

Curiosity, Care, Commitment

Hello, folks. Good morning. Hi, Kimberly. Hi, Sarah Jane. It's just us girls so far.

Good morning.

Good morning.

How are you two doing today?

Anything to report, a brag, an upgrade, something? I wanna get you focused on what's going what right in your life.

I've had an upgrade.

Okay.

So I don't know if you got my my email yesterday.

I did. Later in the evening, I did.

Yeah. So I just cried yesterday, and it just felt like my whole world was crashing down and everything that lined up like beautiful ducks in a row. I was questioning it all, and I couldn't understand it. Anyway, I had a meeting today with the landlord, and he just said, I love the way you look after my home. Let me just fix everything.

And the rent's still too high for me, but I feel taken care of, if that makes sense.

And I just feel differently, and I've done some meditations, and I did a meditation to my house as well to see if she was just needed me there to do the job and then release me or if I was pulled to the house to stay. And she was like, please stay.

I was like, okay. I need to find a way to get my module back. And so I feel like I've got my module back. So, yeah, that that's my brag.

I've gone from the depths of yuck yesterday to just feeling great. And I'm decorating my mom's place just now, so that's hence the hat because I've got hair done. I've got paint on my new newly colored hair already. So I'll go off camera so I can paint, but I am here.

Yes. I'm glad you got your mojo back. It's it's funny. We're only just one thought one day away from a shift in our mood. It's hard to remember that when we're in the darkness.

Yeah. I usually find it relatively easy to see a positive spin on something, but I just had got in that spiral, and I just couldn't I just couldn't see it. But it's not like that today. So, yeah, that's me. So thank you.

Thanks, love. Yay. Stuart, anything you wanna report to headquarters? If not, okay. No worries.

Oh, did you say something to me?

Yeah. I said, Stuart, anything to report to headquarters?

I'm sorry. I haven't heard anything. Hey. No. But I have a question for you. Did you got yeah.

I'm sure you have. Settle in on what you're gonna do your Austin.

Yeah. We're talking I talked to Evan about it this morning. We're gonna just do a deep dive on, workshoping marketing. I'm gonna teach you sales, like, what I do, and I don't even think about it as sales.

I think about it as as coaching people into an opportunity. And if it's the right fit, great. And if it's not, great. Like, I have a different I have a very I don't know.

My approach to sales is something I feel very ethically triumphant about. And so we're gonna talk about sales, marketing, and productivity. But, like, we're gonna work on things you can't do on digital.

So anything that requires in person, more interactive, we're gonna focus on You've got me intrigued.

Oh, okay. Are you still considering? Okay.

Well, yeah. Yeah. Sure. I mean, that now I I was waiting to hear something back, but that's that's what I signed up for VCA for in the first place, so I'm I'm good with that. I'll get I'll get back in touch with Kim.

Kim will will sort you out, and it's gonna be amazing. And we're gonna it's I've never been you've never been to one. You're just gonna be like, oh my god. I'm so glad I came. That's all I know. No one ever goes, I wish I didn't come.

Is there any time when available when we're when we're there to, you know, just go, offline with with Evan for a few minutes to talk, or you all is everything always a group activity?

Or I mean, we're all just hanging out.

So during breaks, during lunch Hang out. All I do is talk to everyone.

Okay. Great. Yeah. Well, I know how unnatural that is for you.

No. I was probably gonna be trying to teach you about food. He's always got, like, his wacky stuff out trying to get people to try new things. So Well, if you're in our house, you're just gonna hang out with us.

And then after the day's events, we hang out for a while. We hang out during lunch. There's breaks. In the morning, people come and mill around during breakfast, and we just hang out.

Very cool. Yeah. Okay. Thank you. Alright.

Let's see who's here. We've got Alex, Gloria, Kim okay. Great. I thought today, we would talk about what I call the client's test.

So in this day and age, everybody's selling something. Everything you see on Instagram, TikTok, everywhere, someone's trying to get your attention. It's it's the high commodity, and it can be very hard to trust. How do you know if this thing is gonna work or this person is gonna deliver and trustable.

And so what happens is we've become very suspicious, all of us. When I see an ad that says, oh, you're gonna make a million dollars. There's so many that we just become a little cynical and suspicious, and I just that's normal. I just wanna normalize that.

But from my understanding of human beings purchasing things, especially when it's services like coaching, people only buy when they trust.

Something has to happen for them to go, this one, because there's a million places to get something. So there's an arms race of trustability going on.

And in my experience, the best way to win the trustability game is to actually just be the most trustable. There's no other way to really win it for discerning clients. I mean, you can bamboozle some people, but if you want high quality clients and customers who are discerning and sophisticated and emotionally astute, you know, your ability to get them to trust you requires more.

And I'm, like, very discerning. Like, for me to find a coach, man, it takes me there's I think there's only two coaches I found that I'll actually open and surrender to, and I it I've been it took me years of of researching. And and and we're all like that. Right? Certain requirements we need.

And there are fakable just like in the mating game, by the way, there are fakable signals and unfakable signals.

And in the mating game where animals try to find a mate, you know, male antelope will indicate their prowess with their big antlers. The bigger and fancier and more robust the antlers, the more, oh, I'm so cool. I have good resources because I can I can allocate resources into these antlers? Look.

So the bigger the antlers, the fancier, the more the female's attracted. This this process of attracting and signaling and mating is called lekking, l e k k l n g, and it's everything from the antlers to doing you know, animals do kinds of courting dances. They show the peacock feathers, those are the male peacocks. The fancier and more shimmery and more amazing and dazzling the feather display, the more the females are attracted.

Why?

It takes a lot of energy to carry that crazy ass display around and to make it. And for you to have the resource to put into that and make it even shinier and even bigger shows power, strength, status, resource. So it's similar to men who drive fancy cars or wear a Rolex.

They're trying to display a signal.

I have a lot of resource. And certain women might fall for it, but you could be, you know, broke at home living in your mama's basement and wearing a Rolex.

So what are the signals that are fakable and unfakable?

And we gotta get really clear on how to generate authentic trust and feel like that client, that customer is going to actually be served and happy and supported if they come with me.

Now there's a lot of people who actually they would be served well by you, but you don't believe it yet, and that's the self esteem upgrade that we need to make. And there's some people who would be served very well, but they don't know how to describe that. They don't know how to stand for that. They don't know how to display it.

And trust is actually one of my favorite words, and it's because trust has us in the middle.

K? You guys can hear see the trust has us in the middle, and I don't think it's an accident. I think this is little Easter eggs in in language. And what trust is is that people feel safe enough to make a decision towards their dream, towards their outcome. And I think us the us has to be central or primary in an interaction with another human being for them to actually trust you. That's that's one of the ways it's an unfakable signal that people it's very hard to fake helping someone feel safe around you.

People try all the time. But the more discerning that you are, the more you'll see, oh, I don't I feel like their agenda, what they want from the situation is a stronger signal than this relationship being valued.

And whenever you feel the agenda of someone is more important to them than the us, you will not trust them. And the minute you feel like this us and how you're seen and felt, your emotions are valued and this relationship is valued, the more you trust them. So us is in the middle of trust just means that us is central to trust.

Okay. So I've discovered there is this client test.

The well, it's like the ideal client test or the avatar client test. And in strategy sessions or initial conversations or client invitations, whatever you wanna call it, the client is always putting us through an interview.

This is what's happening. They're putting us through a psychological examination. They don't even know they're doing it. Maybe they might, but they mostly don't, and we don't often track that they are tracking to see they're looking to see, is this someone I can lean on in this area for the support that they're claiming they can give?

And I think we need to be we need to have three things in place for a client to deeply wanna work with us to have that trust.

And during the initial conversation, whether it's just at a dinner party or official strategy session or a sales call, we need to build the client the the client trust very quickly, and we can't fake it.

Higher quality clients, which is what we always want, are very discerning and not easy to do.

So these are the three things I've noticed that need to be in place for me to trust someone and for my clients.

So we wanna get good at these three. So and not just good at having them, good at displaying them.

Because you can have all the great stuff in your store, but if you don't know how to display it in your window display, then no one's coming into the store. Okay. So the first one is curiosity.

You having genuine curiosity for the client to feel understood.

And there are these strange little tricks that I use with my family, my friends, my clients where I ask a question, and the first asking is almost like, the first pass.

It's I don't even count it as the question because I actually think people don't believe the first time you ask the question. You kinda have to ask the question twice, sometimes three times for them to be like, oh, they're really, really interested.

Like, how's your mom? Oh, she's fine. She's fine. No. I know she was struggling with Alzheimer's. How is she really? How is that going?

Like, it's almost like nobody believes your questions anymore unless you double click on them. And it's just good to know that because we often don't wanna harass people. But in my experience, until I get a dodge three times, I don't really believe they don't wanna talk about it. But you have to be attuned.

Right? Because sometimes people don't wanna talk about it, but most of the time, they do.

And don't let them off the hook with the first pass.

Almost everybody's fine. Oh, I'm fine. Everything's fine because they just wanna brush over, but some people don't buy that. They keep probing, and those are the people that pass the first part of the trust test.

So the client has to feel your genuine curiosity. It can't be, you know, superficial. And the way they trust your curiosity is that they, at some point, at the ends of your questions, feel more understood, witnessed and understood. So their pain and their desires have to feel like they landed with us.

The client has to feel empathized with and heard, gotten.

You know, when you say things like, you make sense. I get it. Anyone would struggle here. It totally it totally makes sense that you'd be frustrated. If you're you're innocent, basically. The client needs to feel like there's an innocence and dignity in their experience, whatever it is.

So what we wanna do with the curiosity is probe persistently. And so I don't say the same question over and over again. I'll say it in different ways.

After three, I give up, and I'm like, they're not ready. And then I'll go to another question and see where where I can probe. Where is it open? It's almost like you're going around a locked house, and you're checking all the windows and the doors and seeing which one can I get in?

Okay. So the curiosity is really about acknowledging and honoring the struggle wherever their struggle is because no one wants to talk about struggle. It's not cool. It's not high status.

It's not high status to walk into a situation and be like, I'm fighting with my daughter. My marriage isn't working. No one goes out with the curlers in their hair. People like to look like everything's fine, but don't buy that for a minute.

When I meet someone, I'm like, there's nobody where everything's fine. I'm not fine. There's all kinds of places where I'm losing my **** in my life. So I'm just looking for where I'm like a pain detective.

Where could they get and use some support?

Now I'm a love coach, but, man, I can coach someone on anything because everything's involving emotions. So acknowledging and honoring their struggle once you recognize it, so you have to ask questions to recognize it, seeing them as sane and valid and understandable.

And this is this curiosity is really about getting the client as in they feel gotten by you and meeting them where they're at. We're not trying to get them to go anywhere. We're not trying to reframe them. We're not trying to give them advice or a tool at all.

Nobody will take your advice, your tools, or your reframes until they feel understood.

And if they do, they're only half hearted. They're just, like, trying to please you. But once someone feels like you get what they're struggling with and you're you repeat so what I'm hearing is da da da da da, and they're like, yeah. Yeah.

Then they're poised. They're ready, open for something next. It's kinda like trying to give someone a someone trying to give you an apology.

They're trying to apologize for something, but they don't even understand what you were hurt by.

Like, I'm sorry. I'm sorry that I was late. And you're like, I'm not mad that they're late. I'm mad that they didn't call and da da da da da. Until they understand what you're upset about, the apology doesn't land. And so your offering of support doesn't land until the person feels understood. So curiosity, getting the client, having them feel understood is number one.

Okay. The second second one is care.

Curiosity often indicates care, but the client or the person has to feel like our heart, like it matters to our heart that they're struggling.

And this part, you can't fake. I don't know how to fake this part. I don't know how people fake it. Maybe some people try, but you have to find the place in you that is willing to taste the heartbreak, the suffering, the overwhelm. You have to actually be with it for a minute so that your heart comes up and goes, I want to help. You might not always know how to help, but someone can tell if you care. And this care is like a it's basically love.

They have to feel your love. Now I don't tell people I meet brand new, oh, I love you or show love in those explicit ways, but I am broadcasting that, that I care, that there's a commitment in me for them to move through their suffering or to find a new way.

And I'm validating their pain and their desires as real.

Their dreams is, like, valid.

Like, the the thing that they want as valid and achievable.

They don't always know that. So just having another human being show commitment to their outcome.

Like, someone mentions, oh, they wanna start writing music again.

And then I pick up on that, and I go, well, what would it you know, I hear how they're struggling, really honor why they're frustrated. And then I'm like, what would it take to have you try doing the x y z this week? Like, what would support you? What if I texted you on Friday and reminded you to pick up the music book or whatever? Like, something that shows you are committed. And commitment isn't words. It's some sort of action.

It could be a follow-up. It could be a check-in. They have to see that our heart is invested, and this helps the client feel like, oh, there's validity and sanity to my dream. And what is really being shuttled to them is you actually deserve this outcome.

You're worthy. You deserve it. I believe in you. Right?

I will bring the the the way I show care when I'm talking to someone if I'm entertaining working with them, especially if I've had a referral, is I'll say something like, well, I hear what you're like, they'll write me an email usually. I'll say, you know I'll I give them three questions to start. When someone introduces a referral to me, I always have three questions I send out. The three questions are I have to look it up, but it's basically, what's what are your deepest desires and dreams around romance or in this relationship? What are your biggest fears and frustrations inside this dynamic or inside relationships in general? And then what patterns have you noticed in yourself that might be keeping the connection intimacy that you want at bay? Like, so what do you want?

What do you not want? And what is the crazy?

What is the crazy that you've mapped? Because maybe they have done a lot of personal growth work, and maybe they've done none. So I just kinda wanna see where they're at that. And so in my response, I'm well, the questions show my curiosity, and I might ask follow-up questions.

And my care, when I literally try to feel the client's agony, it's very it's easier for me around relational dynamics because I've just I've been through them. I know when someone's going through a breakup or tension in their marriage that it's not a small thing. It's the biggest thing, and it's haunting their minds twenty four seven. And they're dying to be understood around it.

And so in my response to their questions, I often come from the stance of, like, I hear you. I see you. I I explain how I understand their heartbreak or their pain or their struggle. And I let them

know that I will bring all my creativity, all my imagination, all my intelligence, ingenuity, and and love to bear on this work together.

And we're gonna we're gonna work in collaboration to create some freedom, some power, some opportunities on the other side of this. And and I let them know that my my game is to take all my knowledge and custom craft a path from where they are now to where they wanna go. That's what they're paying for, not a program, not a set of protocols that they get put through because they could buy that online.

They want custom crafted the way you would go get an orthopedic shoe made at a chiropractor's office where they take a a shape of your foot, and they mold it.

And then I I'm always future pacing and letting them know, yeah, in the future when you are beyond this issue, you'll be really poised to do x y z. I'm always letting them know that there's a future where they're they got the thing they want or they move beyond it, and I'm painting that reality for them.

So they they go, oh, she isn't just believing in me. She actually already sees it. Somebody already sees it because they don't see it. So the care is really about I care about you. I got you. I'm at your side, showing your personal commitment to their dream being good and possible, and asserting directly. I'm gonna bring everything I've got and all my knowledge, all my creativity, and we're gonna create together that future.

And you're basically showing okay. So wait. We did curiosity, care, commitment.

So this I mean, they're all mushing together, but I'm trying to separate them.

Commitment is the proactive leadership in their problem area.

So whenever I talk to my clients, I am or any friend, I am proactively leading a conversation exactly in the area where they were stuck last time to see what progress we've made and where we can go next.

And I'm micromanaging it and babysitting progress on that area.

This is really, like, I believe in you, and I'm I'm I'm committed to you getting to the outcome, but you can't be more committed to their outcome than you are to being with them.

So the it's a fine dance. So the way I think about it is I'm committed to being present with the current struggling frustrated person in front of me and dignifying that and connected to that, but I'm committed to that future successful version that hired me because their future successful version is what hired us. And then we gotta dance between these two versions. So the commitment to the future success is palpable, but they can't feel like you're ignoring the current version.

So you're connected to who they are now, validating and honoring, but committed to that future.

And they can handle that commitment being more infidelity with their future self than their current self if they feel that you're in rapport with their current self. So it's almost like these these two people you're working with, and they get jealous of each other. They get envious of each other. Look.

If you say to someone, you know, our our relationship would be so much better if you could just be on time. You know, that's that's what I want in a partner. Now you've put your current partner in competition with some future fantasy version, and they're like, don't compare me to that person. Screw them.

And then they don't wanna be like that other one.

So we can set up tension between the current self and the future self.

Okay.

So curiosity, care, and commitment.

Let me see if I can put a little summary of these in the chat. And any comments or questions about this? I've really tried to figure out what is it that has a client choose me or who I choose. And if I have these three now you can have con like, curse the reason I'm sticking to curiosity, care, and commitment, of course, you need to know some skills, but I really don't want you to think it's mostly skills.

Because even a nice caring grandmother who doesn't have all the coaching technology, if she has curiosity, care, and the commitment, she could probably get the person as a client. These are the three that actually get the client. Most people are not picking you based on your degree or how much skills you have in your portfolio.

They don't even know that that's something to track usually.

I've noticed that if the person feels these three things, they just leap. They just go, oh my god. I feel so safe.

And that actually ends up influencing it more than any accolades or certifications you have.

And that's why I'm picking these three because everybody always thinks it's how much tools you have, how much finesse you have in a coaching session, your credibility.

But these are the three I think that actually makes them choose. Okay. So let me just check-in. How's this landing?

Making sense? Any questions?

Any pushback?

When you do all of these three authentically, you're letting clients feel and know that you are the one person on the planet that's equipped, committed, and personally attentive to their success in this one area of their life.

When I'm working with a client on their romance, there's nobody on the planet. Not no friends, no siblings, no parents, no kids. Nobody has the time, energy to take all their creativity and attention and focus it on this one area of their life. Nobody. I'm it.

And no one's gonna go as deep, and no one's incentivized to have that be the one thing they talk about.

And so you being able to be that one person on the planet that they can take refuge in, this is a priceless opportunity, and it's what gives you the edge over other coaches who may even know more tools but have less heart open safety producing full trustability, which is what they need in order to choose you.

So I thought we could just practice this a little bit. If there's any questions, let me know. Otherwise, I'm gonna have us practice this.

This is Landon, Kimberly, Stuart, everyone. Okay. Cool. Alright. So we're gonna do a little practice of building client trust.

Alex, did you have a question, or are you just joining? Okay. Cool.

We're gonna do a short strategy session with a client in some area of stuckness. K? So you're gonna have a coach and a client.

And let's see. Maybe I do a little demo. How many people do we have?

Well, why don't we just do a little demo? Who wants to play with me? I'm gonna do a quick laser coaching session where we're just gonna go through it.

Alright, Kimberly. You ready?

Ready to play?

Okay.

Okay. Great. So I want you to think about an area of stuckness in your life, some place where you're feeling, you know, like you're not making movement. Try to make it the hardest one in your life because I only have ten minutes, and I can't go into the deepest trauma. So Okay. Once you've got one, then I'm gonna ask you now, In this area, what is the outcome you most wanna create? What's the thing you'd want to have happen?

I'd like to lose thirty pounds. K.

You'd like to lose thirty pounds.

Great. Super specific. And if you lost thirty pounds, what would that do for you?

It would I would be able to fit back into my my normal clothes.

K. And I'd feel a lot better about myself. I'd be healthier, and I probably would feel more confident about everything.

K. So you fit into your clothes. You'd feel healthier. You feel more confident. How would that influence your personal, professional life, romantic life?

Every single way. Isn't anything any aspect I don't believe that would be affected. I think everything would be affected.

Okay. So you so to be more specific, you'd feel more confident in being out interacting with possible romantic partners. You'd be more confident in how you handle yourself with your family.

In social situations, you'd have be more expressed.

Maybe you'd even go out more, have more interactions with humans.

Yep.

Great. For sure, go out more. Okay. Got it. Which is where you meet friends and clients and partners. K.

Yes.

Okay. So how will you know when you've arrived at that? Like, what is your proof?

Is it just you weigh your I mean, it could be two ways.

It's the scale, of course, and, also, I'm fitting back into my old clothes again.

K. So you're fitting into your clothes, especially you have a lot of clothes that you like and you can't wear anymore.

Yeah.

Yeah. And they all have part of your personality in it. So what's it like for you now? What is the current situation?

Current situation is I'm not going out. I'm not socializing very much just with my friends over the phone that most of my friends don't live close by anymore.

So I'm not going out. I'm not going to any of the local bars, and I'm prob I'm somewhat depressed because I'm a very outgoing person.

So Yeah.

This is counterintuitive to my personality.

And what was the question again?

I'm sorry.

No. You answered it that about the struggle. If you were to close your eyes and just feel into the ten the the contraction that comes when you think about your your weight, just close your eyes, feel it.

What number out of ten contraction is it? Ten being the highest here being the lowest.

Oh, it's a ten.

Okay. It's a ten.

Yeah. Okay.

So how do you feel about we work with it a little bit and just hang out with that, see if we can honor and let go of any of those sensations that might not be yours? Will you are you willing to play?

Oh, yeah. I wanna play. I I I didn't hesitate. I raised my hand.

Great. K. So close your eyes. And when you think about your relationship to your body, feel the number ten out of ten, you said, and just notice where it is in your body. Keep your eyes closed, and just report. Where is it? Shoulders, neck, belly?

Oh, it's it's in my heart.

Okay. Keeping your eyes closed.

The most in my heart and my throat, possibly.

Okay. Good. So in your heart and your throat, keep your eyes closed and then just attend to your heart and throat, and just notice where it's stronger.

Well, right now, it feels like it's up higher probably because I'm talking.

Okay. So it's a little up higher in your throat. So I want you to just use your imagination now, and I'm gonna have you just slightly open your mouth and use your visual imagination to let go of that sensation in your throat.

It can move out of your body any way it wants. It can move out through your mouth, through the top of your head. It can evaporate out of you, drain into the ground. Whichever way it wants to move, you wanna give it permission to take up space outside of your body and just allow it to take up as much space as it wants outside of you.

And as you breathe in, you're calling anything that is your life force back home. And as you breathe out, anything that doesn't belong to you that might be someone else's patterns, programs, shames, expectations, you're gonna let those move out of your body. Just holding that intention, breathing in, calling all of your bits back, breathing out, letting go of anything that's not yours.

That's right. You're doing great.

And now with your eyes staying closed, I just want you to imagine that the earth that you're standing on, which gave rise to you and all living things, is there supporting you, and the earth is supporting you, and it's sending up life force energy towards you. Imagine a cord shooting up from the earth into the bottom of your spine, and it's sending up life force, chi, aliveness, energy into your body in your favorite color. Whatever is your favorite color, that is the force coming up from the earth into you, flowing all through your body, filling in all the gaps left behind so that you're fully occupying.

Kimberly is fully occupied with her aliveness.

And with your eyes closed, just tune in to your area of your throat.

What number is it at now?

The first thought was five. We've halved it.

Great.

K. Now send some white light and love to that area in your throat.

It's almost like you wanna give that area of the throat a chance to speak.

And when your body speaks, it's always a loving wise woman, like a Zen master.

Your body always speaks with reverence.

Ask that part of your body, what are you trying to teach me?

What are you trying to show me?

I need to love myself more.

Okay. So it's saying let it wants you to love yourself more.

Okay. Good. And then ask that part that's teach teaching you, what's one small thing I could do to show more love to myself?

Keep my promises to myself.

K. Is there one promise in particular that's easy to keep that we could start with? Ask her.

Oh, go to bed at ten o'clock.

Okay. So I want you to speak to that part inside your heart, your chest, and just look her in the eye and say thank you for giving me the your needs.

And I promise to do my best. I might not be perfect, but I promise to do my best to go to bed at ten o'clock and honor you.

And just let that sink in as a little private, loving pact between you and yourself.

And just notice how your body feels now.

What number is it at now in your Okay.

Three.

K. Nice deep breath in. Long slow exhale.

Excellent.

Hi. Welcome back.

So I have a quick question. So, hopefully, this is gonna be on the replay?

Yeah. It's all gonna be on the replay.

Okay. Good. And then one more quick question because I don't wanna forget. Do we did we get an email that I might have missed that we to take the test for the last class?

Because we need to take a test. Right?

Oh, but you're not even gonna get that until you're done in the program. Oh, Oh, you mean for VC?

Yeah. Yeah.

Hey, Kimberly. We talk later today. I can Okay. Give you all that information, but it was Okay.

Thank you.

Thank you.

Alright, darling.

As I've asked all everybody in people in class, and I'll keep getting I'm getting an email, so I'm just Perfect.

Yeah. No worries. So I want you to notice, Kimberly, how easefully and fluidly and beautifully you're able to do that. All you did is actually turn your attention inside with a little bit of guidance.

You're so crazy good at it.

I feel like all tingly inside all over my body. I feel tingly and happy.

I want you to notice that you did that. Right? You listened to what I was guiding you towards, but you actually did the work, and I hope you could sense that I was staying with you, checking in, making sure that we were in alignment.

And this is a practice you can do any moment that you have. Any moment that you're feeling a little overwhelmed or stressed, it's counterintuitive.

But if you just closed your eyes and turned our attention inwards towards our body and just scanned for whenever we think about the frustrated problem, where in our body do we feel it? And just attune to it.

Do some deep breaths. If it's over five out of ten, like, it's a strong number, we literally imagine with our in breath calling any bits that got scattered or scared back home, And with our out breath, letting go of any bits that we took on from other people, other people's shaming, guilt. Could be our parents. Could be our family.

Doesn't matter. You don't need to know whose it is. But we're often overwhelmed because we've taken on someone else's stuff, and our nervous system cannot assimilate, digest, process other people's programs or expectations or feelings. So we have to enmesh, and you did it so beautifully.

And I totally see you going to bed at ten o'clock at night, and I see that rest as a kick start for self care.

And when you're taking rest that is honoring your body, you start to eat in a way that honors your body.

And believe it or not, the healthy body that is calling you forward, this is the first step that it thinks is important. So if you take it on, you're already on track. Will you take it on?

Oh, yeah. Okay. It's a it's a it's a regular goal.

If I could because I'll wake up the same time whether I go to bed at ten or not. So I need to I and I'm go eight hours a night is my goal. Great.

So tonight, let's just work with one night.

Tonight, will you go to bed at ten o'clock? I will definitely. Okay.

Yes. Yes.

Alright. Alright, sweetheart. You've got this.

You.

Alright. Take care, sweetie.

Thank you.

Okay.

So we're gonna just practice doing a little coaching session. And during your coaching session, I just want you to be I'm gonna put it in the chat here. Kim, just check if that's okay.

You're going to be displaying your curiosity, your care, and your commitment and, you know, really inspire the other person to believe that you're on their team.

Alright. Kim's gonna put you in groups. I don't know how that works, Kim, if it's one of me, two groups of two or maybe one group of three, and I will see you on the other side. Let's do half an hour.

I think it'll just be fifteen minutes each.

Or if it's if it's three people, then we'll do forty five minutes.

Okay. Thirty minutes.

Alright. Just to tie it up. So how was that, Alex? Just Alex and Kimberly?

Yeah. It was good.

Yeah. It was great. Yeah. He was perfect. Every single person I've gotten has been wonderful.

Okay. And did you notice that if you're bringing just more intentionality around care and commitment and curiosity and I know we're following a structure here, but the fact that you care and are curious and are committed is actually irrelevant to the client if they can't feel it.

It's irrelevant. There's a lot of people I care about.

But if they don't know it, it's the biggest tragedy of all.

And so we have to get good at not just marketing what we offer as a coach, but we have to get good at marketing our care, our curiosity, and our commitment. And the way we market that is by being persistent with questions.

No one's gonna get mad if you really wanna know how they're doing since they were depressed last month. No one's really gonna get mad if their parent passed away, you're like, no. But what's really going on? It's it's a test. And and in order to pass the test, you have to be different than what everyone else is doing. And how do you prove your commitment? What are the unfakable signals?

Being willing to go out of your way for someone, even, like, go past their pushback. That shows gumption.

Explicitly saying you care. Like, literally saying, I just want you to know it really matters to me that you find your soulmate. It really matters to me that you find your way through this difficult time with your partner.

And I can imagine the agony you're feeling, your partner's feeling, and the children, and I'm committed that we move through this as soon as possible so your family becomes comes back into integrity. You have to say it.

And, yeah, care and commitment are are similar, but don't be afraid to say things. Like, I say that coaching is distilled down into I believe in you. Like, I believe in you. I believe in your dream. I believe we can get there, and you deserve it. But no one actually says it.

I don't know if I can't even think of anyone who said that to me. I remember one mentor once saying, I see greatness in you, Annie, and I never forgot it. He took me and says, I just I was actually coming into work late. He was trying to pep talk me, and he was like, Annie, I want you to focus. I know you can do this. I see greatness in you.

And I was like, oh, you see greatness in me? And don't say it if you can't see it, but in the areas where you can, why wouldn't you just say it to the people you see it in?

I believe in you.

I feel your dreams are palpable. You deserve them. I see greatness in you. Any of those things, say them.

Any last questions or comments before we close?

Yeah. I agree. It's I I have that that that caring.

I I definitely have the curiosity and the commitment, but it's it's saying it out loud. That's that's the real big opportunity for me.

Yeah. Well, try with your family. Like, try with people where it's just, like, eat high stakes, and it would be really great if they know. And I you know, people assume that their kids know you care for them because the food's on the table. But when do kids actually who would you be? Who would we be if our parents sat down with us just for a minute one day after dinner or in the morning and said, I want you to know that what's going on at school right now, your struggles with math or your issues with the teacher, I care, and it matters to me how you feel.

And whatever's going on inside of you is very important information that I want to understand if and when you're ready to share it. Like and I believe in you and your ability to navigate it, and I wanna be your ally, your friend, your supporter.

Use me. Like, whatever way you wanna say it, you make it explicit.

And what's the worst that happens? They go, I know, dad. I know, mom. Like, that's the worst that happened.

Could we be surprised?

I mean, I I have gotten to the point now where I know what I'm good at.

I know I have greatness in me, but no one says it. I mean, if someone said, hey.

I see greatness into you, I would just be like, oh, it's nice to hear. Even though I've done a lot of the work where I'm not, like, insecure about it anymore.

So you never it's like telling a beautiful woman she looks beautiful. I have never met a beautiful woman who isn't delighted when someone says, you just look gorgeous today. Never tired of it ever.

Sarah Jane.

Can you hear me? I'm in a noisy building space. I can't hear boarder there. So I just wanted to check.

I was up painting, and I was listening, and I wanted to check that I understood you. Did you say that the curiosity, the care, the commitment is all irrelevant if you don't share it, if you don't see it? Is that what you said? I wasn't sure if I heard you correctly.

I mean, I'm being a little cheeky. Of course, it's relevant. It's better to have it than not have it. But what a tragedy to have love and care and belief in someone.

And for them to not know it, that's like having a winning lotto ticket in your drawer, but you don't cash it in. That's, like, big tragedy. There's a lot of people who don't feel love and belief in comments. Yeah.

You need to differentiate yourself from them and be explicit.

And Yeah. Yeah.

You know, I love you. I care about you. Okay. Great. What do you care about? I care about you getting into the college that matters to you, and I'm available to work with you if you bump into any issues. Specific, it's it's the difference between you look nice today and or you dress nice and, wow, that color is so perfect, picks up on your hair.

You need to wear a lot more purple, And I love the way you specific. The reason why we wanna be specific when our with our compliments or our beliefs and cares is because they're harder to fake.

K? It's harder to say, I really love the way your blue shirt matches your socks and also happens to pick up on your eyes, well done, then you look nice today. It's just harder to fake, and so people trust it more the more specific it is.

I know that we're on time. I if it's okay just to tell a really quick story, I saw a woman in a retail shopping place. I was in the car, and she just looked amazing. She the colors, her scarf.

So I rolled the car, and my daughter was in the car. She's like, mom, she's gonna think you're a stalker. You're, like, driving the car slowly along beside her. And I said, excuse me, and she turned around, and she was all startled.

I said, I just wanted to say you look amazing. I love your color choices and your scarf. And she just went, oh, oh, right. Thank you.

And I said, have a nice day.

And I drove on, but I looked in the rearview mirror, and she swaggered along that road.

Yeah. Yeah. And it does take courage to puncture the social mores even in a coaching conversation. This is where the courage come in. This is why people will choose me because I have built I don't know. I'm shy in lots of places. But it when it's making my affection and admiration transparent to someone, I've trained myself that I'm stealing from them.

I am stealing from someone I care about by not telling them when and where I care, when I had a squirt of yay, when I was delighted to get their text. If I don't tell them, I feel like I stole an opportunity for them to have a swagger because I'm so shy, because I didn't wanna look weird. So I'd rather steal their dignity. So I've turned it into whatever I have to shame myself because I'm a shame addict.

To feel shame so I can do it, but you can find your own way. And I think when you have a delight at another person's dress or their prowess or their vision and you get a squirt of yay with a client, it's like you both put fifty fifty into a lotto ticket and the lotto won, but you didn't give them their half. You just, like, hoarded you just, like, hoarded their your happy moment of delight. And and not only hoarded it, you stole it from them, and you literally robbed them of a moment of aliveness that they could have had.

So just stop hoarding and stop stealing and be transparent about any moment of yay that you have towards someone else, even just in the middle of a conversation. I noticed I'm feeling really expanded and delighted by this conversation. So happy to be with you here. Who says that?

Say it.

Alright, guys. I'll see you next time.

