

Session 2: Run Sheet

Group:

1) Dreams to Reality Discussion (only)

Discuss dreams – Remember, draw it out of them; don't give too much input. Everyone is right, nothing is impossible. Encourage participation from everyone. This is a discussion that leads into session 10's proper Dreams to Reality. Explore the following as a means to get them started with dreaming:

- Someday I will...
- What do they think is possible?
- Wouldn't it be nice if....
- "it's not impossible, it's only a mountain!" (Amanda Strydom) If this quote is true, what would you achieve?

2) SWOT

Explain that you will be using the SWOT as a before and after. Consider if a before and after photo would be a good visual of growth. This is particularly good for Health Coaching, Life Coaching and BMT coaching. Having said that, clients grow so much with coaching that they see the change of facial stress etc.... so this is a great thing to do for most coaching focusses.

Complete SWOT page 1 using an interview style. Your clients fill in the form for themselves. Keep in mind that finding weaknesses is often the easiest place to start. As you work through the quadrants, start teaching them that there are no rules... They can come back and add to the various blocks as they think of additional things.

Your clients first SWOT (page 1) is often very empty – this is acceptable. Don't push for a full form – keep it light. Keep in mind a High C will want to fill this out with a lot of detail. I have often suggested that we get the basic bones down and they can put the meat on at home.

Forward their action: Set an action for them to take – what is the first next step towards this dream? What will they do?

1:1

1) SWOT Feedback (on Page 1)

Check-in with your clients as to what they have been thinking about. Is there anything else they need to add to the quadrants?

Take their dream and stretch..... according to their alliance.... remind them of the alliance and then ask:

- If this _____ is your dream, what would be your Extreme Dream or High Dream?
- What would be an absolute amazing win?
- What is the bare minimum you need to achieve?
- What is not negotiable?

2) SWOT page 2

Using Page 2 of the SWOT, coach your clients to see what is possible and start an implementation plan.

Make sure you have the basics included for them to achieve the “not negotiable” must have goals. Start with SMART goals and then stretch them to challenging goals, once they get the good with setting SMART goals.

Strategise about aiming higher for their Extreme Dream or High Dream.

Set goals and then reverse engineer to (back track to where we are now and how will we move forward). Clarify the very “next step” starting place and what they will be intentional about in the next week.

Create a roadmap or strategy – a couple of stepping stones (an optional extra).

3) Client's Homework

Give your clients the link for doing their Personal Core Values as preparation for the next coaching session.

Here is the website address: <https://win3.co.za> registration is free. Mention to them that there is also a DiSC assessment, that they should do later.

Remind them to take a photo of their top 20 and bring it to the coaching session. Alternatively, they can print the pdf and bring that to their coaching.

4) SWOT

Get a copy of your clients completed SWOT – keep it on record to show their growth at the end of the coaching.