

Session 11: Run Sheet

Group:

1) Win3

Explain the concept of win3: winning in all areas of life. Life needs to have a balance and therefore we work with 3 wheels. We include the Wheel of Life and the 7 habits wheel and then based on why your client signed up for coaching, you pick one of the other wheels of your own or from the list:

- Wheel of Life (must include)
- Business Wheel
- Health Wheel
- Career Wheel
- Management Wheel
- 7 Habits & ADKAR Wheel (must include)

2) Success & Failure

Discuss how people can do brilliantly in one area of life and yet fail completely in another area of life.

For example a business man could be so successful at the office and yet failing with his teenage children...

- Discuss where they are being brilliantly successful?
- Where might they be failing at?
- What area do they need to improve on?

3) Win3 & win win

Connect Coveys 4th habit win-win with win3. This is moving from win-win to winning exponentially in all areas of life – win3.

4) Wheel of Life

Get your clients to do the wheel of life, rating their level of satisfaction for each topic. 0 is the centre and 10 being the maximum, (the outside/biggest part fo the wheel)

1:1

1) Wheel of Life

Explore and coach around one of their lowest scoring segment to see what they can do to raise it. Keep the following in mind:

- Small shifts and changes have big results in the long run
- From coaching, they come up with what they want to do (don't lead the witness)
- Consider stretching them (according to the alliance & challenging coaching)
- What would be the additional spin off's when this is topic is improved upon
- Introduce them to the tail fin – their power
- Anchor their choice/change they want to their Personal Core Values and other parts of the tail fin.

2) Win3 leads to overflow: Coach the overflow:

How does your client express their gratitude to the world?

- Community service
- Environment projects
- Work with orphans
- Work with abandoned babies
- Pro-bono projects

How will your clients "Live with Impact"?

How does all of this connect to their legacy, future self and passion statement?

3) SWOT (2nd one)

For additional homework, ask your clients to complete a new SWOT. Explain that they can refer to their first one, should they need to.

They must use the same topic/dream/goal as they did for the first one, unless there has been a phenomenal shift and they have changed completely.

You are looking for growth and to see if they have more focus, specific plans or direction for their future. Specifically relevant to their dream that they signed up for coaching for in the first place.