

THE FIRST SESSION:

Coach Couples to Make Their Relationships Amazing

#1 - VISION FOR THE RELATIONSHIP

- ▶ If you could wave a realistic magic wand, how would you ideally like your relationship to look?
- ▶ What would you do together? How often?
- ▶ What kinds of things would your partner do for you?
- ▶ How often would you see each other?
- ▶ What's the ideal amount of quality couple time you'd like to experience each week or month?
- ▶ How would you like to spend that time?
- ▶ What do you both enjoy doing that you could do more of together?
- ▶ What goals would you like to achieve with your partner?
 - kids, house, vacations, shared interests
- ▶ If your relationship was just the way you'd like it to be, what would that do for you?
- ▶ What are some things you may currently be tolerating or putting up with in your relationship that you'd like to not have to deal with any more?
 - (You'll probably work on these things specifically in future sessions).
- ▶ What else would you like to eliminate from your relationship?

- ▶ **Action:** What could you do this week to start moving yourself just a little bit closer to that vision?

- ▶ How do you feel about taking that action this week?
 - If not great: what actions would you feel more happy & comfortable doing?

- ▶ What did you find most valuable from today's session?

THE FIRST SESSION:

Coach Leaders & Executives To Achieve Bottom Line Results

#1 - BE A VISIONARY LEADER

- ▶ To get better results out of your team, you need to have a vision that is truly inspiring and touches the hearts of those you lead.
- ▶ The most powerful motivational force for your team is purpose (not a paycheck).
- ▶ On a scale of 1-10, how much do you feel your team works from inspiration rather than obligation?
- ▶ Do you have any ideas about what the big-picture vision/mission of your company is right now?
- ▶ Does that inspire you? Do you think it inspires your team?
- ▶ Why/Why not?
- ▶ Let's see if we can refine that and make it more inspiring...
 - Create a vision that's emotionally compelling, not a mission statement that hangs on an office wall.
 - Center the vision around contributing and improving people's lives.
- ▶ To Further Refine Your/The Company's Vision and Mission...
 - How does your company positively change the world?
 - How does your company make the world a better place?
 - What is it about your company that's so inspiring that people would want to work for it for free if they could?

- ▶ Is there a clear gap between where your company is right now and the vision?

- ▶ Do all of the projects your team works on align with that vision and work to fill that gap?

- ▶ **Action:** Create a 1-2 sentence vision/mission statement and let your team know what they're working towards.
 - Get them inspired.

- ▶ What else can you do this week to get your team more inspired?

- ▶ What did you find most valuable about our time together today?

THE FIRST SESSION:

Coach Parents to Improve Their Child's Behavior & Raise Healthy, Happy Kids

#1 - CREATE A VISION FOR PARENTING & CHILD BEHAVIOR SUCCESS

- ▶ In today's session we're going to create a vision for your ideal life as a parent.
- ▶ If you could wave a realistic magic wand, how would you ideally like your child to behave?
- ▶ What's the ideal for how you want your home life to be?
- ▶ What else would you ideally like to see happen at home?
- ▶ What's your vision for the kind of person you want your child to grow up to be?
- ▶ How would you know if, over the next year, your child was growing up to be the kind of person you want him/her to be?
- ▶ Do you have some ideas about how you can influence your child to behave in the ways you want them to?
- ▶ What have you tried in the past to get your kid(s) to behave?
 - Did it work?
 - What happened?
- ▶ Behavior Modification Technique: "The Robot"
 - Instead of arguing or negotiating with your child, make your requests with the expectation that they will be met.
 - Repeat your request calmly, yet seriously until they comply.

- This may take several requests.
- The more you do it, the more they'll comply.

▶ **ACTION:** Try out the “Robot” technique several times throughout the week.

▶ What did you find most valuable about today's session?

THE FIRST SESSION:

Coach People To Grow Their Business

#1 - GOALS AND VISION

- ▶ A great place for us to start is to figure out what your ultimate vision & ultimate goals are for your business, then turn them into shorter term goals and an action plan you can get started with this week. Sound good...?
- ▶ Quickly write down what your business will look like when it's a completely finished masterpiece.
- ▶ **Dream bigger!** Keep going.
 - What does ultimate success look like in your business?
- ▶ Give space to share what they've written.
- ▶ Great! Now let's make a 1 year plan.
- ▶ If you could wave a realistic magic wand, where would you like your business to be in the next year?
- ▶ How many clients & customers do you want to have?
- ▶ How much revenue?
- ▶ How many leads?
- ▶ What type of leads (phone numbers, emails, FB, other)?
- ▶ How many hours a week do you want to work?

- ▶ What would you do during that time, if you had complete freedom?

- ▶ Great! Now let's create an action plan to get started...

- ▶ What are 3 actions you could take this week that would move you forward towards that vision the fastest...?

- ▶ How do you feel about taking those actions this week?
 - If not great: what actions would you feel great about taking this week?

- ▶ What did you find most valuable from today's session?

THE FIRST SESSION:

Coach People To Lose Weight

#1 - IDEAL BODY, HEALTH, ENERGY, WEIGHT

- ▶ Congratulations again on deciding to transform this area of your life forever. We're going to start this fat-loss program by setting in place the most important piece that will make the entire fat-loss system work: measure your progress.
- ▶ What are all of the different ways you could measure your levels of health, fitness, and fat-loss?
- ▶ What are some other ways you can measure your progress as you transform your body?
 - Full-body "before" picture
 - Physical size measurements
 - Body fat percentage
 - Physical tests – heart rate; number of push-ups in a minute; timed run etc.
 - Dress size
- ▶ Which of those measurements do you think might be the most valuable for your fat-loss goals?
- ▶ **ACTION:** What do you specifically need to do this week in order to get accurate measurements?
 - ex: buy measuring tape; create excel spreadsheet; buy scale with body fat measurement feature or body-fat callipers
- ▶ Measuring your progress regularly is going to be the most critical factor that determines your success in this program. Would you be willing to take the measurements you decided once per week?

- ▶ Great! From now on, we'll start each session with you checking in with me on your latest measurements.

- ▶ **ACTION:** What other actions could you take this week to get your body going in the right direction?

- ▶ How do you feel about doing that?

- ▶ If not great: what would you feel great about doing this week?

- ▶ What did you find most valuable from today's session?

THE FIRST SESSION:

Coach Sales Professionals to Up Their Income

#1 - GOAL SETTING & ACTION PLAN

- ▶ Congratulations on stepping up and deciding to be in the top 10% of sales people. Are you ready to get started?
- ▶ Great! In today's session we're going to set some goals and create an action plan to double or triple your sales. Sound good?
- ▶ So, in your company what conversion figures do people tend to measure?
- ▶ What do you think are the most valuable conversion figures to measure?
 - Number of sales made
 - Leads generated
 - Number of calls
 - Number of presentations
 - Closing ratio
 - etc.
- ▶ Do you know what your current figures are in these areas?
- ▶ **ACTION:** This week, keep a tally and measure everything – how many leads, calls, presentations & sales. Make it a game to get the highest figures you can in all these areas.
- ▶ If you could wave a realistic magic wand, where would you like your sales career (and commissions) to be in the next year?
 - How much revenue?

- How much revenue per month?
 - How many sales would result in that much revenue per month?
 - What other changes would you like to see happen in your career when you consistently make that many sales?
- ▶ How many sales did you make in the last month?
 - ▶ Great! How many leads did you generate, how many cold calls did you make, how many presentations, and how many closes did you make that resulted in that number of sales?
 - ▶ So, if our aim is to get you to double your income, how many sales would you need to make next month? How many closes? How many presentations? How many cold calls? How many leads?
 - ▶ How many leads and cold calls would you be making each day of the week to double your income from last month?
 - ▶ How many workable hours do you have each day?
 - ▶ **ACTION:** Each day, your #1 focus is to generate **X** leads and make **Y** sales presentations each day. Keep those figures in front of you all the time, and keep a tally.
 - ▶ How do you feel about taking that action? (If not great: keep the figures in front of you and do the best you can and get as close to that as you can. In the next session, we'll look at other factors that can streamline the process. What other action could you take this week that would help you improve those figures?)
 - ▶ What did you find most valuable about today's session?

THE FIRST SESSION:

Coach Women to Find Love

#1 - GET CLEAR ON THE KIND OF MAN & RELATIONSHIP YOU WANT

- ▶ Let's start by getting you clear on the kind of guy you want... (can use checklist if you wish)
- ▶ What does your ideal man look like?
- ▶ What does he do for a living? What kind of education does he have? What kind of income does he have?
- ▶ What kinds of things does he love to do? (hobbies, interests)
- ▶ How important is his religion to you, and what kind of beliefs does your ideal man have?
- ▶ If you were in a great relationship with that man, what would that do for you?
 - your ideal man is not a perfect man.
- ▶ This week, have a look through our 'Ideal Partner Checklist', and fill it out, marking off 5-10 most important qualities you ideally want your mate to have, in each category. If you have any trouble doing this, bring it to the next session.
- ▶ What have you tried so far to find the man of your dreams?
- ▶ What **actions** do you think you should take this week to find your soul mate?
- ▶ How do you feel about your action(s) for this week?
- ▶ What did you find most valuable about today's session?

IDEAL PARTNER CHECKLIST

Looks

Height:

Body type:

- Slender
- Average
- Athletic
- A Few Extra Pounds
- Heavy Set
- Stocky

How important is your ideal partner's height/weight?

How important is that your partner be physically attractive?

Eye Color:

Hair Color:

Skin Tone:

Ethnicity:

How important is your ideal partner's ethnicity?

Likes

Hobbies/Interests:

Personal Income:

How important is your ideal partner's income?

Occupation:

Level of education:

How important is your ideal partner's level of education?

Religion:

How important is your ideal partner's religion?

Smoking:

Drinking:

Exercise:

Style

It's important that my ideal mate be:

- | | | |
|--|--|--|
| <input type="checkbox"/> On time | <input type="checkbox"/> Compassionate | <input type="checkbox"/> Genuine |
| <input type="checkbox"/> A great planner | <input type="checkbox"/> Attractive | <input type="checkbox"/> Open |
| <input type="checkbox"/> Love to help others | <input type="checkbox"/> Loyal | <input type="checkbox"/> Self-aware |
| <input type="checkbox"/> Is adventurous | <input type="checkbox"/> Witty | <input type="checkbox"/> Over-Achiever |
| <input type="checkbox"/> Is tidy | <input type="checkbox"/> Spontaneous | <input type="checkbox"/> Vivacious |
| <input type="checkbox"/> Creative | <input type="checkbox"/> Sensitive | <input type="checkbox"/> Wise |
| <input type="checkbox"/> Warm | <input type="checkbox"/> Under-Achieve | <input type="checkbox"/> Bossy |
| <input type="checkbox"/> Clever | <input type="checkbox"/> Generous | <input type="checkbox"/> Leader |
| <input type="checkbox"/> Dominant | <input type="checkbox"/> Moral | <input type="checkbox"/> Kind |
| <input type="checkbox"/> Ambitious | <input type="checkbox"/> Adaptable | <input type="checkbox"/> Calm |
| <input type="checkbox"/> Outgoing | <input type="checkbox"/> Communicative | <input type="checkbox"/> Healthy |
| <input type="checkbox"/> Submissive | <input type="checkbox"/> Honest | <input type="checkbox"/> Knowledgeable |
| <input type="checkbox"/> Introverted | <input type="checkbox"/> Sensual | <input type="checkbox"/> Outspoken |
| <input type="checkbox"/> Aloof | <input type="checkbox"/> Liberal | <input type="checkbox"/> A Follower |
| <input type="checkbox"/> Energetic | <input type="checkbox"/> Patient | <input type="checkbox"/> Opinionated |
| <input type="checkbox"/> Spiritual | <input type="checkbox"/> Resilient | <input type="checkbox"/> Romantic |
| <input type="checkbox"/> Adventurous | <input type="checkbox"/> Optimistic | <input type="checkbox"/> Well Educated |
| <input type="checkbox"/> Frugal | <input type="checkbox"/> Conservative | <input type="checkbox"/> Shy |
| <input type="checkbox"/> Predictable | <input type="checkbox"/> Passionate | <input type="checkbox"/> Trusting |
| <input type="checkbox"/> Affectionate | <input type="checkbox"/> Reflective | <input type="checkbox"/> Artistic |
| <input type="checkbox"/> Intelligent | <input type="checkbox"/> Caring | <input type="checkbox"/> Competitive |

My ideal partner's friends would describe him/her as someone who would agree with these statements:

- My personal religious beliefs are important to me.
- I enjoy a good joke.
- I enjoy mingling with people on social occasions.
- I am satisfied with my level of emotional development.
- I am able to express myself in unique ways (e.g., words, music, art).
- I have a high desire for sexual activity.
- It is easy for me to engage in conversations with people I have just met.
- I tend to think "outside the box."
- I view myself as well adjusted.
- I greatly appreciate the physical beauty of the opposite sex.
- I often see humor in everyday life.
- It is important for me to be viewed by others as a successful person.
- Being in settings where I will meet new people is an important part of my life.
- I ask questions in search of information.
- I think it is important to continually try to improve myself.
- I care a lot about the physical shape I am in.
- I like to look at people of the opposite sex.
- It is important for me to take time to "smell the roses."
- I need to spend time creating things to feel satisfied.
- I have an ability to make others laugh.
- I work much better if people follow my lead.

- My emotions are generally stable.
- I am proud of my educational background.
- If I am not in control of a situation, it is better if I leave.
- My friends come to me when they are in difficult times because they know.
- I can handle emotional crisis.
- I am more comfortable being a follower than a leader.
- I get upset easily.
- People who are controlling irritate me.
- I think it is important to express my feelings whether they are positive or negative.
- I prefer not to be around people who have emotional swings.
- I tend to either like someone a lot or dislike him/her a lot.
- I like to be pampered.
- I generally feel better when I am around other people.
- When I get mad I tend to take it out on someone.

My ideal partner strongly agrees with the following statements:

- I am looking for a long-term relationship that will ultimately lead to marriage.
- When I get romantically involved, I generally tell my partner just about everything.
- It is difficult for me to let people get emotionally close to me.
- A "serious" relationship needs to be exclusive (i.e., monogamous).
- I know I can always count on the people who are closest to me.
- I don't need to have close friendships to be happy.
- Being monogamous helps build intimacy and trust in a romantic relationship.
- People often let you down if you depend on them.
- It's important to me to have close friends in my life.
- Being exclusive (i.e., monogamous) is one of benefits of being in a successful relationship.
- I sometimes find it difficult to trust people I get romantically involved with.
- I find it easy to get emotionally close to people.
- Being monogamous causes relationships to get boring over time.

The following are extremely important to me:

- My partner's skill at resolving conflicts.
- My partner's friendliness.
- My partner's capacity for emotional intimacy.
- The friendship between me and my partner.
- Being able to easily talk about personal problems with my partner.
- Being able to tell my partner everything about myself.
- Being able to discuss with my partner how I am feeling towards him/her Having my partner be open with me about how he/she feels toward me.
- Enjoying physical closeness with my partner.
- Being able to spend as much time as possible with my partner.
- Doing special things to let my partner know how important he/she is to me Being able to make compromises.
- Showing my partner that his/her needs are as important to me as my own Having similar ideas on parenting.
- Knowing that my partner is usually to blame when things go wrong.
- Having similar educational background.

My ideal partner has interests similar to mine in the following categories:

- | | |
|---|---|
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| <input type="checkbox"/> Eating | <input type="checkbox"/> Religious Community |
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| <input type="checkbox"/> Movies | <input type="checkbox"/> Teaching/Coaching |
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| <input type="checkbox"/> Reading | <input type="checkbox"/> Going Out |
| <input type="checkbox"/> Parties | <input type="checkbox"/> Protecting the Environment |
| <input type="checkbox"/> Dining Out | <input type="checkbox"/> Conversation |
| <input type="checkbox"/> Board Games | <input type="checkbox"/> Religious Faith |
| <input type="checkbox"/> Gadgets | <input type="checkbox"/> Hosting/Entertaining |
| <input type="checkbox"/> Traveling | <input type="checkbox"/> Maintaining a healthy diet |
| <input type="checkbox"/> Art | <input type="checkbox"/> Learning |
| <input type="checkbox"/> Participating in Sports | <input type="checkbox"/> Church Involvement |
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| <input type="checkbox"/> Pets | |
| <input type="checkbox"/> Children/family | |
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My idea partner is great at:

- Socializing.
- Entertaining at home.
- Achieving personal goals.
- Using humor to make friends laugh.
- Creating romance in a relationship.
- Keeping physically fit.
- Remaining calm yet resilient during a crisis.
- Helping those who are less fortunate or in need.
- Resolving conflict.
- Making art and culture an ongoing part of my life.
- Finding and taking on challenging activities.
- Finding creative solutions to everyday problems.
- Maintaining a healthy lifestyle.
- Making new friends.

THE FIRST SESSION:

Coach Men to Find Love

#1 - GET CLEAR ON THE KIND OF WOMAN & RELATIONSHIP YOU WANT

- ▶ What kind of relationship are you looking for?
 - one woman or many?
 - just fun or long-term?
 - your ideal set-up?
 - not just their physical attributes?

- ▶ What kinds of things have you tried so far to meet the right woman?
 - (working from the 5-part coaching methodology we talked about, we may do some similar actions but in a much clearer & more focused way so you get much better results than you ever have in the past)

- ▶ What kind of attributes are you looking for in your partner?
 - (not just physical)

- ▶ What does she do for a living? What kind of education does she have?

- ▶ What kinds of things does she love to do?
 - (hobbies, interests)

- ▶ How important is her religion to you, and what kind of beliefs does your ideal partner have?

- ▶ If you had the woman you just described in your life in just the way you'd like, what would that do for you?

- ▶ **This week, have a look through our 'Ideal Partner Checklist'**, and fill it out, marking off 5-10 most important qualities you ideally want your mate to have, in each category. If you have any trouble doing this, bring it to the next session.

- ▶ Is there anything else you think you should be doing this week?

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| <input type="checkbox"/> Board Games | <input type="checkbox"/> Religious Faith |
| <input type="checkbox"/> Gadgets | <input type="checkbox"/> Hosting/Entertaining |
| <input type="checkbox"/> Traveling | <input type="checkbox"/> Maintaining a healthy diet |
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- Helping those who are less fortunate or in need.
- Resolving conflict.
- Making art and culture an ongoing part of my life.
- Finding and taking on challenging activities.
- Finding creative solutions to everyday problems.
- Maintaining a healthy lifestyle.
- Making new friends.