



## Look, See, Tell the Truth, Take Authentic Action

### **Coaching helps you bring your dreams into reality!**

We do this by following a four-step Coaching model. The Coaching Model helps to get you beyond the mental chatter that is giving you reasons to stop moving toward your dreams and having what you want in life. Learning this model for use in your business is part of developing a new skill you can use in all areas of your life. These are the steps:

### **Step# 1—Look: Shifting your attention**

When you look at something, you direct your attention toward it, focusing your energy upon it. Looking at something is simple but not always easy. It requires practice. That's because we get interference from Monkey Mind. For example: If you were asked to look at how you spend money and you start to turn your attention toward the question, you may hear Monkey Mind saying: *"I really don't need to do this. I am really ok with money, I just run short once in awhile."* At that point, are you willing to keep your attention focused on looking at how you spend money—no matter how inconvenient or uncomfortable it seems? If so, you are on the road to success in step one.

### **Step #2—See: Be curious about what is there**

To see means to notice, examine, or discern. The act of seeing can give focus to the thoughts and actions that have been there all along but that may have been outside of your awareness. For instance, once you look at how you spend money you may see that you buy a coffee and snacks every morning without really thinking if you want it. You may see that every month you are short and worry about how to pay for necessities. Or, you may see that you have money left over each month—enough to put some in savings. Whenever you are asked to "see" what is going on in an area of your life, Monkey Mind will start its chatter and you will need persistence and energy to continue to "see." Are you willing to see? If so, we continue!

### **Step #3—Tell the Truth: What did or did not happen in physical reality**

Truth means the accurate facts or reality of a situation. The truth is what actually happened in physical reality. The truth is measurable and objective and without thoughts, feelings, judgments, or emotions getting in the way. "I contacted 20 people today during lead generation and follow-up time". "I did 20 sit-ups in 3 minutes." "I put

# YOUR COACHING MATTERS



*"Success is doing what you said you'd do consistently, with Clarity, Focus, Ease and Grace" -Maria Nemeth*

\$150 into my vacation account." These are statements about what is true in a situation.

## **Step #4—Take Authentic Action: A meaningful next step**

Authentic action moves you forward; it is purposeful action that moves you toward realizing your goals and dreams. Authentic action is simple and obvious. An authentic action for someone with a toothache is to call the dentist; for someone going back to school it may be to complete an admission application. For you, it may be knocking on 50 doors.

We will repeatedly use this Coaching Model in our work together as you begin to make changes in your life. This model will provide a process for you to gain clarity and support to bring your dreams and goals into reality.

### **Reflection:**

**How will Look, See, Tell the Truth, and Take Authentic Action support you on your hero's journey?**

**L**   **K**

~ Direct attention toward

**SEE**

~ The miracle of seeing what was there all the time occurs

**TELL THE TRUTH**

~ What happened in physical reality

Period.

No thoughts

No feelings

No opinions

## **Take Authentic Action**

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