

Session #11 Outline

Use this template and the attached client handout to help your client see WHAT'S NEXT on his or her personal growth journey.

1. What's Going Well

Continue the ritual of beginning your sessions by focusing on what's going well.

2. Challenges/Coaching Around Not Following Through or Obstacles

Coach on challenges if necessary.

3. New Information

No new content for this session. Just the experiential exercise.

4. Experiential Exercise: The Life Inventory Exercise

To start the exercise, you'll hand your client the Client Handout for this session, you'll email it to them, or you can ask your client to take out a fresh piece of paper and create their own handout.

If they are just using their own paper, have them write the following question at the top of the page:

COACH: *(Hand your client the DFY Client Action Guide for this session or ask your client to take out a fresh piece of paper and create their own handout). "The questions you'll complete are: "What are all the things that I'd like to accomplish in this lifetime?" - OR - "What are all of the things that I'd like to complete in this lifetime?"*

Let's go ahead and just take about two minutes for you to answer these questions for yourself. Your answers might be things like publish a book, be on the cover of *Vogue* magazine, speak in front of 5,000 plus people, or master the Argentine Tango.

Whatever it is that you'd like to accomplish or complete. Get married, have a kid, pay off your parking tickets, buy a new car. Jot down as many as you can think of.

Now, you might notice that the first minute you're probably writing madly and scribbling like 'There's so much I could do in this lifetime, I don't even have enough paper for that' and then after about a minute it starts to slow down and you have to think about it, which is really liberating because that shows that there is actually a lot of time, that life is pretty long, that there is time to accomplish all of these different things."

[Give client a few minutes to write. If it's helpful to you, you can set a timer for 2-3 minutes.]

COACH: So what I'd like you to do now is to look at your list, and put a little star next to the three top ones that are most at the forefront for you. Which ones are what I like to call the *Magnificent Obsessions*?

The Magnificent Obsessions are the ones that you feel like you've just GOT to do that. It's not just something that you wish for, but something you want badly. There's a difference between *wishing* and wanting something. Wishing is when you desire it but you don't really believe that it's possible for you; you don't really believe that it's possible in this lifetime.

The energetics of *wanting* something is different. When you want something you may not yet know the HOW but you are willing to work on it. This doesn't mean it has to be hard, the perspective we're coming from here, is that you can have what you want so that you can manifest it easily.

Looking at this list, when you want, so you go from wishing to wanting, the wanting piece is that there is a desire so great within you that you would be willing to do anything to accomplish that thing.

GO ahead and put a star next to the top three. Then we're going to circle the one that just the juiciest one for you right now, at this particular time in your life. Not six months from now but right now. Which one is the one?

We could do this with several but for right now, for the purpose of this exercise, we're going to take just one.

So what is the top on your list?

CLIENT: *(Tells you what the top thing is)*

COACH: "Great, what will having X do for you?"

CLIENT: (responds)

COACH: "And, what will having [insert client response] do for you?"

Repeat this question 2-3 times until you arrive at what you feel is the true motivator. You'll know because the client will likely say something about love or being loved, safety, belonging, being happy, having an amazing quality of life, or being fully expressed.

COACH: "How will you know when you have that? What will you see or what might I see if I were looking from the outside?"

CLIENT: (responds)

COACH: "And what kinds of things might I hear you saying or what are the thoughts you might be thinking about yourself?"

CLIENT: (responds)

COACH: “Thank you. And what might you be feeling when you are experiencing that in just the way you most want?”

CLIENT: (responds)

COACH: “When and where would you like to be experiencing this?”

CLIENT: (responds)

COACH: “With whom would you like to experience this?”

CLIENT: (responds)

COACH: “Thank you. So I just want to make sure I’ve got it down. What is it you would like again?”

CLIENT: (responds)

COACH: “Excellent. Excellent. Thank you for that. I know that we are coming to the end of our time of working together in this program, but what I may not have told you in the beginning is that this is really just the start.

As you continue this journey, what I think I’m here to help you with next is... {insert outcome they desire}. These last 90 days we have done some of the external work. You have accomplished {insert 3 accomplishments from session #10}. You are doing fabulously. And I want to invite you into the next level of conversation about creating what you want to experience in your life.

What I hear you saying is that you want to [insert client’s new desired result(s)]. I’m so glad that you brought that up because actually this may be the end of this module of the program but there is a whole other world that I’d love to introduce you to now that you have that foundation.

Based on that, what I think your next step is...”

[Use your closing the deal skills to enroll the client into the next program. This could be the 14-day cleanse, repeating the 90-program with a different outcome or focus, or a new program that you are creating. Don’t worry if you don’t yet have another program! You’ll be learning more about creating and marketing programs in Module 4.]

5. Action Steps

1. Empower your client to create their own action step.

AND/OR

2. Ask your client, “What is the one thing that – if you implemented for the next seven days – would have maximum impact on your well-being?”

6. Aha’s, Appreciations, Insights About This Session