

Session 5: Run Sheet

Your clients have started to discover a lot about themselves; however it is still part of the honeymoon phase. It is time to teach them about failure, before they experience failure or miss their intended goals. In this week, we put a strategy in place. You decide if you would like to move anything to their 1:1 as you cover Failure, Edge Behaviour and Being in this week.

Group:

1) Failure

Discuss what failure is and what it might look like in their life. We need to change their language and attitude towards failure. “We win some and we learn” rather than win and lose.

Discuss and explore : “failure is a stepping stone to success” as per John Maxwell’s book Failing Forward.

Homework for before the 1:1 – What Failing forward might look like relevant to their goals.

2) Being

Introduce them to Being versus Doing versus Burnout: Doing with no being leads to burnout.

Connect to “sharpening the saw” from the 7 Habits of Sean Covey.

Encourage 2-5 minutes “being” without any doing – strip it down to absolute raw “being”. Force them to stop and be rather than do – for example:

- Sit and drink coffee and look at birds.
- Listen to a water feature
- Look at art/flowers
- Watch people in a park/shopping centre
- Bubble bath
- Coffee outside in the sun

Remember a High “D” does not know how to be without doing – after exhausting all options, maybe allow them to go for a walk, walk their dog.

Don’t allow them to think that going to the gym or strenuous exercise is being.... that is relying on the body to produce the happy drug, Dopamine. being is not about Dopamine.

3) Edge Behaviour (how to change)

Explain what being on edge means or is. Connect to the permission they gave for being stretched during the alliance.

Comfort Zones versus foreign or new . Uncomfortable = edge behaviour

Managing expectations is key to managing Edge Behaviour and going through change.

1:1

Get feedback and personalise/coach around what they have learnt:

- What have you been thinking about with regard to failure? Discuss the fail sticker “fail” not “failure”.
- Have you manage to do any being?
- Have you noticed any edge behaviour in the last week?
- How do you plan to manage your expectations going forward.

Bring it home for them: Being versus doing is not 50/50, but rather 10% being for empowering their 90% doing. Being refreshes and strengthens them for their doing. Being prevents burnout – a skill they need to tap into.

This is a good time to reconnect your clients to their Future Self and their passion statement. This also includes their Personal Core Values.