortable

False Evidence Appearing Real

Befriend Your Fear II

The Technique

Befriend Your Fear II

The Technique –practice with yourself

- 1. Become Aware of Your Fear
- 2. Understand How the Fear Behaves in Your Life
- 3. Dialogue with Your Fear
- 4. Connect to Spirit, Trust, and Love
- 5. Make a Conscious Decision
- 6. Commit, re-commit, and recommit again

The only way to deal with fear is to make friends with it so you and the fear can work together to prevent it from getting in the way of achieving goals.

Befriend Your Fear II

The Technique

- 1. Help Client Become Aware of the Fear
- 2. Support Client to Understand their Fear
- 3. Lead the Client to Dialogue with their Fear
- 4. Connect to Spirit, Trust, and Love
- 5. Make a Conscious Decision
- 6. Commit, re-commit, and recommit again to the New Path

Energetics. Strong Container.

Hold the space for the client to become friends with their fear.

Sacred Depths

Resistance Archetypes





The Energetics of Navigating Resistance

Energetics are bar none when it comes not only to Navigating Resistance, but to all coaching and working towards transformation with others



Understanding Resistance

Masterfully moving clients through resistance can help you avoid:

- Feeling drained, tired, or frustrated
- Questioning your confidence or abilities
- Overthinking client situation or worrying about it
- The client ending up frustrated or upset with you, or lose hope in the coaching process

Resistance shows up when the client's fear is strong, and it uses the Resistance as a distraction mechanism away from it. It's when you as the practitioner feel like you don't yet have the green light from the client to continue working on the fear itself.

Some common expressions of resistance:

- Not showing up on time
- Canceling at the last minute
- Not showing up at all
- Having a bad attitude
- Not doing their homework or taking action steps
- Getting mad at you because they're not getting the desired results
- Being stuck in confusion

- "I just can't get it done"
- "Everything overwhelms me"
- Any implication that you as the coach aren't doing enough
- "I don't like this strategy."
- "I can't stop procrastinating."
- "Woe is me!"
- "I knew exactly what to do . . . but somehow messed it up anyway.
- "This is too hard for me; everything is harder for me."

What is the Energetics of Navigating Client Resistance?

Powerful Energetics are about YOU setting the stage to have the most transformative & successful client relationships & interactions possible, the Energetics are about how YOU, as the practitioner, show up when Resistance shows up.

How you show up, the beliefs you bring into the container and work with your client, the energy with which you show up is so important.

And energy follows energy. So, when your Energetics are off, your client feels it in a certain way.

Energy follows energy. If you come to the coaching relationship with confidence in yourself, your client will have confidence in you. If you come to the coaching relationship with confidence that your client can succeed, they will then have confidence that they can succeed. If you come to the relationship with unconditional love and acceptance for your client's imperfections, then she will be able to have more love and acceptance of her imperfections. If you come to the relationship not freaking out when there are obstacles but instead trusting that obstacles can be worked through, your client will be more patient when their obstacles show up and trust they can get through them with your support.

- Resistance is normal: Resistance is a symptom of fear, and fear is a normal, natural response when a human is in a growth process.
- Neither you nor your client have done anything wrong if Resistance arises
- Stay curious
- Resistance is meant to be met and worked with LOVINGLY vs. avoiding it, fighting it or judging it
- Create an Equal Playing Field in your client container

3 Part Basic Formula to Navigate Resistance

- 1) Lovingly Create Awareness about the Resistance
- 2) Normalize what you're creating awareness on
- 3) Co-create a solution for moving forward

You can't do any of the 3 steps for navigating resistance unless you have a strong container.

Setting Containers to be able to Navigate Resistance

- 1. At the beginning of a group or 1:1
- 2. Welcome Packet
- 3. Sales conversation
- 4. Call out possible resistance preemptively "This might feel hard..." or "This question may give you pause for a moment..." or "You may feel you want to tune out because this is basic...")



The Resistance Archetypes

The Archetypal Energy of the Victim

When a client has stepped into the Victim Archetype, everyone and everything is against them. They can never move forward because there is always something out of their control that's messing them up or standing in their way. They are powerless to the circumstances in their life. They blame anything outside of themselves for what they're not doing or achieving, And because of the blaming of things outside of themselves, they kind of always have an excuse for not achieving or not taking responsibility for themselves and their actions. There is no choice.

1. <u>Identify the Victim</u>.

Listen for:

- Excessive excuses or blaming others
- No mention of next steps or problem solving
- Sense of powerlessness or no choice. Resignation that situation is never going to change for them
- Catastrophic negativity
- A commitment to Helplessness and Disempowerment

2. LOVE Your Client's Victim.

3. Find a way to Lovingly Create Awareness

- Often, it's helpful to first acknowledge the feeling of difficulty "I know it can feel really hard when you outreach to potential clients and no one bites at first." Or "You've got a lot on your plate with work and kids"
- Acknowledging supports clients to be seen, heard and loved; lets client know you're with them. It enforces a sense of safety in the container which also allows them to be

brave and stretch for what's next.

- Create Awareness by bringing attention to the catastrophic or extreme thinking: "It sounds like you're saying that you'll never be able to do it because you don't have enough time. Am I getting that right?" (Law or Adaptation)
- Create awareness of the mismatch between who they are and how they're acting: "I'm
 curious because what I hear you saying doesn't match up with what I know about you. I
 hear you saying that no one is ever going to hire you. But I know you as a smart,
 resourceful, powerful woman that can absolutely get hired. So what is actually going
 on?"
- Create awareness by exploring the pattern:
 - "I notice that every time you resolve to try a new "X" (whatever X is; marketing technique or yoga pose or whatever it is), on our next session there is always an outside force that is getting in your way. What do you sense is happening for you?" OR
 - "I really hear that situation after situation is stopping you from achieving your goal. What other places in your life has this happened, where it feels out of your power to get things done?"
- <u>Create awareness by directly reflecting a hard truth</u>: "I don't believe you need to be a victim in this situation."
 - Only if container is tight and client is in a place to really appreciate this directness and take it in

Creating Awareness is like a first puncture into the archetype....like bursting the bubble so that you can ask more questions

- 4. Normalize the Situation and the Resistance
 - 1. I can completely understand why you would be feeling this way because....
 - 2. I know this can sometimes happen when people are moving forward
 - 3. It makes total sense that you are feeling this way because...
 - 4. Validation is SO important. (Back to Creating Awareness; use the example of a young child getting upset but needs permission to be upset or else she gets more pushed into it or creates shame). In order to loosen it up, you need to validate first
- 5. OPTIONAL only if needed: Somatic and Deeper Archetypal Work

6. Strategize & Co-create Solutions

- Antidote to the Archetypal Energy of the Victim: You are empowered and have agency & choice in your
 - 1. How can you take more ownership of this situation?
 - 2. If you were to feel fully empowered here, what would you do differently?
 - 3. What else could you do here? I hear you tried 3 times and failed and it feels like there are no prospects....but if you really wanted to achieve your goal, would you just stop here and say it didn't work...or would you do something else?
 - 4. What if you had more power here than you think?
 - 5. What are some of the choices that you have here?
 - 6. What would be at risk for you if you were to feel fully empowered?
 - 7. What if the world was conspiring to support you?
 - 8. Or you can suggest a solution. Would you be willing to X this week? Would you be willing to tweak your copy in this way?

The Archetypal Energy of The Judge

- Related to the archetype of Victim. There can be crossover and intersection, but there are some subtle differences (helplessness versus a harshness)
- When client steps into the Archetypal energy of The Judge, they are always harshly judging either themselves:
 - I suck, I'm not flexible enough.
 - I am a terrible writer
- Or....they are aggressively judging other people. Other people are always doing something wrong:
 - "There is no way I can market my business because all those coaches out there who market are SO sales-y and self-centered"
 - "I'm absolutely not putting myself on a dating app site all of the people on those apps are totally desperate."
- ...or even trickier, the Judge can judge the Coach or practitioner.
 - "I couldn't do that because you didn't explain it well enough."
 - "You didn't pay enough attention to my needs."
 - "You were wrong in that suggestion."
 - Or in the moment: "No, that suggestion is wrong. I won't do it."

(There should always be open conversation because you might have made a mistake or mis-step that you need to apologize for and repair. This is not a fool-proof indicator, but a good one to know if the judgment on you is legit or not: when it feels like a client's deep judgment or anger is directed towards you. They may not even say it sometimes...you can FEEL it. Remember, archetypes are ENERGIES!)

1. <u>Identify the Archetypal Energy of the Judge</u>

- Excessive criticism of you, self, or others
- Energy of bitterness of passive aggressiveness
- Client is looking for a way out of goals by making judgments
- Sense that your client feels that you are not good enough or illegitimate
- A demand for Perfectionism in themselves or others; a tendency to fall into negative thought patterns

2. LOVE your client's JUDGE

3. Find a way to Lovingly Create Awareness

- <u>Sometimes it's helpful first to acknowledge the concern related to the judgment.</u> For example:
 - "I know what you mean; I feel icky when I see marketing out there that is uber sales-v"
 - "I get how it can be frustrating when you feel like you're not as flexible as the rest of the team."

• Create Awareness by bringing attention to the extreme thinking:

- It sounds to me like you're saying all marketing is sales-y. Am I getting that right?
- It sounds to me like you're saying only really desperate people put themselves on dating apps. Am I getting that right?

Create Awareness by directly reflecting a hard truth:

- It sounds to me like you're being really hard on yourself right now. Does that resonate for you? Do you notice that?
- What do you notice about the tone of your voice right now? Or What do you notice about your energy towards me and this conversation right now?

• Create Awareness by exploring patterns:

 I notice that when I make suggestions that really stretch you, sometimes you get critical. Do you know this response from other areas in your life?

- I notice that whenever we start to strategize a really exciting marketing plan, you get really down on marketing. What do you think that pattern is about?
- o I'm hearing that....or It sounds like...
 - I'm hearing that you feel I didn't notice you enough during our conversation last week. Am I getting that right?
 - I'm hearing that you feel I'm steering you in the wrong direction. Am I getting that right?
 - These Qs provide an entry point into other questions.
 - Have you had that feeling before?
 - That wasn't my intention at all and I'm wondering if you experience this in other places
- Create awareness of the mismatch between what they're judging and what they actually know:
 - "I'm curious because what I hear you saying doesn't match up with what I know about you. I hear you saying that anyone who puts themselves on a dating app is desperate. But I know you mentioned your cousin did it and met the love of his life. So what is actually going on?"

Creating Awareness is like a first puncture into the archetype....like bursting the bubble so that you can ask more questions

- 4. Validate and Normalize
- 5. OPTIONAL only if needed: Somatic and Deeper Archetypal Work
- 6. Co-create Next Steps and Forward Movement

Antidote for the Archetypal Energy of the Judge: Love, Celebration and Acceptance of Self (and Others); Move client out of Judge and into highest self.

- What does your highest self know about marketing with integrity?
- What would it look like to market without being sales-y?
- If we were to take judgment totally out of the picture for the moment, how would you feel about....(action or suggestion or whatever)
- What would self-compassion look like here?
- When you are critical of others, what feeling or thought is it distracting you from?
- What are you actually frustrated about? (Judge= misplaced frustration or anger) What are you actually angry about here?
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• What would be at risk for you if you were to suspend judgment here?

The Archetypal Energy of the Disconnected One - The Confused One/The Flake/The Procrastinator

Their fear in moving forward shows up as being confused or lost or ignorant of the process of moving forward. The confused one is someone who is normally quite smart but just not "getting it" or showing up as ditzy or disorganized. Their fear of moving forward is getting in the way of retaining the information they need to move forward. The Flake shows up when someone who is absolutely responsible acts irresponsible. Sometimes client fear can show up through the resistance of simply not showing up. Not showing up for sessions, not bringing themselves fully present to a session or to the task at hand, becoming MIA for weeks at a time, etc. It can sometimes look like — "I was SOOOOOOO excited about this project or this move or X....but I'm just not excited about it anymore." Sometimes it's a migraine or a headache. When a client has stepped into The Confused One, The Flake, The Procrastinator, they are unable to move forward because a part of them has DISCONNECTED from the goal in some way.

1. <u>Identify the Archetypal Energy of the Disconnected One</u>

- Excessive Confusion
- Irresponsibility
- Procrastination
- Disorganization
- Ill Planning
- Loss of Excitement or Passion for a project or goal

2. LOVE your client's Disconnected One

3. Find a way to Lovingly Create Awareness

- Sometimes it's helpful first to acknowledge the difficulty related to the disconnection. For example:
 - "Gosh, it must have been so frustrating to have felt like you know what to do and then get in front of the computer and go totally blank; I've been there"
 - o "It's so hard when you're super excited by an idea and then it seems to fall flat."
- Create Awareness by bringing attention to the energy:

- When we finished our session last week, you were 110% clear on what to do.
 Almost feels like an energy of confusion overcame you when you got in front of the computer.
- I know you had said you were going to get a babysitter so that you would have time to X...what happened with that?
- What would be scary about fully comprehending this situation?
- What do you think your disorganization is covering up or distracting you from?
- What's the relationship between your procrastination and your fear?

• Create Awareness by exploring patterns:

- I notice that whenever you get really excited about a stretchy goal, when we
 have our next session it seems like distractions got in that way. Am I getting that
 right? (If yes, what do you sense is going on for you internally?)
- I might be getting this wrong, so let me know I think that the last 3 times you went to apply for that scholarship, you got a terrible headache. Any coincidence there?
- <u>Create awareness of the mismatch between how they are acting and who you know them to be</u>: "I'm curious because I know you to be super responsible and responsive. So what is actually going on?"
- 4. Validate and Normalize (normalizing can be worked into the acknowledging)
- 5. OPTIONAL only if needed: Somatic and Deeper Archetypal Work
- 6. Co-create Next Steps and Forward Movement

Antidote for the Archetypal Energy of the Disconnected One: Being able to stay PRESENT even when there is discomfort

- 1. Let's reconnect to your vision what really excites you about your goal?
- 2. What would it look like to stretch beyond your comfort level here?
- 3. What would be at risk for you if you were to show up fully present for this goal?
- 4. What would full presence for your action steps look like between now and our next session? How can you put that full presence into place?
- 5. How can we break things down to smaller baby steps?
- 6. When exactly will you write the first draft of the newsletter article? What do you want to make sure you do BEFORE hand so you can feel free to move forward?

7. What would you like to remind yourself about taking action when you find yourself procrastinating?

The Archetypal Energy of the Needy One

When a client steps into the Archetypal energy of The Needy One - This person is normally completely self-sufficient, but when in fear, feel they can't do anything on their own and they constantly need you. They constantly ask for more feedback and time from you. They want you to hold their hand for every little thing. They may show up with an excessive need for validation or a lack of self-trust.

• Find a way to Lovingly Create Awareness:

- <u>First, acknowledge that you are there for your client</u> (this is important or else the Needy archetype might get triggered even more)
 - o I love that you ask for support when you need it
 - It's always a privilege to help you
 - In the moments where you really need extra hand holding, I always love to show up for you in that way
 - I am always here for you
- Create awareness of the mismatch between how they are acting and who you know them to be:
 - I know you to be such a self-sufficient person, and someone who can absolutely respond to that email from your client without extra help. What do you sense is at play for you?
- Create Awareness by exploring patterns:
 - I notice that whenever you get nervous about putting your curriculum together, you stop trusting yourself and your ideas. Am I getting that right? (If yes, what do you sense is going on for you internally?)
 - Where else in your life do you sometimes step out of your self-trust?
- Create Awareness by directly reflecting a hard truth:
 - We both know that you are totally capable of answering those questions without my help, even if it doesn't feel like it. I'm happy to help, and, I also want you to feel like you've got this. What would it look and feel like to do it on your own and THEN check in with me?

• <u>Co-create Next Steps and Forward Movement</u>

Antidote for the archetypal energy of the Needy One: You are supported AND self-sufficient all at once

- 1. I trust you to take this step on your own. What would it take for you to trust yourself?
- 2. What does being self-sufficient mean to you?
- 3. Our relationship is an opportunity for you to find the sweet spot between being supported while also standing on your own two feet. What would that look like for you?



Navigating Client Resistance

- 1) Write a letter to Resistance from the place inside of yourself that is loving, compassionate, and understands that Resistance is normal and simply a symptom of some fear:

 Lovingly write to the Resistance and share your love and compassion for it. Share that you want to work with it. Share with it anything that comes from your heart that you want the resistance to know. And then ask the Resistance: What is one next baby step towards my goal that I can take?
- 2) Resistance Symptoms Tracker

Track the occurrence of resistance symptoms throughout the week

Date	
Time	
Resistance	
Symptom	
Why did it	
show up?	
Date	

Time	
Resistance Symptom	
Why did it show up?	
Date	
Time	
Resistance Symptom	
Why did it show up?	

- 3) Notice & Adjust Your Energetics when Resistance Comes Up in Your Client Containers Respond from love and compassion and a sense of "this is normal and we can work through this"
- 4) Revisit how you are setting up your containers to pre-emptively address Resistance



Practicing & integrating the Resistance Archetypes Process

Exercise 1:

In order to integrate more fully the processes we learned around The Resistance Archetypes, for each step, write out what the step is about, what it means to you, why it's an important step in the process, and an example of how you might do it:

 Identif 	y the Archetype:
-----------------------------	------------------

2. Love the Archetypal Energy, your Client and Yourself:

3. Lovingly Create Awareness (including Acknowledging):

4. Normalize and Validate:

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5. Strategize and Create Next Steps by using the Archetype's Antidote:

Exercise 2:

As we learned in class, there are many different types of Resistance Archetypes an individual can step into.

I shared some of the most common Archetypes – The Victim, The Judge, The Disconnected One (The Confused One, The Flake, The Procrastinator, The Disinterested One), and The Needy One.

You can apply the Resistance Archetype Process to ANY Resistance Archetype you identify – for yourself or for a client. I invite you to practice applying what you've learned to some other Archetypes. For each Archetype listed, use your Creating Awareness, Questioning, and Strategizing Skills to fill in the blank with some ideas for each step:

The Spiritual One

The Archetypal energy of the Spiritual One can express itself as deciding certain goals or action steps aren't spiritual enough, aren't in-integrity enough, or aren't serving a higher purpose. It can also express itself as a refusal to look at or explore anything that isn't positive or "spiritual enough"

Identify the Archetypal Energy of the Spiritual One:

- "This (marketing, raising rates, dating apps, etc) isn't spiritual enough for me"
- "I can't explore that fear Looking at the negative side of things is anti-spiritual....I like to stick with love and light"
- "I don't want to think about my anger I just like to keep things positive"
- Insert another example:

• LOVE on the Spiritual One

Lovingly Create Awareness

• Acknowledge the concerns of The Spiritual One:

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	l.	Example 1: "It makes perfect sense that you feel it's out of integrity or not spiritual enough to raise rates. I've been there before"
	II.	Example 2:
	III.	Example 3:
•	Create	e Awareness:
	IV.	Example 1: "I notice that any time we strategize something that feels a little stretchy to you, you momentarily get excited about itand then it all of the sudden feels not "right" - do you notice that too?"
	V.	Example 2:
	VI.	Example 3:
•	Norm •	alize and Validate:
	•	

- Strategize and Create Next Steps by using the Archetype's Antidote:
 - Often times, The Spiritual One's Antidote is: All of life is made up of light and dark, and it is important to experience both
 - Questions you can ask to help client activate the antidote and next steps:
 - I. What would your Spiritual Self need to believe in order to X? (X = the goal; raising rates, doing marketing outreach, going on a dating app, looking at anger, etc.)

II.	What would it look to be totally aligned AND do X?
II.	
11.7	
IV.	
V.	



Resistance Archetypes Homework

- 1. Make a list of clients or people you know: What Archetype do you sense they tend to fall into when they are triggered or scared? (Can be an Archetypes we covered in class or another one that you name)
- 2. Think about particular clients that are currently experiencing Resistance or commonly experience Resistance: What are ways, based on everything we learned, that you can start to create awareness for them about their Resistance Archetype?
- 3. Continue to track your own resistance. Name it as it comes up create awareness for yourself. Love on it. Remember that it is only a PART of you or an energy you've tripped into, not ALL of you.
- 4. Write another love letter or two to your Resistance, and notice how that impacts the resistance.
- 5. Some journaling questions:
 - Which resistance archetypes are your most go-to archetypes?
 - What does the resistance archetype "say" to you that makes it so convincing or compelling? (See if you can identify the way the archetype talks to you)
 - Which of your resistance archetypes get triggered by other people's resistance archetypes (The Resistance Archetype Shadow Dance). How does that show up for you?
 - What are you learning and seeing from this week's curriculum? What is feeling important?

Noticing Resistance

Resistance is when obstacles come up for the client, and you, as the practitioner feel like you don't have the green light to continue working on the obstacle



Inside Scoop

- Can sound really reasonable
- Typically, the client is not even aware they are doing it

Resistance Archetypes

Ways Resistance Can Manifest

- Not showing up on time
- Canceling at the last minute
- Not showing up at all
- Having a bad attitude
- Not doing their homework
- Not taking action steps
- Getting mad at YOU because they are not getting the desired result

- Being stuck in confusion
- Making excuses
 - "I don't like this strategy"
 - "I can't stop procrastinating"
 - "Woe is me!"
 - "Everything is too hard for me"



The way resistance gets expressed often points to a way of being that has been your client's M.O. for a long time

Resistance Archetypes

Digging Deeper

What is typically behind resistance?

Resistance is an energy or mask that your client takes on, usually unknowingly, in response to their fear around executing or achieving their goals. The resistance is like a protective layer around the fear.

What's at risk if you don't manage resistance?

- Progress can be halted in its tracks
- Client can feel frustrated
- Client can lose hope



Inside Scoop

When someone is in the process of growth, fear and resistance often show up

What is an Archetype?

An archetype is an energy, a mask the client might wear, a way of acting reflexively to fear.

Archein



Typos

(to begin, first form)

(type, model)

4-Part Formula to Navigate Resistance (overview)

- 1. Lovingly create awareness about the resistance
- 2. Normalize
- 3. Explore the fear underneath the resistance
- 4. Co-create a solution for moving forward



ENERGETICS

Before working with resistance, the energetics need to be in place

Energetics



- Work WITH the resistance
- Check your filters
- Be aware of your own shadows
- DO NOT push through

Resistance Archetypes

4-Part Formula to Navigate Resistance *(details)*



Steps 1 & 2

 With steps 1 & 2, the resistance typically loosens up and we can ask for the greenlight to go deeper



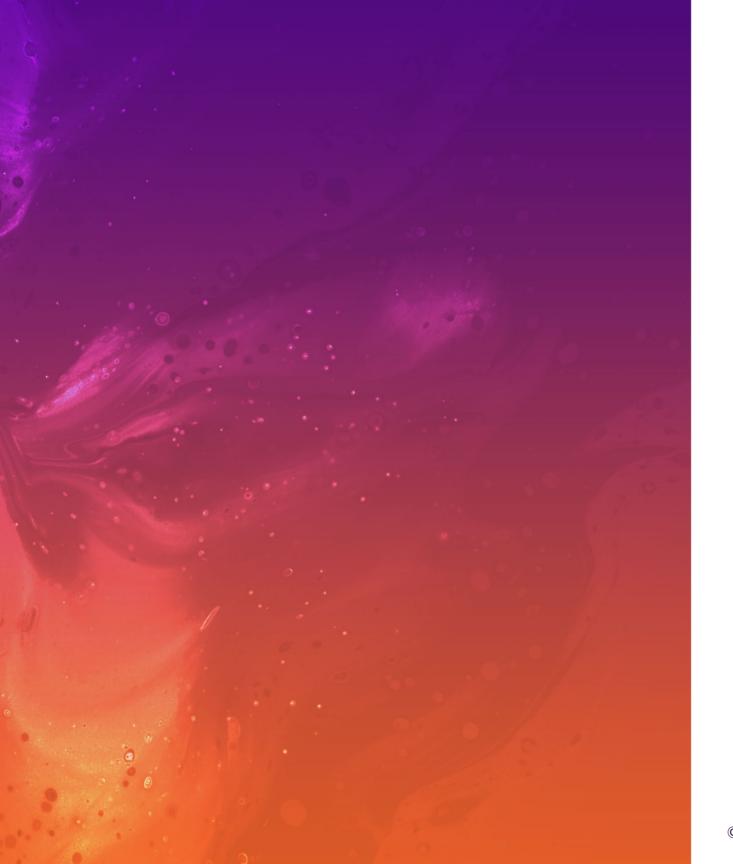
Step 3

- With permission, explore the fear underneath
- One technique for exploring is to dialogue with the archetypal energy



Step 4

Co-create solutions to move forward



Going Deeper with **Archetypes**

Resistance Archetypes

The Victim

Victim Archetype + example of how to work with resistance

The Victim

The Victim feels powerless to the circumstances in their life

The Antidote*

You are an empowered being and you have ownership in your life

Working with the formula

- Energetics: love your client AND your client's victim
- Lovingly create awareness
 (i.e. it sounds like you are saying you'll never be able to get it b/c you don't have enough time, am I getting that right?)
- Explore

*Always coach the WHAT based on the WHO

Additional Archetypes

- The Judge
- The Confused One / The Flake / The Disconnected One
- The Needy One
- The Know It All / The Teacher
- The Spiritual One
- The Jokester

When Should We Address Resistance?









Sacred Depths

Energetics of the Coaching Relationship 2





The Energetics of the Coaching Relationship Part II Deeper Dive

What happens in the coaching container is a microcosm of what happens outside of the coaching container in the real world.

Journal Prompts (in class)

- What are some of the unhelpful dynamics or patterns that you have (or have had) with your parents (If it's helpful you can look at each parent separately)? Or a primary caretaker?
- What are some of the unhelpful dynamics or patterns you have (or have had) with your siblings? Or any stand-in for a sibling, e.g. a close cousin or a close family friend?
- When you've been a client, how have you brought any of these family dynamics, patterns or projections into the relationship?
- How have your clients brought some of their dynamics into the relationship with you?
- What are your own family patterns or dynamics that you bring to the coaching container?
- If you've worked with a coach or other practitioner what are you seeing that the practitioner was bringing in that was unchecked and really affected/impacted the container.

At Home Work



- 1) Track your coaching and non-coaching relationships this week for where you might be bringing in unchecked Family Patterns, Dynamics or Projections.
- 2) Become aware in your coaching or buddy coaching sessions on how your coachee may be bringing unchecked Family Patterns, Dynamics or Projections onto the relationship
- 3) If you are working with any coaching clients, make a list of each one and write notes on which of their own family or past dynamics they are bringing into the container.
 - · How have you handled (or not handled) this so far?
- 4) Set the intention before your coaching sessions to bring in the archetypal energy of Ideal Mother, Father, Sibling or Leader.



The Energetics of the Coaching Relationship Part II Past Dynamics & Projections

The relationship with your client can be as powerful, motivating, healing & transformative as the coaching itself.



Past Dynamics + Projections

- The relationship between you and your client is the foundation of the coaching container.
- When the relationship is out of alignment and the energetics aren't tended to then frustration, disengagement, worry, and/or stuckness can occur.
- When the relationship is aligned and the energetics tended to, there is a greater chance for more trust between you and your client. More vulnerability, more excitement, and more motivation also become possible.
- If you, as the practitioner, leave things to chance or inertia (i.e., if you don't take the lead managing the energetics of the relationship) then there is a good chance that at some point in the coaching relationship your client is going to unconsciously bring her family or past dynamics and patterns into the relationship.
- This IS going to happen; it's normal. But the more conscious your client can be about bringing them in and the more conscious you as the practitioner are about this happening, the more that together you can use them for her growth and as fuel to move her towards her goals instead of those patterns and dynamics working against her.

If family or past dynamics, patterns or projections are brought into the coaching container, you may detect any of the following:

- You're going to judge me
- If I tell you this, you won't love me
- You're making me do this
- You'll punish me if I don't get this right
- You're going to betray me (or you won't be there for me if I need you)
- You need to save me (or I need to save you)
- You're trying to control me

- You'll get angry at me
- You're pushing me too much
- You don't really believe in me
- You don't really understand me
- You're not paying enough attention to me
- You're better than me
- You don't like me
- I'm scared I'm annoying you too much

What to Do When a Client is Projecting onto You

1) YOUR AWARENESS

- Awareness is always HUGE. Understanding the human behavior (theirs and yours) so that you don't panic. So that you know it's normal, is HUGE.
- With the awareness, you then know that it's NOT ABOUT YOU as the practitioner. It's not about you. It's not about you. In fact, one of the things I've really learned over the years and it's been hard for me to really learn is that whatever a client brings to me rarely has anything to do with me. (Imp note: Except for when it DOES have to do with me. Always listen deeply, and check your filters and privilege FIRST).

2) CREATE AWARENESS FOR YOUR CLIENT: ASK QUESTIONS & REFLECT THE TRUTH

- For example: "Sometimes we can bring our family or early life patterns into the coaching relationship. It's totally normal. When we do it means that we feel safe enough in the coaching relationship. I am sensing that sometimes you worry that I don't approve of you and put a lot of energy there...which, by the way, is so far from the truth....I wonder if that resonates for you and if so what relationship in your life it reminds you of?"
- Or, sometimes more direct: "Stacy, I'm not your mother. I'm not going to forget about you because I'm taking a month off."
- And then of course, after Creating Awareness Go Deeper and Explore!

If you, as the practitioner, directs things in an effective way then the coaching relationship can become a corrective and deeply healing opportunity for the client.

3) PRE-EMPTIVELY BRING HEALING DYNAMICS AND PATTERNS INTO THE CONTAINER

One way to do this is to bring the archetypal energy of Ideal Mother/Father/Parent/Sibling/Leader into the container. This can be a transformative experience for the client.

To create this experience:

- Approach with an equal and leveled playing field
- Remain unattached, know this is not about you; leave ego out
- Actively practice loving your client
- Stay grounded every day as much as you can
- Practice Creating Awareness skills
- Be willing to be bold

Characteristics of Ideal Mother/Father/Sibling/Leader

**Please note: I have assigned "gendered" characteristics to parents in case that is helpful for you if you understand parental archetypes in a binary way. But this isn't the only way. Any parent can exhibit any characteristic. Adapt for yourself as appropriate. Also, these are selected attributes – you can add & adapt in an category as is aligned for you.

Ideal Mother

- Nurturing
- All accepting
- Loving
- Validating
- Consistent

Ideal Father

- Allow for many mistakes
- Motivate in positive ways
- Hold structure and boundaries in warm ways
- See highest potential of client.
- Get lovingly confrontational and bold if necessary but always with love and respect

Ideal Sibling

- Avoid putting yourself on a pedestal
- Don't hold yourself higher than client
- Hold an energy of there is enough success for everybody
- Keep your own competition in check.
- Show that you enjoy being with and hanging out with clients.

Ideal Leader

- Taking responsibility for mistakes
- Always allowing for client agency & autonomy
- Not taking over or under responsibility
- Transparency
- Equity



Take your TOP FAMILY DYNAMIC that you discovered on our training call and journal on the following about it:

- Where are all the places in your life that this dynamic shows up?
- How has that impacted you?
- How has that impacted your ability to create what you want in your life?
- How has that impacted you as a coach?
- How would you like to shift this dynamic for yourself?
- What would you need to believe in order to shift this dynamic?
- Who would you need to forgive in order to shift this dynamic? (Who = which people outside of you as well as which parts of yourself?)



Energetics of the Coaching Relationship Self-Quiz

1.	The between you and your client is the foundation of the	ıe
	coaching container.	
2.	What is at risk of happening if the practitioner doesn't take the lead in managir energetics?	ıg
3.	What are 3 things you can if a client begins to project onto you?	
4.	Which of the following may you hear if family dynamic, patterns or projections brought into the coaching relationship? a. You don't really believe in me	are
	b. You're going to betray me (or you won't be there for me if I need you)c. You're going to judge me	
	d. I'm scared I'm annoying you too much e. All of the above	

I) Relationship. 2) The client is going to unconsciously bring their family dynamics and patterns into the relationship. 3) a. Increase your own awareness; b. Create awareness for the client by reflecting the truth; c. Pre-emptively bring healthy \mathcal{E} ideal dynamics and patterns into the container. 4) E - All of the above.

	coaching container as well.
	at are some characteristics of the Ideal Parent that you can bring into the coaching tainer for healing of patterns and dynamics?
- 1	
	ich of the following are NOT characteristics of the Ideal Sibling?
	a. Avoid putting yourself on a pedestal
	a. Avoid putting yourself on a pedestal b. Holding yourself higher than client
	a. Avoid putting yourself on a pedestal b. Holding yourself higher than client c. Hold an energy of there is enough success for everybody
	a. Avoid putting yourself on a pedestal b. Holding yourself higher than client c. Hold an energy of there is enough success for everybody d. Keep your own competition in check.
	a. Avoid putting yourself on a pedestal b. Holding yourself higher than client c. Hold an energy of there is enough success for everybody
	a. Avoid putting yourself on a pedestal b. Holding yourself higher than client c. Hold an energy of there is enough success for everybody d. Keep your own competition in check.

Intentional Energetics



Relationship, Energetics, Content

Our role as the coach is so much greater than the content we deliver for our clients



Intentional Energetics

When tended to, energetics create the environment for transformation



Unguided Energetics

When left unguided, morphs into a microcosm of what happens outside of the coaching container

Projections & Patterned family dynamics



Projections can lead to stalled progress

OR

They can be leveraged for transformational gold

Projections In-Action (some examples)

- You are going to judge me
- If I tell you this, you won't love me
- You are MAKING me do this
- You are going to betray me
- You won't be there for me
- You need to save me
- I need to save you

- You are trying to control me
- You are pushing me too much
- You don't really understand me
- You don't really believe in me
- You're better than me
- You don't like me
- I am scared I am annoying you

What other examples come to mind?

How to Navigate

Your inner-game, as a Coach

- 1 Awareness (your own)
- ² Check your filters & unchecked family patterns
- 3 Stay Grounded
 It's not about you (unless it is)
- 4 Love, love, love
 Approach from a place of love and service

Practical Application

When working with a Client

- 1 Create Awareness for the client
- ² Normalize it
- Call on the Archetypal Energy
 Pull in what's needed, model the archetypal energy

Sacred Depths

Re-Wire Negative Thought Patterns 1

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Understanding Negative Thought Patterns

Even though negative thoughts are in your head, they have a huge negative effect on your actions and on your experience.



Negative Thoughts are Normal

- For some people negative thoughts come before starting work on a project or goal.
- For others the negative thought comes when they start to move forward or create results. They come crashing in as a response to the forward movement.
- For still other people negative thoughts happen at every stage of a project.
- When experiencing negative thoughts, it is like a very persistent voice inside your head inside your head wants to tell you that what you're doing isn't enough; or that you aren't enough; or that you're not doing it the right way, or [insert any negative thought].
- When you tell yourself these sorts of messages, you (or your client) are more prone to give up, overwork, or make a decision that is not aligned. Or you end up in a constant state of anxiety.
- Whether you realize it or not, your everyday thoughts has a massive effect on your success, your happiness, and your health.

Negative Thinking Patterns

- These are thoughts or internal recordings or messages that persistently or semi-persistently run through mind and hurt you in some way.
- Negative thinking patterns are not necessarily good or bad.
- The better question is are these thoughts helpful? Or unhelpful?
- If they are unhelpful i.e. stop you or your client from taking action, if they cause anxiousness, if they initiate self-sabotage then you want to work through them and eliminate them or being in the process of eliminating them/working better with them.
- Negative thinking patterns can also show up as catastrophic thinking. As if you are thinking the
 worse. For example, "I'll never be able to do this", or "that terrible thing is absolutely going to
 happen."

Ways Negative Thought Patterns Show Up

1. Catastrophic Thinking

- Thinking the worse or imaging a worse-case scenario. For example, "I'll never be able to do this." "[that terrible thing] is absolutely going to happen."
- Catastrophic thinking is often tribal, meaning it runs in families or cultures/communities.

2. Inaccurate Stories

- Sometimes, our thoughts come so quickly, they cause damage even before our higher wisdom get to detect what thoughts are being generated.
- This can make it hard to even notice negative thoughts or to even be consciously aware of them.
- The end result is you keep thinking the negative thought over and over again without catching it. Eventually, you begin to accept that negative thought pattern as truth and you take action based on it. However, most negative self-talk is inaccurate. The thoughts are simply not true.

As thinking human beings with minds and as a culture where you've placed so much focus on our minds and on mental thought, we tend to think very, very quickly.

• There may be a kernel of truth in there but overall, they are not true. It's important to distinguish between what is true and what's a story/inaccurate.

3. We Stew

- We get stuck repeating negative thoughts over and over again.
- This keeps us in a holding pattern where it's easy to continue on and on and on to think those
 negative thoughts instead of brainstorming solutions for moving through a problem that
 triggers the negative thoughts in the first place.
- Negative thought patterns can also support someone in feeling self-righteous angry or frustration either at self or others.
- It's easier to be angry or blame yourself or someone or something else than to actually strategize and move out of the problem that you're having.

The Pain Body

- The pain body is your ego, and your ego is essentially your negative thoughts.
- Your pain body or ego is addicted to being in pain. Your pain body will do whatever it takes to remain in the energy of pain.
- We are addicted to/gravitate towards pain than to pleasure. Unless there is trauma involved, the way we gravitate towards pain is mainly through our negative thoughts.
- We can learn to override this as we look at our negative thoughts.



The Five Steps to Support Clients to Re-Wire Negative Thought Patterns



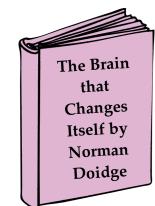
To rewire Negative Thought Patterns, we must first acknowledge that our mind is incredibly powerful



How the Brain Works

Understanding how the brain works is important when it comes to moving beyond negative thought patterns because your thoughts physically shape your brain

- Your brain is plastic/malleable. When you have a thought, your brain creates a physical groove or a fast track inside of it with that particular thought.
- The thought carries a certain energy, and that energy creates a groove in your brain. This is called a neural pathway.
- A neural pathway is created every time you have a new thought. The more you think a certain thought the deeper that thought gets grooved into the brain, changing the make-up of the brain itself.
- Once a groove has been created, the brain doesn't want to go through the trouble to create a new groove or a new idea. It doesn't want to think a different thought even if that thought would be more useful to you.
- The brain is much more prone to go down the already paved neural pathway.
- The work is to override the brain's laziness and create new, more helpful neural pathways instead of the ones that are just our MO or go-to's.



Book Recommendation

Five Steps to Re-wire Negative Thought Patterns

Step 1: Identify the Negative Thought

Often times your negative thoughts happen so quickly or persistently that you don't even notice you're having a negative thought. You just think it's the truth or that it's the way things always need to be.

That's why it's so important, first and foremost, to become aware of **when** you're having a negative thought and to **Identify the Negative Thought** right then and there. This process of identifying your negative thoughts allows you to begin to see the difference between truth and story.

Categories of Common Cognitive Distortions (from David Burns' The Feeling Good Handbook)

These categories can help you identify when a negative thought pattern is showing up for you or your client.

- 1. All or Nothing Thinking evaluating people or situations in black and white terms
- 2. Mental Filtering letting a single negative experience negatively color the whole situation
- 3. Disqualify the Positive taking a neutral or positive experience and turning it into a negative one
- 4. Jumping to Conclusions quickly jumping to a negative conclusion that isn't justified by the facts of the situation. You assume why someone does what they do but you don't bother to check it out to see if it's true.
- 5. Fortune Telling you just "know" thing are going to turn out badly
- 6. Emotional Reasoning taking emotions as evidence for the truth. If you feel that something is right, then it must be true. This is different than tapping into your inner wisdom. This is more when you're feeling something because of fear not because of your inner wisdom.
- 7. Labeling identifying a mistake or negative quality and then describing an entire situation in terms of that quality.
- 8. Personalization taking responsibility for a negative event when you know the circumstance is beyond your control.

Some questions you can ask your clients to help them **Identify the Negative Thought** that is standing in their way of a goal:

- What's the belief that's holding you back right now?
- What's the belief underneath the fear you're experiencing?
- What's the story you're telling yourself about this situation?
- What's the thought that is stopping you in your tracks right now?

Deeper Dive

- > What's the most common negative thoughts that you have? Make a list of the top 3-5 that are your go-to Negative Thoughts?
- > Which category do they typically fall into?
- > What else are you noticing about your Negative Thoughts?

Step 2: Explore the Negative Thought

Once you've identified the negative thought, you can move to the second part of the process, which is to **Explore the Negative Thought** with the aim of understanding it.

In other words, once you have the awareness of the thought, then you want to gain insight into it.

There are a few different ways to Explore Negative Thoughts:

1. VISUALIZATION (*if your client is open to Visualization, here's an example you may use*) I invite you to take a moment and get centered, and to close your eyes and move back into that centered, grounding feeling from our grounding at the beginning of the call. As you inhale and exhale, give yourself permission to go inwards, to journey into yourself.

Take the thought we just identified and allow that thought to come up for you as a visual or be personified. That might look like a young boy with a dunce cap on him. Or a really unattractive version of yourself. But whatever that negative thought is, allow it to come up for you in human or animal form as a visual.

Really see it. Breathe right into it. Really connect with it and breathe into this negative thought or thought pattern.

Then begin to ask it a series of questions:

- How long has it been with you?
- Is it a new thought, or one that has been with you for a very long time?
- What event or series of events brought it into being?

Ask where it comes from?

- Who is its role model?
- Whom or what did it model itself on?

Then I want you to ask this negative thought how it functions in your life:

- How does this negative thought function in your life?
- How does it express itself in your life?
- What are the feelings you feel because of it?
- What are the actions that you take because of it?
- What are the relationships you have because of it?

Now, ask it:

- What does it really want for you?
- What is it protecting you from?

And then, as you inhale and exhale, if there's anything else you want to ask or know from this thought, ask it right now, whatever it is. You might simply want to say, is there anything else that you'd like me to know? Or if there's a specific question in there, go ahead and ask it right now.

When doing the visualization with a client, mold your questions based on what comes up for client as she answers the questions.

And then, just thank it for bringing itself known and present today to give you wisdom, and let it go. Let it disappear for now. Then take two deep breaths, inhales and exhales. On your second exhale, when you're done with it, allow your eyes to open.

2. ASK EXPLORATORY QUESTIONS

- How invested are you in continuing to believe this thought? (Ask at the beginning and end.)
- Who would you be betraying if you were to think differently/positively here?
- Who would you need to forgive if you were to change pattern here?
- How do your negative thoughts protect you?
- How does this negative thought protect you from taking action or responsibility?
- You can also ask any of the questions from the Visualization, above.

3. DRAW THE NEGATIVE THOUGHT

This "drawing" could be literal or abstract. Because Negative Thoughts are firing off all the time, so quickly, we want to slow them down so we can separate them out a bit. We want to be able to see them for what they really are.

Make a drawing or series of a drawing of what it means to feel like "I'm not enough", or "I just can't do it", or whatever it is. Draw it.

4. DIALOGUE WITH THE THOUGHT

You can also dialogue with the thought through Journaling

- What is it you want me to know today?
- Why are you here?
- Again, you can also ask any of the questions from the Visualization, above.

Write these words in journal and then channel back from the thought itself. The idea is to get to know the thought really well.

The more you get to know your thoughts, the easier it will be to bring you to Step Three of the process of Rewiring Your Negative Thoughts, which is to **Consciously Choose a New Thought**.

Step 3: Debunk the Old Thought

To get to the point where you can choose a new thought, you first want to support your client to question the Negative Thought:

- Is the thought actually true?
- How do you know it's true?
- Is it possible that it's not true?
- Is it possible that it's not exactly true?

Remember, only use Yes/No questions when you sense your client is ready to affirm something important to themselves. After the exploration that has been done, your client may be ready to see what's really true about the negative thought.

Deeper Dive

- > What are you learning about this negative thought?
- > How has the "truth" of this old thought been holding you back?

Step 4: Discover the New Thought (What's the Higher Wisdom vs. the Lower (Negative) Thought?)

In order to Rewire the old Negative Thought (or the old neural pathway), you want to have a New Thought available, in order to create a new neural pathway.

Your work up until now has been at the MENTAL level. And the best New Thought is one that comes from the SPIRIT level of learning and processing (this whole step is really in the SPIRIT realm).

Bring in the Spiritual/Body/Heart:

- What would Spirit want you to believe?
- What does your highest wisdom want you to know about this?
- How does this new thought FEEL? (Feel it in your body.)
- What would be different in your life if you believed this thought deeply in your body,
- mind, heart and soul?
- Who would you BE if you chose to really believe this new thought?

Bringing in the spirit, body and heart levels helps build investment in the thought. Rewiring negative thoughts requires persistency and consistency. It takes commitment and your client will be more likely to commit if they are invested in it.

Deeper Dive

- > Think about the thought you've been working with, what's the higher wisdom that you have about this thought?
- > What's a better thought to have in this situation?
- > What's a more helpful belief?

Four Levels of Learning

- 1. Mental
- 2. Emotional
- 3. Spiritual
- 4. Body-based

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<u>Step 5: Create the New Neural Pathway through Thinking NewThoughts and Taking New Actions</u>

The next step is to Practice Your New Thought to **Create a New Neural Pathway**. Practicing your New Thought literally enables you to create that NEW groove in your brain, the one that holds the positive thought.

Remember – thoughts lead to things. So, you want to groove positive thoughts so that you can take positive actions. When you groove new thoughts, you take different actions. Or sometimes, you take the same actions but now you take them more easily.

The goal is to really be present with the New Thought. BE with it not simply repeat it like a parrot. There are a number of different ways you can practice your new thought in order to create a New Neural Pathway:

- You can visualize or dialogue with the new thought. Persistently and consistently; this is more than a one-time deal.
- You can write about it every day.
- You can repeat it like a mantra and breathe it into every nook and cranny.
- Collage it and connecting with the collage every day.

The more you practice, the easier it will be to catch or identify the negative thought when it shows up. In the moment you notice the negative thought, immediately replace it with the new thought.

To really create the new neural pathway, it's not enough to just think the new thoughts, taking action is also required. Taking new actions, based on the new thought, is the outer component of practicing your new thought. It literally means to take action to begin to prove the new thought is true.

Being in aligned and balanced action can be a great antidote to your negative thoughts.

Deeper Dive

- > When you think about your new thought, what are one or two baby actions that you could take this next week that would support this work? Write that down now.
- > What shifts for you as you consider taking this new action(s)?



Negative Thought Tracker

Date & Time	Negative Thought(s)	Where was I?	Who was with me?	What event initiated the thought(s)?	What action(s) did the thought(s) cause me to take or not take?	How did the thought(s) affect my experience?

Negative Thought Tracker (continued)

Date & Time	Negative Thought(s)	Where was I?	Who was with me?	What event initiated the thought(s)?	What action(s) did the thought(s) cause me to take or not take?	How did the thought(s) affect my experience?



Rewiring Negative Thoughts Self-Quiz

- 1. When might a negative thought show-up for a client?
 - a. Before starting work on a project or goal
 - b. When they start to move forward or create results
 - c. In response to forward movement
 - d. At any stage along the way of a project
 - e. All of the above

2.	What is a possible outcome of believing negative thoughts?
•	Rather than thinking of negative thinking patterns as good or bad, what is a better wa
	to consider them?

I. E. All of the above 2. The client is more prone to give up, overwork, or make a decision that is not aligned. Or end up in a state of constant anxiety 3. A detter way to think of it is whether the thoughts are helpful or unhelpful 4. Neural pathway

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5.	What is one way to explore negative thoughts with a client?
6.	T/F: It is enough to simply THINK a new thought when replacing negative thoughts?
7.	What is necessary to create a new neural pathway in the brain?
8.	What is the value of bringing in the spirit, body, and heart levels of learning when rewiring a negative thought?

5. Visualization; ask exploratory questions; draw the negative thought; movement through the new negative thought; or dialogue with the thought. 6. False. It's not enough to just think the new thoughts, taking action is also required. 7. Thinking new thoughts, feeling new feelings, and taking new actions. 8. Bringing in the spirit, body and heart levels helps build investment in the thought. Wewiring negative thoughts requires persistency and consistency. It takes commitment and the client will be more likely to commit if they are invested in it.

Negative Thoughts Are Normal

Helpful or Unhelpful? Our thoughts have a significant effect on all aspect of our lives.... which is why, this module is designed to support you to lead your clients to re-wire their UNHELPFUL negative thought patterns

Negative Thinking Patterns (NTPs)



When might NTPs show up?

- Before starting work on a new project or goal
- In response to forward movement
- All along the way



How might NTPs show up?

- 1. Catastrophic Thinking
- 2. Stories
- 3. Stewing

How the Brain Works*



Neuroplasticity

The brain is malleable, it is able to update patterned thinking (the flip side is that if we think a thought over and over again, we are grooving it in deeper)



Neural Pathway

When you have a thought, your brain creates a physical groove – a fast track to that particular thought

Five Steps to Re-Wire Negative Thought Patterns

Brief Overview

In Part II of Re-Wiring Negative Thought Patterns, we'll go deeper with the process. For today, here are the at-a-glance steps:

- 1. Identify the Negative Thought
- 2. Explore the Negative Thought
- 3. Consciously Choose a New Thought
- 4. Connect with Higher Wisdom
- 5. Create the New Neural Pathway

Common Cognitive Distortions*

We'll discuss some of these today. You'll find more details on these common cognitive distortions in the handouts

- All or Nothing Thinking
- Mental Filtering
- Disqualifying the Positive
- Jumping to Conclusions

- Fortune Telling
- Emotional Reasoning
- Labeling
- Personalization



Sacred Depths

Re-Wire Negative Thought Patterns 2

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Create & Embody the New Thought



Always coach the WHAT based on the WHO

Leverage levels of learning

- Mental
- Emotional
- Spiritual
- Body-based



Steps to Re-Wire Negative Thought Patterns

Step One: Identify the Negative Thought

Q: What's the belief that's holding you back right now?

Q: What's the belief underneath the fear you are experiencing?

Step Two: Explore the Negative Thought



In-Class Experiential

Final Steps



Step Three: Consciously Choose a New Thought



Step Four: What's the Higher Wisdom?

- What's a more helpful belief here?
- What does your highest wisdom want you to know about this?



Step Five: Create the New Neural Pathway

- Create the new neural pathway by thinking the new thought, feeling the new feeling, and taking new actions
- Hint: it's helpful to pair inner work with outer action steps

Five Steps to Re-Wire Negative Thought Patterns

- 1. Identify the Negative Thought
- 2. Explore the Negative Thought
- 3. Consciously Choose a New Thought
- 4. Connect with Higher Wisdom
- 5. Create the New Neural Pathway

Sacred Depths

Myth of Perfection





The Myth of Perfection Resource Sheet



Perfectionism is actually a Myth; no human being can be - or should be - Perfect.



Perfection in its lower-level form is the need to get "it" totally right or not being happy, settled or satisfied unless something is absolutely perfect. Being in fight or flight if you don't get it right. Or being in fight or flight because you're scared of not getting it right.

Negative Impact of Unchecked Perfectionism

- It can rob you of your confidence.
- It can activate you to self-judge and say harsh things to yourself.
- It can stop you from getting things done, or slows you down.
- You may get caught up or even obsessed in fixing unnecessary details
- It can cause you to even stop showing up or take yourself out of the game
- Sometimes perfectionism can be projected onto other people.
- Perfectionism can show up in any area of your life, with work, parenting, romantic relationships, home, appearance, etc.

Journaling

- On a 1-10 scale, how much of a perfectionist are you? (10 = super perfectionist, 1 = not at all)
- Where are the places where your perfectionism shows up?
- Are there things in your life right now that are taking longer because of perfectionism? Or where you are frozen because of perfectionism? Or you're doing but judging yourself?
- Complete the sentence:
 - Being perfect will save me from....
 - It's important to be perfect because....
 - My parents/guardian expected me to be perfect by....
- Who in your life do you expect perfection or near perfection with or without realizing it?
- A subset of perfectionism is the expectation that growth or transformation needs to be neat and linear, instead of messy and cyclical. How does this subset show up for you?

Perfectionism is a MYTH!

There is no such thing as a human being who is perfect and no such thing as a perfect anything for any human being. We cannot achieve perfection on anything. Perfectionism is only for the gods/earth energy/spirit.

Black & White Thinking

- When we get caught in the myth of perfection, not only are we stuck trying to be something other than a human being, but we are also engaged in black and white thinking. In the myth of perfection there are only two realities, perfection or failure.
- When in the myth of perfection, we ping-pong back and forth between perfection and failure. We strive for perfection and when it doesn't happen, we slam back into "I'm a failure".
- There is no healthy, middle ground in the myth of perfection, but the middle ground is actually where reality lives.

Middle ground does not mean mediocre. Just not the extremes of either perfection or failure.

When we get caught in perfectionism it is almost like we get caught in this myth that we have powers that no human being can have.

Journaling

- Where in work or life are you engaged in binary thinking? (e.g., either rich or poor; totally beautiful and sexy or gross and disgusting; I'm successful or I'm a failure; I have spaciousness or I have no time at all; I'm healthy or I'm sick)
- How does binary thinking impact you on the inner and outer levels?
- How does it impact how you feel in your experience?
- How does it impact your actions and what you create?
- Where was perfectionism or binary thinking modeled for you?

Homework



Complete the Even Though....
 Nevertheless activity for yourself

- 2. Dialogue with your inner perfectionist, writing from the perspective of your perfectionist's voice. Then, write back to your Perfectionist from the voice of your higher wisdom.
- 3. If working with a coaching partner, if applicable whatever your partner brings this week look at it through the lens of the myth of perfection.
- 4. If working with clients, go through client roster and make note where you sense clients are struggling with myth of perfection right now.



Working With Clients on the Myth of Perfection

I. Check your own perfectionism filters.

If you're not aware of your own perfectionist or binary thinking, you'll end up bringing that expectation into the container with your client.

II. Create awareness around the myth or the binary thinking

- Use your Create Awareness Tools– Reflecting (ex: "my sense is that your Perfectionist is showing up a bit right now"), Reflecting Hard Truths (ex: "I notice sometimes that when you feel under pressure, your Perfectionism..."), even Consulting (ex: "that's an unrealistic expectation...").
- Use your Questioning Skills. Some examples:
 - > What would perfectionism here be?/What would realistic and acceptable here be?
 - > How are you being hard on yourself here?
 - > What would you expect of X here? ('x' is a person they love who they tend not to project their perfectionism on)
 - > What would be acceptable if it didn't have to be absolutely perfect?
 - > What's the binary thinking that you're applying to this situation?
 - > What if it didn't have to be perfect?
 - > What would be at risk for you if things weren't absolutely perfect?
- If a client is prone to perfection at the beginning of any project they work on, bring their perfectionism into the conversation. Set a foundation whereby they can look for signs their perfectionist is showing up. Pre-emptively strategize around this.

III. Let the client know that you, as the practitioner, are not perfect either.

The more you can let client see that you are imperfect and have survived the more it will help model for client that it's okay to be imperfect. This gives them permission to move out of the myth.

IV. Work with the Perfectionist as an Archetype, Fear or Negative Thought

- You can do a Befriend Your Fear (BYF) process with this part, The Perfectionist
- Use the BYF method to support client to Befriend this Part of themselves to bring it out of the blind spot, to lean into it so that client can see it not as ALL of themselves but a part of themselves...this disarms it and allows client to work more productively with it. It also then gives access to SPACIOUSNESS so they can get to Higher Wisdom, more calm, etc.
- Some of the complete the sentence journal questions from higher above are a form of starting to befriend this part of yourself and see it for what it is
- You can also support your client to simply journal from the voice of the Perfectionist
- You can do a BYF with the FEAR of not being Perfect (slightly different than doing a BYF with the Perfectionist itself)
- You can do any of the Re-Wiring Exercises with this as a Negative Thought

V. Growth Mindset

- The road to success is always under construction
- This is the opposite of a perfectionist mindset
- Growth mindset says, I will learn and improve if I stay on this road/in the process.

VI. Even Though ______, Nevertheless Activity

A powerful tool for bringing client (or yourself) out of binary black and white thinking and into the middle ground of reality as well as the Growth Mindset. It is basically a complete the sentence exercise done multiple times.

For example:

- > Even though my client didn't have a bring-her-to-her- knees breakthrough moment by the end of the call, nevertheless I held sacred space and my client felt seen, heard and loved.
- > Even though my client didn't have a bring-her-to-her- knees breakthrough moment by the end of the call, nevertheless we made incredible headway toward the breakthrough.
- > Even though my client didn't have a bring-her-to-her- knees breakthrough moment by the end of the call, nevertheless she left with three solid actions steps.
- You write out multiple "nevertheless" statements for the same "even though" scenario.
- The "even though" portion honors the truth of what is, or what didn't work. It doesn't deny the situation.
- The nevertheless portion takes it out of the failure zone into reality honoring what DID work.
- When doing this exercise, do at least 10 different "nevertheless" statements right then and there in the session. Then invite client to do 10-15 more statements on the same scenario for 7 days in a row.
- Sometimes the same "nevertheless" statement will come up on different days and that's okay. The idea is not to do it once but to do it multiple times to help rewire the brain.

The Shadow Archetypes of Perfection

- Sometimes perfectionism can show up in a HYPO-perfectionist or HYPER-perfectionist state.
- If clients up as the Sloth, or The Lazy One, or Mistake Maker, or the Sloppy One. These may be indicators of your client being in the hypo-perfectionist state and may be an opportunity to work with the myth of perfection.
- In hyper-perfectionist state your client is hyper focused on crossing every imaginable 't' and dotting every possible 'i'. They get stuck playing the what-if game and making sure every possible outcome is considered.

Journaling for clients:

- When have you dropped into hypo-perfectionism as a response to feeling like you wouldn't be able to "get it right anyway"?
- Under what conditions do you feel compelled to ensure that every single minute detail is correctly thought of and managed?
- What feels at risk for you if things aren't exactly perfect?



The Myth of Perfection Self-Quiz

- 1. Which of the following is possible when perfectionism is unchecked?
 - a. You may get caught up or even obsessed in fixing unnecessary details
 - b. It can rob you of your confidence.

f. All of the above

- c. It can cause you to even stop showing up or take yourself out of the game
- d. It can stop you from getting things done or slows you down.
- e. It can activate you to self-judge and say harsh things to yourself.
- 2. When you are in the myth of perfection, you go back and forth between what two realities?

 3. Why is the myth of perfectionism so dangerous?

I) F. All of the above. 2) Perfection and failure. This is black and white thinking. 3) Perfection is not a human option. It is reserved for the gods/higher beings/Spirit. No human being can have this power.

4.	When working a client on the Myth of Perfectionism, one tool you can use is to around the myth or the binary thinking.
5.	What is the opposite of a perfectionist mindset?
6.	T/F: If you work hard enough and are extremely diligent things CAN get close to perfection?
7.	How might Shadow Archetypes show up for a client dealing with perfectionism?

4) Create Awareness 5) A growth mindset. The road to success is always under construction. 6) False 7) In a HYPO-perfectionist state as the Sloth or Lazy One, the Mistake Maker, or the Sloppy One. In a HYPER-perfectionist state client is hyper focused on crossing every 't' and dotting every 'i'.

Another Tool for your Coaching Toolbox

Tools for supporting your clients with obstacles include:

- Befriend Your Fear (BYF)
- Resistance Archetypes
- Re-wire Negative Thought Patterns
- And Now... Myth of Perfection



Perfection is a Myth

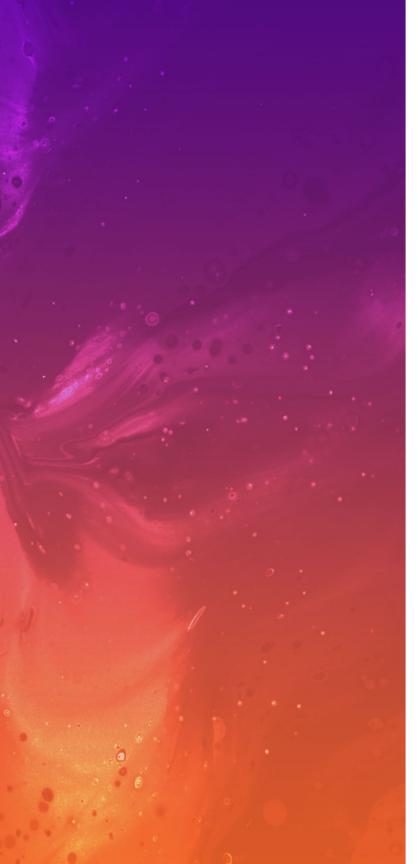
"Perfection is actually a Myth; no human being can be - or should be-PERFECT"

May look/sound/feel like

- The need to get it totally right
- Not being happy or feeling truly settled unless it's absolutely perfect
- Moving into fight/flight/fawn/freeze
 if not as expected
- Judging oneself or others harshly if it's not perfect

Obstacles

- Caught up in fixing unnecessary details
- Deflated confidence
- Not taking the next action
- May activate self-judgement
- Tends to leak into other aspects of life



Myth of Perfection

How To Work with M.o.P.

- Energetics
- Tools
- Mindset
- Activity



Myth of Perfection

Energetics & M.o.P.

Check your own perfectionist filters so you can hold the space cleanly

Energetics

Tools

Tools for working with M.o.P.

- Create awareness
- Let the client know that you, as the practitioner, are not perfect either
- Work with the perfectionism as a fear, negative thought, or as an archetype ...



Shadow Archetype of Perfection

Energetics

Tools



Hypo-perfectionism

May show up as the Sloth, the Lazy One, the Mistake Maker, the Sloppy One



Hyper-perfectionism

May become hyper focused on dotting every possible 'i' and crossing every imaginable 't'



Mindset for working with M.o.P.

Mindset Reminders

- Invite a growth mindset
- "I will learn and improve if I stay on this road / in the process"

Tools

Mindset

Myth of Perfection

Powerful Activity for M.o.P.

Energetics

Tools

Mindset

Activity

Sacred Depths

Wheel of Self Sabotage





Understanding the Wheel of Self-Sabotage Resource Sheet



Self-sabotage is when your client consciously or unconsciously gets in the way of achieving her goals or desired outcome.



Two Types of Self-Sabotage

Single Occurrences – moments of self-sabotage that are really big or explicit. These are easier to detect because they tend to happen once and are big action or event.

For example:

- Showing up late for an important meeting.
- Staying up late the night before a big test instead of studying
- Telling someone off in a big and inappropriate way and end up burning bridges
- You don't want to get pregnant, but you don't use birth control
- Showing up on the wrong day for an appointment
- Having a big enrollment conversation, but you don't prepare for it.

Patterned Occurrences – these are more subtle forms of self-sabotage and can be harder to notice/identify.

For example:

- Consistently staying up too late
- Consistently over-scheduling yourself and then you don't have the space or bandwidth for the things you really want to do
- Consistently not following up with referrals

Journaling

- What are one or two examples of explicit self-sabotage for you?
- What are some examples of patterned self-sabotage for you?
- Do you see explicit or patterned self-sabotage with clients or friends/family members? Think of
 one or two people and name some of the self-sabotage action they're taking, either explicit or
 patterned.
- Looking at your own examples of self-sabotage, pick the most pressing one and answer:
 - What are the fears or negative beliefs that are at root of that explicit or patterned selfsabotage?

The Wheel of Self-Sabotage



- The wheel does not naturally allow for a positive outcome
- If the wheel of self-sabotage is not broken, your client is going to stay in self-sabotage mode and likely get mired deeper into it.

Journal

- How does the wheel of self-sabotage play out for you?
- What thoughts, feelings or moods do you experience when you're actively on the wheel?
- When you're on the wheel, are there any negative thoughts or fears that have evolved from the evidence produced by the wheel (as opposed to because they were modeled for you as a child)?



- Complete the Wheel of Self-Sabotage Worksheet
- If working with a partner or with clients, look at obstacles through the lens of the wheel and use tools to support client or partner to break the patterns (inner or outer).

Extra-Credit

- Track yourself to become more aware of the patterns and wheel in your life.
- If leading enrollment conversations, a ninja move is to help a potential prospect see their wheel of sabotage which you can use as a bridge piece to talk about what working with you could look like.



Getting off the Wheel of Self Sabotage Worksheet

The Wheel of Self Sabotage



Examples of a Self-Sabotage Wheel

Example 1

Cycle 1:

- Original Belief: "It's hard for me to date "
- Self-Sabotaging Action: You don't put yourself on a dating website
- Result of Self Sabotaging Action: You don't have any dates

Cycle 2:

- Not having any dates Reinforces Original Belief (and makes it stronger): "It's hard for me to date"
- Self-Sabotaging Action: You get set up on a blind date but act like a total weirdo
- Result of Self-Sabotaging Action: You don't have a second date + you feel demoralized

Cycle 3:

- Ruining blind date & feeling demoralized Reinforces even more "It's hard for me to date" (and maybe not it's even morphed into "It's impossible for me to date" è
- Self Sabotaging Action: Get set up on another blind date and don't even go on it

Example 2

Cycle 1:

- Original Belief: "I suck at sales "
- Self-Sabotaging Action: You mess up a referral that comes to you
- Result of Self Sabotaging Action: The sales call doesn't go well

Cycle 2:

- Not closing the sale Reinforces Original Belief (and makes it stronger): "I suck at sales"
- Self-Sabotaging Action: You don't follow up with referral
- Result of Self-Sabotaging Action: You don't get the sale

Cycle 3:

- Not closing the sale reinforces even more "I suck at sales" (and maybe not it's even morphed into "I shouldn't even be running a business"
- Self Sabotaging Action: Don't follow-up on any other referrals

EXERCISE: V	Vrite out one of y	your Wheels	of Self-Sabota	ige, with at l	east 3 cycles	
ear, Re-Wiri	work process wo ing Negative Tho en ThoughNev	ought Pattern	s, Strengthen	-		
Vhat outer a	ction/s can you t	take to break	the cycle?			

EXERCISE: PICK A CLIENT (or your Coaching Partner, or a Friend/Family Member): Write out one of their Wheels of Self-Sabotage, with at least 2 cycles				



Helping Clients Get Off the Wheel of Self-Sabotage Resource Sheet

Create Awareness of the Wheel:

- If you've sensed your client is on the Wheel, create awareness by telling them about the Wheel and asking them how they might be on it with the topic at hand.
- Sometimes having the client actually draw out the wheel can be really helpful.
- Other times, you can simply talk it through.

Break Pattern on the INNER Level: Unpack the Fear or Belief

- Guide your client through an inner process around the fear or belief that is motivating the Wheel.
- The inner process can include:
 - o Befriending your fear
 - o Re-Wiring negative thoughts
 - o Looking at a Resistance Archetype,
 - o Myth of Perfection or
 - \circ Any other tool you have in your toolbox
- It can also be through simple dialogue.
- Follow up to support your client in shifting the fear or belief over time

Break Pattern on the OUTER Level: Action Step to Take

- Support your client to identify an action step they can take to step off the wheel.
- Create a plan or strategy for your client to take an action to support the NEW belief
- It can be a baby step or a larger step
- Follow up to support client to continue to take steps off the Wheel

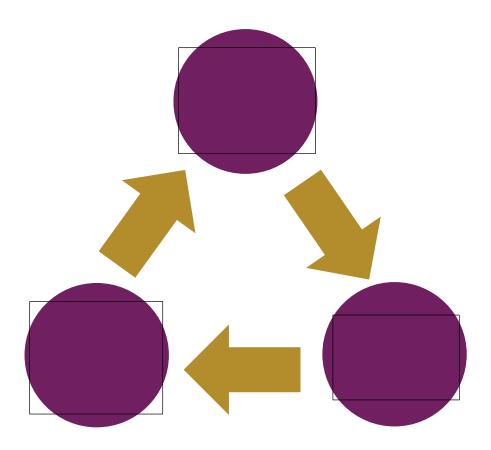
Create Awareness Around Resilience

- Support your client to be in the (often) necessary discomfort of taking new action steps.
- Normalize discomfort as part of the growth process.
- Support client to take stretches and risks and to know they will be OK in the stretch or risk.
- Creating awareness about times in their life when they've been uncomfortable and how that discomfort created strength and resilience. This helps them see they can break patterns and not break themselves.
- Hold the container for your client to build their Resilience muscles
- Support Client to strengthen and lean into a part of themselves that is more resourced. Ex: The Confident One, The Wise One, The Compassionate One, The Passionate One, etc.



The Wheel of Self-Sabotage Self-Quiz

1. Complete the Wheel of Self-Sabotage



Negative thought/belief, fear, or resistance \Rightarrow self-sabotage action \Rightarrow results of the self-sabotaging action provides "evidence" of belief or fear \Rightarrow negative thought/belief, fear or resistance is strengthened.

2.	How is self-sabotage defined?					
3.	What are the two types of self-sabotage and how are they defined?					
4.	What tools are at your disposal to break self-sabotage patterns on an inner level?					
5.	To help a client get off the wheel of self-sabotage, you want to normalize as part of the growth process.					
6.	T/F: The Wheel of self-sabotage allows for a positive outcome					
7.	What is required to break self-sabotage patterns on an outer level?					

they can take to step off the wheel

2) Self-sabotage is when your client consciously or unconsciously gets in the way of achieving her goals or desired outcome 3) Single Occurrences – moments of self-sabotage that are big or explicit. They are easier to detect because they tend to happen once. Patterned occurrences are more subtle and can be harder to notice/identify 4) Befriending your fear, re-wiring negative thoughts, working with resistance archetypes, and/or myth of perfection 5) Discomfort 6) False 7) Taking action. Work with client to identify action steps

Definition & Types

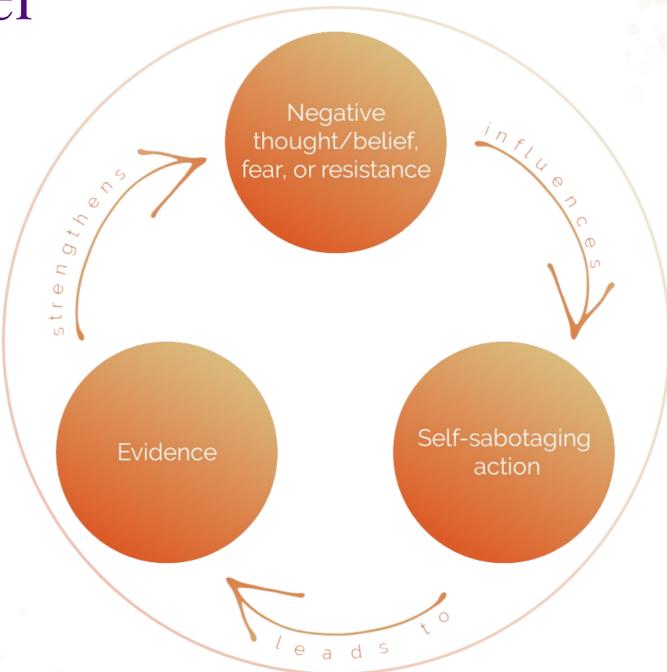
Q: What is self-sabotage?

Self-sabotage is when your client consciously or unconsciously gets in the way of achieving her goals or desired outcome

Q: What are the two types?

- 1. Single Occurrences
- 2. Patterned Occurrences

The Wheel





Wheel of Self-Sabotage

Getting off the Wheel

- 1. Create awareness about the wheel
- 2. INNER level break the pattern; unpack the fear or belief
- 3. OUTER level identify an action step; co-create a plan
- 4. Resilience normalize the discomfort; call on inner wisdom

Getting off the Wheel (additional details)



- Befriend your fear
- Re-wiring negative thoughts
- Exploring resistance archetypes
- Myth of perfection

Resilience

- Hold the container
- Normalize the discomfort
- Create awareness around other experiences of overcoming
- Support leaning into inner resources

Sacred Depths

Accountability Tools and Strategies





Understanding Accountability Structures Resource Sheet

Accountability is taking action on the inner and outer tasks to which you or client have committed.

Accountability can be tricky for our client, or for us, because a lot of times it requires us to do something differently than we have before. This is often a lot of effort because of the neural pathways we have on actions we take and the habits we have. We are creatures of habit when it comes to our outer action and our inner beliefs.

Practitioner's Role in Accountability

- Hold a client accountable to a particular task or action inner or outer.
- Support client in becoming more accountable in aligned ways in general and helping to build their accountability muscle over time.
- Practitioners cannot make any client do anything.

Mindset pieces

1. It's not about you.

- Never make a client's results or how accountable they are about you.
- The moment you make it about you is the moment you are left unable to masterfully and with integrity hold space for accountability with your client.
- Also, don't make their results "for" you (e.g. do this for me).
- What is more effective than creating accountability that is fueled by fear, approach the lack of results and action taking with curiosity. Curiosity:
 - o Supports client in not judging themselves and helps them to also move into curiosity
 - Gives way to aligned creative solutions in ways that fear rarely is able to do.

Reflection

- > Be honest, are you making results or action taking about you or for you?
- > If you are, why? What is the fear behind this on your part?

2. Check your filters

- Remember to coach the WHAT based on the WHO. Accountability need to be based on the WHO not the WHAT.
- For example, you may be a Get-It-Done person, but your client may not be
- Or you prefer to take it slow, but your client is a Get-It-Done person.
- If you have a filter that the outer action has not been executed so it must not be working.
- Or the action was executed in a different way than you would have done it, need to check your Myth of Perfection filter.

Reflection

- > On a scale from 1-5, how accountable are you WITHOUT outside help?
- > On a scale from 1-5, how accountable are you WITH help?

3. Be aware of potential triggers

- Some clients can be triggered around accountability because of past experience of being shamed.
- If a client has a trigger about someone else holding them accountable it could push them into a resistance archetype. You want to know so if that happens you can create awareness around it for your client.
- Some people also experienced a power over accountability structure. This can shut your client down because they will feel like someone is trying to control them or exert power over them.
- Your job as the practitioner, is not only to help hold clients accountable in aligned ways, but to
 also help change their internal accountability structures. For some client this is shifting from a
 power over structure to an empowered together structure. This helps build ownership for the
 things your client wants to be accountable.

Reflection

- > Growing up, how were you held accountable by others? What worked? What did not work?
- > If you were held accountable, what was their motivation? How did that person feel?
- > What does ownership mean to you?

4. Be conscious of energetic archetypes

- You really want to think about which energetic archetype would be most helpful for this particular client when it comes to accountability.
- Some clients might need more Mother Archetype, nurturing, slow encouraging.
- Other times, the Father Archetype might be needed, firmer and less fluid.
- Still other times, Fierce Warrior energy may be needed.

<u>Reflection</u>

- > Which energetic archetype are easiest for you to access? Which ones are a growth edge for you?
- > How can you lean into the ones that are more challenging for you?



Tools for Creating Structure Resource Sheet

Pre-emptive Accountability Tools & Structures

In deciding what to put in place pre-emptively, you need to know what motivates accountability for client

Activate Desire/Need

- Why is this important to you?
- What will happen for you if you take action on this and accomplish it?
- What makes; you happiest when you think about accomplishing this?
- Why is this a priority for you?

Avoiding Pain – this is different than not wanting to be in discomfort

- Why are you done with not taking action on this?
- What will things be like if you don't move forward?

When people believe they can get a task done or that what they are attempting is doable, it helps them to be more accountable. It's hard to be accountable to something you don't believe is doable for you.

Activate Self-Celebration - building on strengths instead of weaknesses

- What is it inside of you that will allow you to do this?
- What are the inner resources you have that will help you?
- What experiences have you had that let you know you're going to be able to do this?
- What are the resources you have to get this done?
- Why is this the perfect goal of you right now? Why is this the right goal for you right now?
- What help do you need to get this done?

Having clarity on task at hand and how to do it

It's hard to hold yourself accountable for something you don't know how to do.

- What are the specific actions you're going to take? Do you know how to do them?
- Do you need help/support around the details?
- What might get in your way?
- Where has this fallen apart before?
- What excuses are you going to tell yourself? And when you give yourself those excuses, what will you do?

Knowing someone else cares and is invested

You can be invested in the process with your client without making it about you

- Will you keep me posted on this?
- Will you let me know if you get off track? Not at the next session but as it happens.

Foundation needed

Don't underestimate the power of setting a strong foundation to support client in accomplishing the task

- What needs to be put in place for client to be successful?
- Who in your family needs to be on board with this?
- How much time will you need?
- What kind of environment do you need in order to make this happen? What materials do you need on hand? How can we set up the environment, so client doesn't have to struggle?

Ongoing Accountability Tools & Structures

If client is not taking action repeatedly, look at all the tools already in your tool chest – befriending fear, resistance archetype, myth of perfection, negative thoughts and patterns, etc. Additionally, these questions can create new insight and awareness for your client

- Is this aligned for you? (A yes/no question is about helping client feel in their heart a commitment inside themselves. The question itself reactivates motivation.)
- Why didn't you get it done? It might be an easy fix
- Do you want to adjust the task?
- What would be most helpful for you here?

Holding a Tighter Container

- For example, for 5 days, check in every day.
- A tighter container can be helpful because there is less space in the container to fall off track.
- This isn't a crutch forever; it's creating a pattern/new habit.
- If someone is having trouble, sometimes the opposite is the best thing to do, meaning invite client to take a break from the commitment for an established period of time (e.g., for 3 weeks)



- 1. Using the Accountability Tracker Sheet, design an accountability plan for yourself this week. Choose something you've been having trouble holding yourself to and then track yourself to see if you can execute on it this week?
- 2. If you're working with clients, make a list of your clients and see which ones might need a different kind of accountability. Assess them through the lens of accountability and what they might need.

Deeper Dive Journaling Prompts

- Complete the sentence: Being accountable feels.....
- Complete the sentence: I am willing to be uncomfortable when.....
- What feels at risk for you when holding yourself or others accountable?



Accountability Tracker Sheets

Accountability Tracking Chart 1

What is the habit I'm committing to this week?				
(ex: meditate daily, yoga 3 times, no nail biting, one prospect outreach/day, etc.):				
Why I am committing to this habit:				
How I will reward myself if I follow through with the habit:				

	Did I take the action?	If yes, what allowed me to take the action?	If no, why didn't I take the action?	What piece of information or wisdom do I want to remember for tomorrow?
Monday				
Tuesday				
Wednesday				
Thursday				
Friday				
Saturday				
Sunday				

Accountability Tracking Chart 2

	What is the ONE ACTION I absolutely commit to taking today?	How will it help me reach my goal?	Did I take the action?	What did I learn?
Monday				
Tuesday				
Wednesday				
Thursday				
Friday				
Saturday				
Sunday				

What is it?

Accountability is being held responsible for taking **aligned** action on the inner and outer tasks you or your clients have committed to taking

What is it?

Accountability is being held responsible for taking **aligned** action on the inner and outer tasks you or your clients have committed to taking

When?

Usually, but not always, after a breakthrough or new awareness

What is it?

Accountability is being held responsible for taking **aligned** action on the inner and outer tasks you or your clients have committed to taking

When?

Usually, but not always, after a breakthrough or new awareness

Be Aware

Can be tricky for many of the reasons we've learned about in previous modules (*i.e.* change, fear, etc.); PLUS some additional reasons that are specific to accountability (which we'll look at today)

What is it?

Accountability is being held responsible for taking **aligned** action on the inner and outer tasks you or your clients have committed to taking

When?

Usually, but not always, after a breakthrough or new awareness

Be Aware

Can be tricky for many of the reasons we've learned about in previous modules (*i.e.* change, fear, etc.); PLUS some additional reasons that are specific to accountability (which we'll look at today)



Pro Tip

Expect that accountability may bring up resistance

Our Role, as practitioners



- Support our clients to be accountable to their goals
- Help our clients build their accountability muscles over time
- Stay Curious
- Check our own filters



- Remember that we cannot "make" our client do anything
- Don't make it about you as the practitioner in any way
- Don't pathologize (do normalize)

Pre-emptive Accountability

- Motivation
 - Activate desire, avoid pain, build on strengths
- Clarity
 - What are they going to do?
- Accountability Set Up
 - How does the client wish to be supported? Co-create solutions
- Prepare Foundation
 - Setting up the environment for success

Ongoing Accountability

If our client is repeatedly not taking action



Name it, Normalize it



Obstacles?

Tap into tools for supporting clients with obstacles



Explore Alignment



Next Steps

Co-create next steps + hold a tighter container (short term)

Sacred Depths

Being in the Mystery





Being in the Mystery Resource Sheet

Be a practitioner who can support powerful manifestation AND also powerful letting go and being in mystery.

If you don't commit to supporting your clients with being in the mystery, you run the risk of becoming a "push" coach. A coach who is always pushing and prodding clients forward instead of finding the organic, aligned flow they are meant to be in.

We also run the risk of bypassing. Bypassing feelings that need to be felt, bypassing synchronicity, natural rhythms and golden opportunities that come out of mystery, confusion, and release.

Understanding Cycles

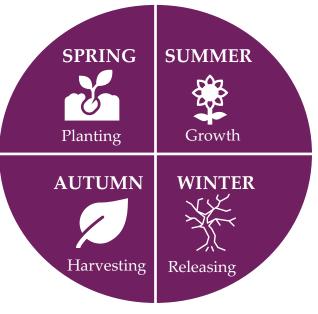
- It's important to understand and honor the natural cycle of any life span, relationship, project, etc.
- Nature helps us understand how cycles work. There is a 4-Part Cycle to anything

Spring

New seeds, new beginnings. Planting the seeds of a new project, relationship, etc. or a new phase.

Autumn

All about the harvest. Enjoying the fruits of your labor. Celebrating, taking a pause to acknowledge what was accomplished



<u>Summer</u>

Persistent and consistent growth. Being persistent to grow something; watering and giving sunlight to facilitate growth

Winter

Letting go, not knowing. Take a long rest until the next thing.

Winter Phase

- At one point or another, your clients are going to go through a winter phase.
- For some a winter phase may be a moment in time. It may be a week, a few weeks, or a number of months where the priority is rest/self-care over everything else.
- The mystery is scary because when we slow down, when we let something go, we don't yet know what's on the other side.
- If we already knew what was on the other side, it would be much easier to let things go but we also would not get the deeper learning from it.

Importance of supporting Winter Phase

- When we don't let go of what needs to be let go, or when we don't step into a winter phase that we are ready and ripe for, things feel out of alignment.
- If don't step into a winter phase, we can end up over working and doing too much, then feeling exhausted and like we don't have enough space in our lives.
- Sometimes we need to let things go, in order to make room for what's coming next.
- A client may need to consciously step into a winter phase because they need to heal from an illness, a trauma, or a big life transition. As the practitioner you want to support them to make this step.
- If a client has been settling for something instead of receiving whatever is ideal, it might be time for them to step into a winter phase. To make space for what they really want, they need to break a pattern of the status quo.
- When we are going, going, not letting things go, avoiding winter, there is often a deep need to grieve but we can't until we let go.

Why is it hard to be in the mystery?

Fear is the primary reason clients resist being in the mystery

These are fears clients might face when letting go of something AND you, as the practitioner, need to check yourself too. If you have the same fears, it will be difficult to hold the space for your client to let go.

- 1. FOMO fear of missing out
- 2. Fear of change
- 3. Fear of open space and time
- 4. Fear of letting others down
- 5. Fear of death itself

Journaling/Deeper Dive

- What is your relationship to letting go?
- What's your relationship to winter?
- What's your relationship to scarcity and/or always needing to accumulate or do more?
- What's your relationship with not knowing? Or being in the mystery?
- What's something in life you know is ready to die but you've been clinging on to it? Why have you been clinging on? What are you afraid of?



Tools for Supporting Clients in the Mystery Resource Sheet

The greatest healing and visioning can happen in the mystery, if we're willing to sit with the unknown.



- Coach the WHAT based on the WHO
- For rebirth to happen, death has to happen first (i.e., we don't get to Spring without first going through winter)
- When things are full, the Universe doesn't see a place to give more.
- Spring ALWAYS comes
- It is better to have less, and have it aligned, than to have more that is misaligned.
- Grief is normal, natural, and necessary. And grieving doesn't mean everything will fall apart.
- At the end of the day, the client's health and well-being is more important than anything more they'll potentially create.
- Sometimes, it' easier to think about letting go as giving it up to Spirit, which can feel more like a surrendering. Sometimes, surrender is easier for a client to access than letting go.

TOOLS TO USE

The most important is to have no attachment to client's outcome.

1) Create awareness

Struggles a client is having may be around whatever might need to be let go.

2) Do a little more consulting

This is mostly sharing about seasons and where culture puts an emphasis. Can also share spiritual truths.

3) Honor what needs releasing

See how it has served and the learning or the good they got from it.

4) Hold space for grieving

- Trust that both you and your client are strong enough
- Acknowledge the pain, the loss, the grief. Hold space for whatever emotion wants to come up.
- Give permission to grieve
- Hold space in session and recognize grief needs space. Encourage client to set aside time as needed in-between sessions.

5) Ask a question

- What's a triumph story you have around letting go?
- What's a triumph story that you have around not knowing?

6) Define things afraid of losing

- What's your definition of abundance?
- What's your definition of success?
- What's your definition of happiness? Of love?

When client comes up with a definition that's true to them, really aligned for them there is more motivation to let go of what needs to be let go and/or to step into mystery.

7) Clarify values and priorities

Support client to identify what they really want from life.

8) Acknowledge inner resources

Everything they have no one can take away from them.

9) Challenge cultural norms

Specifically, those what feed into the denial of winter (like meritocracy)

10) Make time and space for self

Homework

- Craft 3 journaling questions, based on what came through for you today, and journal on them.
- Journal a dialogue with or channel the mystery to see what the mystery wants to tell you. Channel the voice of mystery and ask it questions.
- If working with clients, make a list of them. For each one note where in their life they are ready for a winter phase or to let go of something.
- Practice partner: Set an intention around exploring one of these topics: letting go, winter season, or being in mystery.



Being in The Mystery Self-Quiz

1.	Being in the mystery corresponds to what part of the natural life cycle of things?					
2.	What are the four parts of nature's cycle and what is the energy of each part?					
3.	Why is being in the mystery scary?					

know what's on the other side

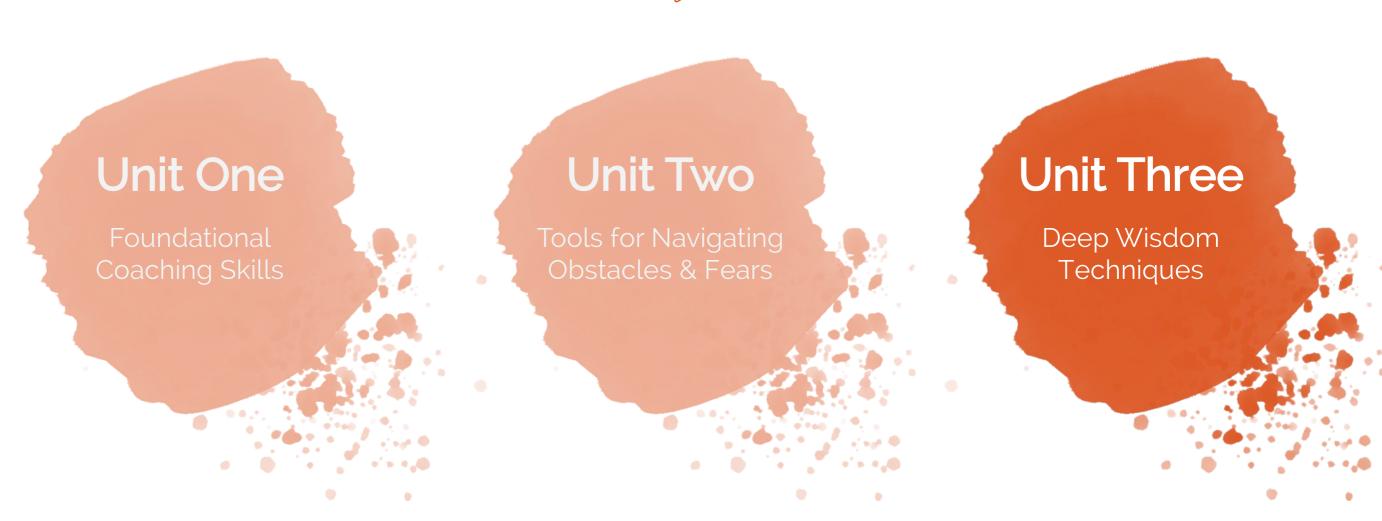
I) The Winter Cycle 2) Spring = Planting, Summer = Growth, Autumn = Harvesting, Winter = Releasing 3) The mystery is scary decause when we slow down, when we let things 80, we don't

4.	T/F: The greatest healing and visioning can happen in the mystery if you're willing to si with the unknown.
5.	Which of the following is a tool you can use when supporting clients in the mystery? a. Creating awareness, b. Honoring what needs releasing, c. Holding space for grief d. Clarifying values and priorities e. None of the above f. All of the above
6.	What are some of the fears a client may have about being in the mystery?

4) True 5) F. All of the above can be used 6) Fear of missing out, fear of change, fear of open space and time, fear of letting others down, fear of death itself

Starting Unit Three

Sacred Depths Program: Macro-View



Supporting organic, aligned flow

Challenge

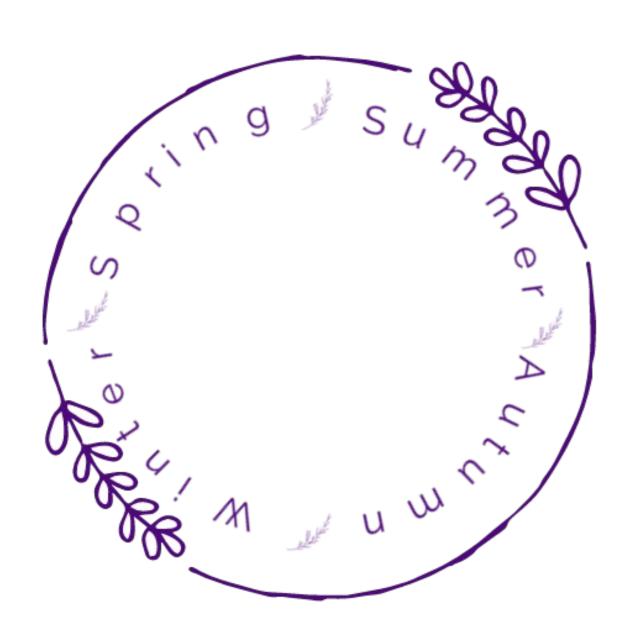
Cultural conditioning to achieve, achieve, achieve

Risk

Being a push coach



Understanding Cycles

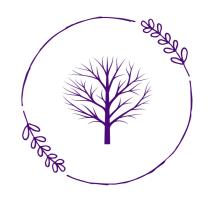


It is important to understand & honor the natural cycles

- Spring
 New beginnings, seeds being planted
- Summer
 Growth phase, being persistent and consistent
- Autumn
 Harvest, savoring what was accomplished
- Winter
 Rest, letting go, not knowing

Being in the Mystery

Winter Phase



What is a Winter Phase?

- Can look like a sabbatical or break
- Releasing something fully (ie: a program, relationship)
- A grieving period
- A resting period



Without a needed winter, our clients could end up:

- Taking misaligned action
- Getting over-tired
- Becoming so restricted, they don't have room for new things to come in
- Could settle for what's not right, instead of receiving the ideal

Why is it hard to be in the mystery?

- Can be fear of change
- Fear of the mystery itself
- Addiction to clarity
- We may fear the still moments for what could come up (fear, anger, etc)
- Fear of letting others down



Being in the Mystery

Application

"The greatest healing and visioning can happen in the mystery, if we are willing to sit with the unknown"

Practitioner Tools

- Create awareness
- Honor what needs to be released
- Hold powerful spaces

Winter Wisdom

- For spring to come, winter is needed
- The best visioning can happen in the mystery -- when anything is possible and we don't have to fit into a box
- The spring always comes
- Better to have less, and have it be aligned than to have more that is misaligned

Practitioner Tips

- Coach the WHAT based on the WHO
- If we get too attached to outcomes, we may miss the signs that it's time for a winter
- Keep in mind that there is always more than one way to read a goal

Sacred Depths

Shift Your Relationship with Time - Part 1

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Shifting Your Relationship to Time Resource Sheet

When not working with time, or in flow with time, it impacts not only what you accomplish but also how you feel, how you perceive yourself, and how you show up in the world.



Moving in Rhythm with Time

- If a client is not moving in rhythm with time, it can be an obstacle to their progress on their goals
- It can also be an to feeling how they want to feel in their lives
- It can also be ana obstacles to having the values they want in their life. Values like freedom, spaciousness, or happiness.
- As a practitioner if you don't know how to work with time or if you haven't explored your issues with time, it can be hard for you to work with your clients effectively.

Personal Reflection

- > How do issues with time show up for you? Make a list of what not working, or what you're tolerating because of time (for example, consistently showing up late for things, not creating what you want in your work, working later than you'd like, no boundaries around time, feeling anger at others because they work more like you would like, etc.).
- How do issue with time show up for your clients (or loved ones)?

Your Relationship to Time

- Everybody has a relationship with time and while some people have a good one, most people have a misaligned relationship with time.
- A misaligned relationship with time can impact us because how we experience time is how we experience life. How we spend time is how we spend our life.
- Often our beliefs about the Universe, our own deserving, or authority figures gets projected onto time. For example, if we feel as if "time is in control of me", chances are that idea has gotten projected because we feel an authority figure has control of us.
- If we believe there is never enough time, chances are it's related to a belief about the Universe.
- If you have a feeling time isn't on your side, chances are there is an authority figure who is not on your side or you don't deserve to have time on your side.

Personal Reflection

- > What's your relationship with time? Is it a good friend you get along with? Or is it the enemy you're fighting with, struggling against, or trying to outsmart?
- > Do you feel like a victim of time?
- > What are some things you believe about time?
- > Whatever those beliefs are, how do they relate to your belief about the Universe, authority figures, or your own deserving/value?
- > What would you like to believe about time? (Tap into this desire even if you don't believe it)
- > What would change for you in your life and work if you deeply believed this new belief?

Tools for Working with Time on an Inner Level

1. Awareness and belief work

- Support a client to be aware of their belief around time and how those beliefs impact them.
- Sometimes a client may have massive resistance as you poke at their beliefs about time. This will look like a client wanting to cling to a belief or fight you on it.

2. Cultivate trust with time

- Sometimes our spirituality and relationship to time can be interconnected.
- Need to trust time. The more we can be trustful of time, the more we'll be aligned and able to use it to our benefit.
- Make friends with time
 - o Journal with the entity that ais time, let it have energy, personality and dialogue with it.
 - Make requests of time and treat time with respect. This is not just about time better to us but about us respecting time more.
 - Respecting time means being conscious and intentional about how you spend it, what you're devoting to it (e.g., create Get-It-Done time for yourself).
 - Another way to respect time is to slow down, create more spaciousness throughout the day (see the Feel Breathe resource sheet for more details).

3. Receiving

- When you or (your clients) have trouble receiving/taking in then you're going to have trouble with time.
- Time is not something you do; it is something you experience and allow to move through you.

 As a society, we have lost the sacred practice of receiving.

 You may be holding a limiting belief around receiving. For example, if I allow myself to receive it means I'm weak or receiving means I'm unable to do it on my own or I don't deserve to receive.

Personal Reflection/Deeper Practice

- > What are your beliefs about receiving?
- > Practice breathing with focus on inhale, opening body to take a deeper inhale.
- > Use visualization to open up your heart or yourself to be able to take in more.

> Be in active gratitude for extra time found. Being in this moment of gratitude can help you be with time more effectively.

be with time more effectively.

4. Correct the language used around time

- Words matter!
- Watch the language you use when talking about time.
- I only have an hour versus I've been gifted with an hour to do this.
- I get a day for vacation versus I've created a day for vacation.



- Review the Breath and Feel Process activity sheet and practice it this week.
- Complete the Connect Your Pace worksheet.
- Notice your language around time and if any beliefs come up, try rewiring those beliefs.
- If you want to cultivate trust with time, do a dialogue with the entity of time.
- On Partner Calls: practice all of these skills in a general way.

Usually, if there is an issue with time, in one way or another there are issues with money and in one way or another there is an issue with self-care. These 3 are related to receiving.



Slow Down. Breathe. Open. Feel. Four Step Process

As you move through your week, take time to slow down, perhaps even just stop for short periods of time, and simply breathe. This practice does not need to take more than 2 minutes total.

This simple practice - and it IS a practice (it's not something that will come totally naturally at first) – will help you to move out of your head and into your body and heart by breaking up your patterns when you are moving on autopilot. It will help you feel and sense into your experiences and your life. Use this practice especially in challenging or stressful moments as a way of coming home to yourself.

1) Slow Down

This means consciously stepping out of the fast-paced rhythm that you are moving in, and into a slower, more easeful, more grounded rhythm. Walk away from the computer or give yourself a time-out from the work you are doing, or shut the television off, or close your eyes for a few moments before a meal or before starting your day. This step of slowing down is simply making a conscious choice to go inwards for a few moments.

2) Breathe

Close your eyes and begin to focus on your breath. Simply watch as the breath moves the body, and simply watch as you inhale and exhale. Inhale and Exhale.

3) Open

As you inhale, see if you can let your body open up a little bit. I like to imagine that each cell in my body is actually opening up to receive oxygen and the life force. You can also just imagine that you are an open vessel. Continue to focus on the breath.

4) Feel

From this slowed down, open place where you are simply breathing, notice how you feel. That's all. No need to change anything, just to become aware and acknowledge. In that moment, are you feeling anxious, free, scared? What is going on for you. You can then move on, but with greater awareness of what is going on for you in the moment.

Time Modules





Moving with the Flow of Time

Aligned

Healthy balance of structure and flow



Misaligned

When our clients are not working with the flow of time, it can:

- Create obstacles to feeling freedom or spaciousness
- Impact progress on their goals
- Get in the way of feeling how they want to feel
- Impact how they show up in the world

Our Experience of Time

How we experience time is how we experience life

- Time, money, self-worth, our ability to receive...
 they are all interconnected
- Relationship to time vs management of time
- Measuring time (minutes, days, seasons)

1 Awareness and Belief Work

- 1 Awareness and Belief Work
- Cultivate a trusting relationship with Time
- BYF with Time
- Re-wiring Negative Thoughts
- Journal with the entity that is Time
- Dialogue: what does time's higher wisdom want me to know?
- Breathe & Feel Process

- 1 Awareness and Belief Work
- Cultivate a trusting relationship with Time
- 3 Receiving Practice

- 1 Awareness and Belief Work
- Cultivate a trusting relationship with Time
- 3 Receiving Practice
- 4 Language around Time

Sacred Depths

Shift Your Relationship with Time - Part 2

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Sacred Depths Certification

Ideal Schedule

Once you decide the amount of time you want to be spending OFF from your business, ON your business, and IN your business, now you can plug each of your items into an ideal schedule (specific times during the week). I am a visual person, so for me, it helps to see what my week looks like as a whole. If it's helpful for you, here is a chart you can use to fill in how you'd like to chunk your time up during the week. Insert your activities in time blocks here:

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
6:00am							
7:00am							
8:00am							
9:00am							
10:00am							
11:00am							

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
12:00pm							
1:00pm							
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							
9:00pm							
10:00pm							



Shift Your Relationship with Time Self-Quiz

1.	What is at risk if a client is not moving in rhythm with time?					
2.	What are the four steps in the Breathe and Feel Process?					
3.	What are some tools for working with time on an inner level?					

I) Progress on their goals, feeling the way they want to feel, and/or having the values they want in their life. 2) Slow down, Breathe, Open, and Feel 3) Awareness and belief work, cultivating trust with time, receiving, and correcting the language around time

4.	T/F: Most people have a misaligned relationship with time.						
5.	Which of the following is NOT an outer tool for improving relationship with time? a. Bullseye activity						
	b. Create an ideal schedule						
	c. Blueprinting						
	d. Identifying major and minor distractions						
	e. None of the above						
6.	What are some ways you can support a client to cultivate trust with time?						

4) True. 5) E. None of the above. All of these are tools at your disposal 6) Notice the places and ways they are not trusting time; Dialogue with Time to become better friends with it

Time Modules





Priorities & Your Schedule

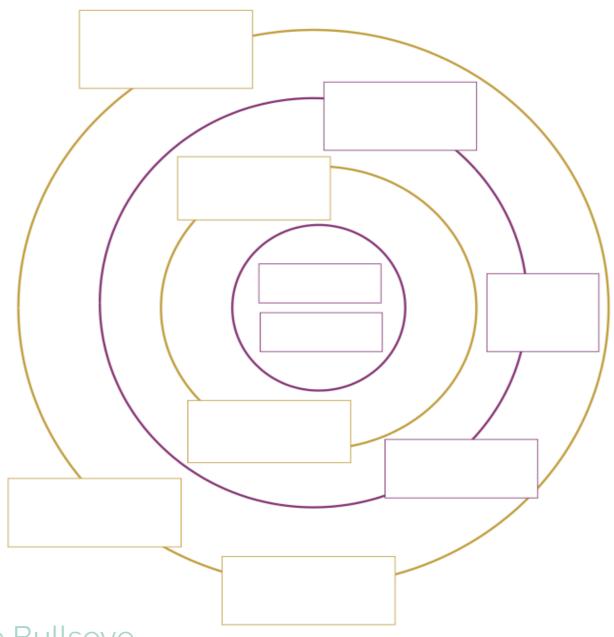


Desires & Needs

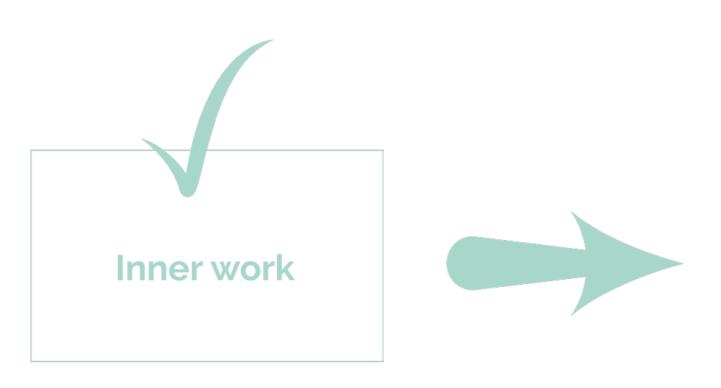
May experience great joy, a feeling of living according to your true priorities

Explicitly naming your values and priorities supports you to make decisions accordingly

Bullseye Activity



Delegation Assessment Tool



Tip: Notice the mental churn, the time invested thinking about the thing vs doing the thing



Step One: Follow and track yourself for 3-days

Step Two: Score each activity

Step Three: Take aligned action

Additional Tools



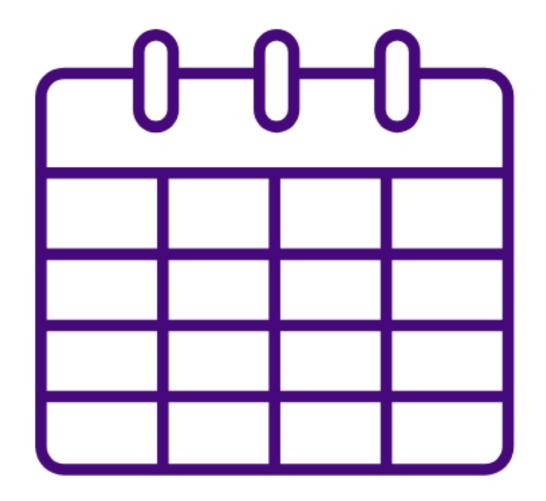
Ideal Schedule



Plug Time Leaks / Distraction Tool



Blueprinting



Sacred Depths

Radical Self Love





Understanding Self-Love Resource Sheet



Our ability to support another human being to cultivate self-love is related to our ability to love ourselves.



Why Self-Love?

- Self-love is a vital component to achieving whatever goal you or your client may have.
- Some of us can achieve goals without self-love but it doesn't feel good. It doesn't feel satisfying or fulfilling.
- Self-love in one way or another is almost always going to be part of the antidote to moving past feeling stuck when reaching for a goal.
- For clients who know how to achieve without self-love, you can use self-love as a tool for them to learn how to be kind to themselves and feel more fulfilled as they achieve their goals.
- On the surface a client is not going to come to a call mentioning a lack of self-love. Instead, when a client comes to you stuck, you want to keep self-love top of mind as a tool/strategy to support the client. It won't be immediately apparent to the client but when appropriate it is a piece you want to work on with your client.
- In order to spot that a client needs to cultivate self-love, it is important for you as the practitioner to love yourself.

Reflection – Defining Self-love

Self-love is a living, breathing entity. It continuously evolves and is very personal.

- What does self-love mean for you at this moment in your life?
- Why is it important for you to cultivate self-love right now in your life?
- What have you been holding back from or struggling with because of not enough self-love?
- Thinking about a client, family member, friend, or colleague, why is it important for them to cultivate self-love? What have they been holding back from or struggling with because of not enough self-love?

Why Self-love is ever evolving, life-long work

- 1. Culture doesn't prioritize self-love.
 - Culture prioritizes devoting time and energy to achievement and productivity not self-love.
 - Your ability to produce and achieve defines your value and worth.
 - It doesn't tell you that you are inherently worthy simply because you are a living being
 - You do not have to achieve, you are deserving of self-love because of your mere existence.

2. Culture has a limited view of what is loveable

- The dominant culture has a very explicit, narrow, and biased view of what is loveable, beautiful and worthy.
- This narrow, biased view was created, by in large, by white, rich, Christian, cisgender, able bodied men.
- What we generally believe is loveable and therefore worthy versus what is not was made up by white, rich, Christian, cisgender, able bodied men.

3. Culture is full of hierarchical thinking

- Hierarchical thinking says one type of person, characteristic, personality trait, or ability is less than or more than compared to all others.
- When you apply or project this kind of thinking out into the world, you will also project it inward towards yourself.

4. Culture judges you for loving yourself

- Culture tells you that you are _____ [selfish, full of yourself, a fool, etc.] if you love yourself.
- There is messaging that says something is wrong with you if you don't have confidence or self-love but make sure you don't have too much of it.

5. Trauma can block self-love

- If you have experienced any kind of trauma, it can get in the way of self-love
- Unhealed trauma will convince you that you are not deserving of self-love.

6. Modeling from parents

- How your parents treated themselves dictates how you feel about yourself.
- Even if they sent a different message to you about you, you are more inclined to pay
 attention to how they treated themselves as a roadmap for how you treat yourself.



4 Components for Cultivating Self-Love

I. Radical Self-Acceptance

- Radical self-acceptance is vital to self-love and involves accepting ALL of you, not just the parts culture says are acceptable, lovable, or worthy.
- You cannot love what you do not accept
- You cannot love that which you deny. If there is a part of you that you're denying or pretending isn't there, you can't love it.
- You cannot love what you fight against or try to make go away.

You can love something AND want to change it at the same time.

- Acceptance doesn't mean you don't have parts of yourself you want to change. And it doesn't
 mean you don't work towards changing those parts if they're possible to change.
- It means you accept and love where you're at, whether you can change it or not.
- Cultivate a compassionate accepting relationship to those things we've been hating, fighting, making the enemy or denying.
- We have to accept the things we want to change before we can change them.

Tools to go deeper

- 1. Even though...Nevertheless activity (see Myth of Perfection module)
- 2. Practice stating and/or writing it down from an objective place. Taking the emotion out of it can help bring it to acceptance.
- 3. Experiment with listening to bilateral music while writing about the things you can't accept. This helps take the sting out of it. (*Must be wearing headphones for it to work*).

II. Connection to the Sacredness of Life

- If you are a living being, you are of inherent value and deserve love, wonder, and awe
- Remembering the magic and sacredness of life can bring you back and center you into a place of self-love
- This is about both the thought of the magic of life and also the feeling of it.

• If you believe in Higher Power, God, or Spirit, Spirit can become a corrective and healing stand-in for the not so loving parent in your life or the old idea of a not so loving God in your life.

Tools to go deeper

- To connect with the magic of life:
 - > Close your eyes and connect with your body. Feel in your body that you are a part of life. Your very existence is magical.
 - > From this place, connecting into the magic of who you are not because of anything that you do. Feel yourself connected to something bigger than you are. See if you can feel the wonder of this in your body.
- Write a love letter to yourself from Spirit
- Spend time in nature, being in wonder and awe of what it means to be alive.

III. Self-Care

- There is a direct relationship and correlation between self-love and self-care
- The more deeply you take care of yourself, the easier it is to love yourself.
- This is not about checking off the typical self-care to-do list. This is about the things that deeply nourish you.
- It is an act of self-love to nourish yourself and the impact of that nourishment is that it is that much easier to love yourself.
- It is hard to love yourself when you're neglecting yourself.

Two Types of Self-Care

- 1. Nourishment Rate yourself on a 1-5 scale on each of the following:
 - > Sleep
 - > Eating well & balanced blood sugar
 - > Exercise
 - > Taking vitamins and supplements
 - > Hydrating
 - > Taking breaks

- > Grooming
- > Honoring your pace and rhythm
- > Clothing you like
- > Giving yourself soul-time
- > Massage and touch

2. Pleasure – doing things that are pleasurable to you is an important aspect of self-care.

IV. The People Around You

• A great way to move forward in your self-love journey is to do a detox of either people who are not loving you as you deserve or set some new boundaries in the relationship

Homework

- If working with clients, make a list of your clients and assess them through the lens of self-love. Make your best guess as to where the client is at with their level of self-love. Which component would be a useful tool? Consider integrating it into your work with them over the next week or two.
- Write a love letter to yourself from Spirit.
- Pick one area from the nourishment assessment and work on shifting it as an act of self-love.
- Consider doing a relationship detox



Self-Love Worksheet

What are the things that you say to yourself that haven't been very loving?
What are the ways you have treated yourself that haven't been very loving?
In what ways are you tolerating others not fully loving or valuing you?
What are some of the below the surface beliefs that you have about loving yourself?

What have you been taught about being loveable?
How have you been taught not to love others? How are you not loving others?
What practice(s) will you pick-up to begin cultivating greater self-love? Commit to practicing for at least one week. Rate yourself at the start of the week and again at the end of the week.
What shifts did you notice from the intentional practice of self-love? What opened up for you?



Radical Self-Care Assessment

Rate yourself on a scale from 1 - 5. 1 = I have lots of room to improve on this form of self-care. 5 = I am excellent at this form of self-care. Choose only the ones that matter to you and what YOU consider part of self-care.

Sleep	
Eating well and keeping blood sugar balanced	
Hydrating	
Supplements everyday	
Exercise	
Honoring your pace and rhythm on any particular day	
Taking breaks throughout the day	
Grooming – hair, nails, etc	
Wearing clothing you like	
Taking days off	
Vacation time	
Ending work at an appropriate time	
Soul/Spirit Time (Journaling, Ritual, Prayer, Time in Nature, Meditation)	
Making time for things you love to do	
Massage and touch	
Receiving therapy, coaching or healing sessions	
Limiting screen time (computer, phone, other electronic devices)	
Appropriate (for you) boundaries around social media	
Insert your own	
Insert your own	

Next Steps

How to respond based on the scores you gave yourself.

- **1 2:** Any area you scored 1 or 2, identify one or two small steps you can take to make this more of a priority in your life.
- **3:** For any areas you scored yourself a 3, you get to decide if you are okay with this neutral number of if you'd like it to go up. If you'd like it to go up, identify ways you can be more intentional to include this in your regular rhythms and routines.
- **4 5:** Any area that you scored 4 or 5, continue to do and keep them front of mind so you remain intentional to setting aside time for them.

Inurnalin	
Journalin	g

What did this assessment reveal to you?
What surprised you most?
What does feeling nourished mean for you personally?
What next steps will you commit to making to improve your self-care?

Sacred Depths

Journaling as a Transformation Tool

APPLIED PRACTITIONER INSTITUTE



Journaling as a Coaching Tool Resource Sheet

Journaling is a highly effective tool for coaching and transformation and has the potential to be a powerful healing modality.



Purposes of using Journaling

- When using journaling in one-on-one session, you're rarely going to use it during session time.
- The main purpose is homework and follow-up
- The only time you want to use journaling during the one-on-one session is if you want to interrupt a pattern. Or if the client needs support to clear their head because they have too many things on their mind and need to download it.
- When you use journaling as a homework strategy it can:
 - Help client go deeper on certain topics that you discussed in the session.
 - Help client reinforce and practice new learning
 - Support pieces you didn't have time to get to in the session but are timely for the client
 - Also, useful for pieces you got to in the session, but they are not fully integrated, and the client needs more time processing.
- Journaling can also be powerful because every now and then there are going to be certain issues that are very, very personal to a client and it may be more appropriate for your client to explore those issues in private outside of the session.

Journaling can take the form of answering questions, dialoguing, drawing, list making, mind-mapping, diagram making, or collaging. As the practitioner, you can get creative in choosing what works best for the client.

Guidelines for Journaling

- 1. Journaling should not take up too much time. Otherwise, it is going to feel overwhelming, and the client is less likely to do it.
- 2. Make it something the client can put their heart and soul into it to ensure they get something out of the exercise.
- 3. Ask the client to carve out time and space for themselves. This is about scheduling it in and having the focus to get it done.
- 4. When done, ask them to read over what they wrote and list out takeaways. This helps them to integrate what emerged while writing.
- 5. Devote follow-up time together to review what came up for them. This can be done by email or in the next session
 - Sharing with you supports the client in being seen and heard in their revelation.
 - The follow-up, both solo on their own AND with you, is a big part of the process.

Long-Term Journaling Practice

- This type of journaling is less about a targeted one-time assignment and more of a long-term practice.
- This is reserved for the clients who have the space, desire, and willingness to do longer term, consistent inner work on their own within the container of your work together.
- Not everyone is up for this type of journaling.
- The purpose is to support the client to connect with themselves and their inner wisdom, Spirit, or their heart.
- These work best when done consistently and when done longer term. At least weekly but monthly at a minimum.

Examples of this type of journaling:

- 1. Morning Pages Write every morning for 10 minutes about what's present for you that day.
- 2. Start with I AM... and write as fast as you can for a couple of minutes to see what wants to come through or to help you locate yourself.
- 3. Write as fast as you can without thinking about what you're writing. Whatever wants to come through, let it. Don't edit or worry about grammar. Keep writing for "x" minutes.
- 4. Daily Gratitude, Appreciations, or Celebrations this practice is good for someone having trouble celebrating themselves and/or owning their accomplishments.
- 5. Letters from Spirt, God, or Inner Wisdom channeling this on a consistent basis can help with self-love, self-confidence, and consistently accessing inner wisdom.
- 6. Review at end of the day what went well today? What did not go as planned? What am I learning? What's my take away for the day?
- 7. Dreamwork being able to engage deeply with your dreams in layered ways as a tool for self-discovery.
- 8. Tarot card pull and journaling on the card what are you seeing/receiving from it? Channeling the archetype on the card. Putting themselves into one of the characters or objects on the card and journaling from that voice.

Homework

- Read through the case studies worksheet and create journaling homework that you might assign based on each one.
- <u>Coaching partner:</u> Give journaling homework and in your feedback time, talk through other journaling homework you might have given.
- <u>If working with clients:</u> How can you up your game when it comes to journaling.



Journaling Case Studies Worksheet

Case Study #1

Working on setting boundaries. Client realizes she is a doormat in a lot of her relationships. She over-gives. She takes over-responsibility. She allows others to be critical of her and take advantage of her. You uncover that she has a fear of others being angry at her. And that there is a buried energy of the Warrior Woman lying dormant inside of her. Part of her homework is to set boundaries with her close friend, specifically no more lending her money that never gets paid back. The other boundary is with her parents: not calling them every day. She has decided she wants to set both these boundaries with confidence and love.

What are 2 or 3 journaling homework assignments you might give?							

Case Study #2

In a session, your client shares that she hasn't done any of the action steps that the two of you strategized out the session before. She is working on her logo design business and you had strategized steps for her to take to bring on clients. This is the second session in a row that this has happened, and when you looked deeper together, you saw that a few things were at play: 1)she didn't quite have the time in her schedule to complete all the action steps (but definitely had time for some), and 2)she had some fear and resistance around being so visible. You did a Befriend Your Fear process around her fear of visibility and she connected deeply with a time when her first boyfriend made fun of her for wanting to become a famous artist. She was able to see that the perceived rejection from her boyfriend made her feel ashamed of her creativity and nervous to let others know that she wanted to make a business out of her creativity. The higher-level message that her fear ultimately gave her in the BYF process was - "Trust your Creatrix."

Case Study #3

Your client is ready to embark on a new passion project. You spent the session beginning to vision this passion project. She was not fully clear, but she came up with: Something that allows her to make an impact in the world of maternal care and childbirth. Something where she can use her brilliances of singing, writing, and connecting well with others. Part of what was blocking her clarity was needing it to marinate for a few days. But the other part is a fear of visibility which you uncovered. The fear that she'll be rejected or made fun of. Also, fear because what she believes in around childbirth is pretty controversial and she's scared of haters. You started to do a little inner work around this and got this far: The thought of being visible around all this makes her feel like when she was 8 years old and got cruelly made fun of for deciding to be a vegetarian.

Vhat are 2 or 3 journaling homework assignments you might give?						

Sacred Depths

Ritual as a Coaching Tool





Ritual Resource Sheet



Ritual allows you to step into the intellectual, emotional, spirit, and body level of learning. Ritual hits all 4 levels in often very simple ways.



Ritual is one of the most powerful healing, coaching and facilitation tool that you can have for you or your clients. You can use ritual one-on-one with clients either it the actual session or you can co-create the ritual with the client based on whatever work you're doing with them. Then have them execute it for homework.

Ritual is...

- Taking action to make the intangible tangible.
- The act of playing ourselves into being. It is sacred play, signaling to our psyche that we want to bring something into being transitioning from one state of being to another.
- A powerful opportunity to mark important moments and to assign higher meaning to those moments in our psyche.
- A way to work through transitions
- Also, an opportunity to create sacred space to honor things.

Rituals need to have containers. When you create a container around a ritual or ceremony, it helps:

- 1. Clients to not get distracted
- 2. Keep the work focused and contained
- 3. To go deeper including allowing deeper emotions to come through

Set the container by creating a separate time and space, shutting off phone and moving away from computer or other distractions. Close eyes and begin with grounding and coming fully into the space. You can also light a candle to signal start of the ritual. Be sure to close the container at the end of the ritual. Extinguishing the candle and expressing gratitude are simple ways to close the container.

Types of Rituals (these are just a few examples of the many that are possible)

You can mix and match different types of rituals into one ceremony. Ritual is a wonderful opportunity to bring your creativity into your client work. There are as many ways to craft a ritual ceremony as there are practitioners who want to use this practice. Let your imagination run wild in this process.

1. Release ritual

- Use to release things we no longer need to carry
- Happens when there's something your client is ready to let go of a belief, a fear, a home, a relationship, a job, or an experience they are carrying as a burden.
- Ritual action could look like:
 - Burning a piece of paper that has what you're releasing on it
 - o Burying the paper or a rock.
 - o Ripping things up or flushing thing in the toilet
 - Shaking things out of your body
- This brings the medicine of the act to the body level

2. Ritual to honor something

- Can be used to honor something or to own something more deeply
- For example: married for 30 years and want to honor it, quitting a job you hate, or owning a particular part of yourself.
- When needing to release (see above) or cleanse (see below) ourselves of something, one of the most effective ways to do that is first to honor and bless it before letting it go.
- Ritual action could look like:
 - o Listing lessons learned and taking with you.
 - o Gratitude practice
 - o Naming key milestones or markers in the journey

3. Setting intentions

- This ritual is a great way to set a wish, an intention, a goal, or a vision
- Ritual action could look like:
 - Blowing out candles (like a birthday wish)
 - o Throwing pennies to make a wish
 - o Making an object that symbolizes the vision, the goal, or the intention.
 - Candle carving: carve words or symbols that represent your intention, anoint the candle with oil and then light it.
 - o Planting seeds and allowing seeds to represent your intentions
 - o Writing on a stone/rock or drawing a picture.

4. Cleansing ritual

- Use when you need to cleanse yourself of something
- Ritual could look like:
 - o Putting parts of your body in bowls or pools of water
 - o Showering or ritual bath
 - O Burning sage to cleanse self, object, home, or even an idea of the mind.



Ritual Practice Worksheet

Ritual is an opportunity for you to be as creative as you want. There are as many options as there are practitioners who are willing to guide their clients in this practice. Remember you can mix and match different types of rituals inside one ritual ceremony.

Scenario #1

Scenario #2 You have a client who is making a major pivot in her business. She has run her business in a particular way for the last 10 years and is now feeling pulled to create something entirely new. This new direction is 100% aligned for where your client is so this change is the right one for her. What ritual could you create for her to help her honor her previous business while welcoming in her new one? Scenario #3 You have a client going through a divorce. You sense that on an inner level she needs to make the intangible tangible. She needs to do some inner work around the divorce and will need support through this transition. What ritual could she do?

our client is selling the home where she and her husband raised their three children. The kids are rown and have been out of the house for several years. She and her husband are now ready to down to a smaller home. As you can imagine, though, this is an emotional time for your client and her hildren (ages 25, 28, and 31). What ritual could she do to mark this transition?	vnsize
Scenario #5	
You have a client who is ready to own their authority and step into their Royal Self (King or Quee Self). She has accomplished a lot in her life, but she is having trouble claiming and owning her xpertise/authority/brilliance/experience. If you were to put together a ritual to support her, what that look like?	

Introducing Ritual

Before there was therapy, there was religion, before there was religion, there was ritual

Defining Ritual

Ways to Think About Ritual

- Taking action to make the intangible, tangible
- Sacred play
- A way to elevate a moment so our psyche can take special note
- An opportunity to honor something in sacred space



Ritual transmutes the intangible into something **tangible** so we can work with it

Rituals In Client Work



Format Options

- Ritual in the Session OR
- Co-create the ritual in the session, have the client do the ritual for homework, then integrate in the next session



The Container

- Open and close the container with intention
- Creating a container for the ritual supports the client to stay focused, and supports the client to go deeper

note: Part of what makes ritual so powerful is that it taps into the **4 levels of learning**

Sampling of Types of Rituals

1 Release Rituals

3 Setting Intentions

² Cleansing Rituals

4 Rituals to Honor Something

String ritual-types together with creativity

For example: letting go of an old way of being, marking the transition by honoring what is with gratitude, and then setting intentions for a new way of being

Sacred Depths

Next Steps + Closing Ritual





Celebration/Next Steps Call Resource Sheet



The Celebration/Next Steps call is a powerful way to end a cycle or to renew with a client.



How you end is as important as how you begin. It's important that at the end of the coaching cycle, to be deliberate and intentional around closing that cycle even if the client is going to continue. This helps the client integrate the entire experience.

Closing the door on the container sets up opening of a new door if it is aligned to continue with a client. Either way, you want to think about how you're closing or ending with a client. If you end strongly, it makes all your work even better.

Procedures to Follow

- Do this on a separate call from their regular session calls.
- Schedule between the last two calls or between the second and third to last calls. Try to avoid having the call after the coaching cycle is done.
- Schedule it via email (see template below).
- Be purposeful in deciding to continue working with a client. Don't just blindly continue but rather do it because you sense the client will get a lot of value from continuing to work together. Make the assessment ahead of time whether you'll make the invite to the client.
- If you decide it wouldn't make sense to continue working with the client, then shift the invitation to not include language of working together.

Email Template (remember to use your words so it sounds like you)

I can't believe our time together is coming to an end. It has been such a powerful journey with so many important shifts for you. I would love to gift you an extra complimentary session for us to celebrate all that has happened for you. We'll also use this time to look at what's next for you and how I can support you in that ongoing work.

Mechanics of the Call

These are the steps involved in the Celebration and Next Steps Call. Refer to the Script resource sheet for examples of what to say in each step.

I. Set an Intention

- Always begin with you and your client setting an intention.
- This should be a practice your client is familiar with from your regular sessions.

II. Celebrations

- Set a full hour so you don't skimp on any part of the call
- Spend time here. It is an opportunity to spend 10-15 minutes to support client in celebrating themselves, which is a real benefit for the client.
- As humans we tend to under celebrate and not really see all that we have accomplished.
- We tend not to see all the ways we have evolved.
- We tend to make smaller, things that are bigger.
- Or we forget because we've integrated the shift or transformation so deeply
- Keep asking "AND WHAT ELSE" until they really don't have anything else.
- As the practitioner, you also want to add things. Name the inner or outer growth you've witnessed in the client that they haven't mentioned.
- If the client hasn't achieved some of the goals they set, even with all the progress they've made, it's a good practice to acknowledge that BEFORE asking them what they want to celebrate. You may have to honor what is for the client to be in a space to be willing to look and celebrate or acknowledge.

III. Vision

- Be sure to give this portion of the call as much as possible also. You want to make sure the client really has the space so you can activate the vision.
- Want to make sure client has an opportunity to outline for themselves what they want next.
- It is a gift to give someone the space to vision what they want.
- It is also a key piece to an enrollment (or continuation). It becomes difficult for someone to invest in moving forward if you haven't really activated their vision.
- If they don't have something they really want to work for, or if they don't have a vision that they feel invested in then it's harder for them to invest the time and money into continuing the work you are doing with them.
- More times than not, your client's vision will be on where they are under-estimating what they can accomplish in the next year (or the time frame for your services).
- As you're holding space for the client, as they lay out their vision and what they want, listen to make sure their vision is big enough and aligned for them.
- This is an opportunity for you to show the client you really see them by adding pieces to their vision and help them create a vision that feels doable and exciting for them.

IV. The Bridge

- What they will need to get to their vision
- This portion of the call does a couple of things:
 - o It's the bridge that lays out how working with you will help the client get to where they want to be.
 - This is also the part of the conversation where you will bring up anything didn't quite happen in the way they wanted during the current cycle of coaching. Use this as a chance to call or invite them to stretch into their next places.
- You're going to want to add some pieces here too to what the client says.
- Validate and affirm whatever they share. And there may be other places where you know they're going to need help, and where you can support them. Share these with them.

V. Make the Ask

- Once you've done all the above, you're ready to make the ask.
- If you're not raising rates or nothing is changing and they say yes, express your gratitude and move to closing the call.
- If anything is changing or you sense they need some time, send them the new information and give them a few questions to think about or journal (see Next Steps Call Script for examples). Then set up a second call to see if they're ready to step in or work with any resistance if there is any.

VI. End the Call

- Always end the call asking for takeaways
- If applicable, schedule the second follow-up call before getting off the phone.

The Macro-Container



How you end is as important as how you begin



Supports Integration



If it is aligned, closing one container, sets up the possibility of opening a new one

Next Steps Calls with Clients

Procedures

Choose Deliberately

Be purposeful in deciding to continue work with a client

Logistics

Plan this as a separate call

Transparency

Invite the client into this call with clarity of the call's purpose

Scheduling

Plan for having this call between the last two calls, or slightly earlier. Aim to avoid planning this call for after the coaching cycle is complete

Next Steps Calls with Clients

Mechanics of the Next Steps Call

There's a specific journey you'll want to travel This is a type of enrollment conversation

- 1. Set Intentions
- 2. Celebrations
- 3. Vision
- 4. The Bridge
- 5. Make the Ask
- 6. End the Call