

Heart Coach Program: Inner Game and Business Growth

Quick recap

Sacha, the instructor, welcomed participants to the Heart Coach program's Inner Game class, focusing on business growth, sales, and the importance of self-worth and confidence in coaching. The class covered topics such as the two types of education, the definition of expertise, and the significance of personal qualities in becoming a great coach. Participants engaged in group exercises to share their experiences and reflect on their coaching abilities, while Sacha provided guidance on articulating client results and assigned homework to help attendees understand the value of their education.

Summary

Heart Coach Program's Inner Game

Sacha, the instructor, welcomed participants to the Heart Coach program's Inner Game class, focusing on business growth and sales. He emphasized the importance of implementation and practice in a safe environment. Sacha shared his background as a full-time coach since 2013, his consulting work, and his experience in public speaking and retreats. He also highlighted his down-to-earth approach and willingness to provide constructive feedback. The class aimed to help participants understand their self-worth and self-esteem, as these factors influence their ability to charge what they're worth and grow their business. Sacha also introduced the concept of the two types of education and the importance of recognizing oneself as a coach rather than just doing.

Defining Expertise and Self-Belief

Sacha discussed the importance of self-belief and confidence in one's abilities, particularly in the context of business and coaching. She emphasized that having a degree or certifications does not guarantee success, and that true expertise comes from a broad and deep understanding of knowledge, skill, and experience. Sacha encouraged the group to redefine what an expert is and to recognize that anyone with some level of experience, skill, and understanding in a particular area can be considered an expert. She also shared her personal experiences of baking and how it relate to her business, highlighting the importance of sharing one's work when proud of it.

The Importance of Essential Education

Sacha discussed the concept of two types of education: initial and essential. Initial education refers to the structured learning that takes place in schools, such as reading, writing, and math. Essential education, on the other hand, encompasses all the experiences and lessons that shape an individual's personality and worldview, including personal struggles and successes. Sacha emphasized that both types of education are equally important, but society often places more emphasis on initial education. He also shared his personal experience of attending university and not using his degree for its intended purpose.

Personal Qualities in Coaching Excellence

Sacha emphasized the importance of personal qualities such as listening and caring in making a great coach. He differentiated between the 'icing' of formal education and the 'cake' of personal qualities that make a coach great. Sacha also discussed the idea of coaching as a function of being versus doing, suggesting that coaching is an inherent part of one's being rather than something one simply does. He shared personal anecdotes to illustrate his point, highlighting his entrepreneurial spirit from a young age.

Embracing Natural Leadership and Coaching

Sacha emphasized the importance of recognizing and embracing one's natural leadership qualities and coaching abilities. She encouraged the participants to reflect on their past experiences and skills, both related and unrelated to their desired coaching areas, as these form the foundation of their coaching practice. Sacha also stressed the value of surrounding oneself with like-minded individuals for support and growth. She then guided the participants into breakout rooms to practice sharing their essential education, both the challenges and successes, and to help each other make connections between their experiences and coaching abilities.

Assigning Team to Share Thoughts

Sacha assigned the team into groups of three for a half-hour exercise. The team was tasked with ensuring everyone had a chance to speak and share their thoughts. Sacha emphasized the importance of not hiding out in the groups and ensuring everyone had a chance to contribute. The team was also reminded to monitor their time and ensure everyone had a chance to share. The exercise was intended to be completed in 10 minutes per person.

Coaching Practices and Client Results

Sacha and Korbin discussed their respective coaching practices and experiences. Sacha shared that she has been running her own business since 2013 and has been working with the Heart Coach program for about a year and a half. She emphasized the importance of setting a strong foundation for her clients and the need to ensure they understand the results they can expect from her coaching. Korbin, who has been coaching for two years, expressed his struggle with articulating the results his clients achieve, and Sacha suggested he track the progress of his clients to better demonstrate the impact of his coaching. They also discussed the importance of understanding the clients' needs and expectations, and the need to communicate the results more concretely.

Client's Transformational Coaching and Progress

Korbin and Sacha discussed a client's transformational coaching method, focusing on uncovering and re-imprinting beliefs related to self-esteem and attraction. The client's goal is to have multiple sexual experiences to find the right partner. Sacha suggested asking the client about his current dating life and progress, emphasizing the importance of showing growth and specific measurements of success. Korbin expressed gratitude for the guidance and the serendipitous nature of their conversation. They agreed to continue the discussion in their next meeting.

Education Value and Homework Assignment

Sacha provided a link to the slides from the meeting in the chat for easy access. He also suggested that attendees download the slides for their records, either as a PDF or by making a copy. Sacha then assigned a homework task, asking attendees to list their initial and essential education experiences, along with the associated costs or time spent. The purpose of this exercise was to help attendees understand the value of their education and the time and money invested in it. Sacha also mentioned that the content from the meeting would be available on the membership site for future reference.

Self-reflection and Expertise in Coaching

Sacha emphasized the importance of self-reflection and self-worth in coaching others. He encouraged the participants to reflect on their past experiences and how they have shaped their abilities to support and serve others. He also highlighted the need to recognize and utilize one's expertise and experience in coaching. Sacha introduced a resource page with books on self-esteem and self-worth for further learning. He also addressed a question from Janet about the difference between online courses and personal development programs, explaining that personal development programs often involve more personal growth and self-reflection. Sacha ended the conversation by expressing his belief in the participants and his excitement for their journey together.

