



# *Sacred Depths* Certification

## Intro and Energetics of the Coaching Relationship

Joanna: So welcome everybody, we're officially starting. Yay. I am just thrilled, thrilled, thrilled that you are here for Sacred Depths. I've been waiting for you and for this day. And I'm really just so excited for all of it. And I hope that you are so first and foremost. Hold on one sec.

First and foremost, one of the biggest reasons that I'm excited is because those of you that are here that have raised your hands to be here to be in this room, you are incredible. In case you didn't know it, you are incredible and I'm honestly so truly honored to be here with you and to guide you and I'm so excited for this incredible community to come together and for us to get to know one another and to support each other.

Next, I'm really excited because together we're about to step onto a sacred and important and vital journey. It's the journey of really going deep into the art of co-creating, not only incredible results with your clients, but also co-creating beautiful inner shifts and long lasting growth and transformation, both with your clients and also for yourself. You're going to emerge from our time together, highly skilled to navigate pretty much anything that your clients toss your way consciously or not. You're going to emerge from our time together, equipped to handle your client's fears, resistances, self sabotage mechanisms, their stalling mechanisms, their obstacles. And by the time that we're complete, just in case you happen to see your client fears, resistance, obstacles, and stuck places as things to fear yourself, or to stay away from, you're actually going to be looking forward to these things when they come up with clients. And hopefully you'll even have a bring it on attitude about fears, resistances, obstacles, all of it, because you're going to know that what's waiting for them, for your clients, on the other

side of it is incredible with your support. More satisfaction, more freedom, greater ability to create what they want.

My intention is that through our time together, you're going to learn exactly how to hold sacred space for your clients so that they open up quickly. So that they trust you deeply, so that they receive the holding and being seen and heard that they need from you to transform and grow and to take action that's aligned for them. And if you're already doing this, my intention for you is that you're going to be able to go even deeper into it. By the time that we're complete, you'll understand client behavior in ways that you never thought possible. And that understanding is what's going to allow you to go even deeper and coach and guide them with even more success.

My hope is that you'll have the confidence to stand fully behind the marketing promises that you make, because you're going to literally own inside of you exactly what you need to co-create real and big change with your clients. You're going to stand behind those marketing promises. You'll see, as we move through that clients are going to stay with you longer than what's standard in the industry. And you'll also likely see that you received more referrals, that your reputation grows more easily. And if you work with groups, you're going to see a lot of transformation in the groups as well.

So I'm excited for you to be able to step into all of this. And this would be true in any moment in history, but especially I'm excited for you to have this during this particular moment in history. We need all of these skills. Not only in order to be highly transformational and supportive after all that's happened to us as a collective these last years, but we also need these skills in order to be nourishing and empowering to all of our clients, regardless of race, gender, sexual orientation, religion, economic status, et cetera. We need these transformational skills in order to be activists with integrity. And you may be wondering why I'm using the word activist it's because I really see that part of being a transformational practitioner is also being an activist, in the highest sense of the word. We're here to make a big impact, not just on our individual clients, but in the world.

Also, as I'm sure you can imagine, I'm excited to go deep. You probably know that in the transformational industry over the last few years, it's so easy for people to become practitioners. I've literally seen advertisements for people to learn how to be a coach in four days, become a working coach in four days. And, because of all of this, there's really been some surface trends in the industry over the last few

years and some fluff. I know that if you're here, you're someone who already goes deep. Otherwise, you probably would have run pretty far from this training and we're going to be going even deeper.

I've been talking a lot about benefits in our work with our clients, but the truth is that we're here for that, we're here to go deeper and get more transformational with our clients, but there are also some other extra benefits from this Sacred Depths journey.

First of all, you're going to know and understand yourself, your fears, your habits, your patterns, your own energy sourcing, your desires, your obstacles better than you ever have before. So this is a personal growth journey also for you. And my hope is that you'll see a lot of deep shifting through our time together. You'll notice yourself bringing a much more powerful and empowered energy to your business and who you are as a transformational leader.

Another side benefit is that everything that we learn in Sacred Depths can also, if you choose to utilize it, help you become a better partner, friend, parents, team leader. Everything that we learn is about how to go deeper in our relationships. And what I hear all the time is sometimes even without even realizing it, or maybe even consciously, you're going to begin to use the tools that we learn here when you communicate with other people in your business and in your life.

The other benefit of everything that we're going to be moving through is that all of this is really here to also help you up level your marketing. Sorry about that. To Uplevel your sales conversations, your copy, your preview presentations, because the truth is that the better that you are at holding space, at reflecting, at listening, asking breakthrough questions, visioning, strategizing, at holding people's hands through their own resistance and fears, then the more effective you're going to be in all of your marketing, all of it. Not to mention that the more confidence you have in your work, the better your marketing becomes period. So there really is so much here to look forward to, to sink your teeth into. And again, I'm so, so glad that you're here.

Before we dive into our content for today or our curriculum for today, I do want to spend a couple of minutes on just what Sacred Depths looks like overall and how to get the most out of it.

So here's the first thing that I want you to know and those of you that already know me, you already know this. I am totally 110% here for you. So I'm not one of those hands-off type of teachers or practitioners. If you're here, I want to know

you, I want to support you as much as you'll let me, I want to hear your voice. You're going to be hearing a lot of my voice, I do like to talk a lot. But I want to hear your voice too. This training is designed and it's meant to be immersive and interactive. And there's so much support available to you throughout the program and in so many ways, but you need to take me up on it. So you'll get exactly what you need if you show up, if you do the work, if you ask your questions and if you participate in the ways that are most aligned for you.

So if you're someone who generally doesn't speak up, but you want to speak up or somehow you want to speak up but you just default to other people sharing, I just want to say this upfront as we start, let this be one of the inner pieces that you really work on and stretch yourself on over these months. That you speak up if you want to be expressed, if you want support, if you want to be seen, if you want your voice to be heard. Not only will it help you get what you need from the material, but this practice will help you step even more into who you are as a leader and as a practitioner. Both by taking up space, to express yourself as well as working to get what you need. And I do want to say, as we step in, and it's important to share this, that if you are someone who comes from a place or a home, or traditionally a group of people that don't feel you have the privilege to have your voice heard, your voice is wanted and welcomed and valued here a hundred percent.

So all of this is also to say, and you may like this or not, but if I don't see you around for a little bit, I am going to check up on you. I will send you a message over social media, or I'll shoot you an email. I'm going to make it a little bit hard for you to hide. And that being said, I also know that some of you are going to get exactly what you need by not raising your hands or showing up live all the time. And that's awesome too, do this your way but I am going to check up on you.

Now, all that being said, also, for those of you that might also want a smaller space or a more intimate space for expression, we've got that covered. I'm not going to share about that today because there's a lot to go through today, but I'll share next week. This is new, it's an experiment. So, full transparency, it's experimental, but I know that for some of you it's easier to share also in smaller groups or cohorts. So there's going to be an opportunity to do that. Totally optional if you want that and I'll share more about that next week.

Now, next thing, just because it needs to be said, our journey together might be a little bit intense at times. And when I say intense, I don't mean a lot of work. So I'm not into overloading you with a lot of work, but I do mean that I'm going to

invite you to go deep. And sometimes that requires a lot of you, it requires you to do your own inner work, and I'll be leading you through all of it. And it requires you to put effort to going deep with clients. So, I'm one of those people that just can't do surface. I can't do small talk at parties, I can only have a deep conversation and that's what our sessions are going to be like. And for those of you, by the way, that were at the art of client transformation, that was a very deep, intensive container, that's not what all of our classes are going to be like, because that's not sustainable. You won't get what you need from that. So we're going to go deep, but we're going to be doing it in different ways.

So just to let you know how the program is laid out, many of our calls, our training calls, they're 90 minutes long. Today our call is two hours just so I can get through the introduction and then we get to our content, but the duration is going to be 90 minutes. I'm always going to share a lot of content, like I said, I like to talk a lot. I have a lot to share with you, but there's also going to be a lot of interaction, we'll have time for shares as we go along, we'll try to see breakout groups can happen sometimes and there's always time at the end of our calls for Q and A.

I'm also known to add extra Q and A calls if I feel that there's more that you need and also let me know if you do. If you can make our training calls live, that's awesome, and I highly recommend it, but a lot of people can't make the calls live or can't make them all live. The recordings will be there for you within the day for you to go through. Along with each training call, there are homework sheets and resource sheets. And the purpose is to go deeper with the inner work that we do and the tools and the practices, the concepts that we're learning. These shouldn't take more than 30, this week might take a little longer about 60 minutes, but in general, they shouldn't take more than 30, 40 minutes a week.

Along with the worksheets, there are resource sheets where I share a lot in those sheets in short form, what I go over in the training calls. It's not comprehensive, but there are high level notes in there. I'm learning more and more about neurodiversity. And that the way that my brain works is not necessarily the way that everybody else's brain works. And so as part of that, I'm really working to include more notes for you if you need it. And I'm also going to experiment, I know sometimes when I share questions people have asked like, can you just give the list of questions ahead of time? And I'll tell you guys something I can't, because sometimes I make them up on the spot or I shift based on what's happening in the room. But I will try my best to always remember to type them

into the chat and if I forget, just ask me. We also have transcripts of every class, so you have that to read over afterwards.

A couple other quick things just for you to know. So we also have practicums. So throughout the program, we'll have special calls dedicated to practicing skills together. Sometimes it's going to be isolated skills like listening skills, questioning skills, creating awareness skills. Other times it'll be more of me modeling and us breaking down. There's lots of different ways for us to practice. And those are always so rich. If you are like, I can't make all the calls live this month, which are the ones I should make live for sure the practicum, they're highly, highly, highly interactive.

You'll also get practice, if you want a practice partner, it's optional in the program. If you want to get the certification, it's not optional, but otherwise it is. I do highly, highly recommend doing the partner practice. What I have seen and learned, practice is a really big part of mastery. And so we will, if you want to participate with a partner, I think later today or tomorrow you'll get in your inbox an email and just click on it and we ask a couple of questions that will help us pair you off as best we can with someone. The way that the partner practice works, I'll give you all of the instructions, there's this particular protocol, you're not just left on your own, but you do want to dedicate about 60 to 75 minutes for each of your partner sessions. They don't have to happen every week. If you're going for certification, you need to do 18 of them over the course of the 10 months.

And I'll just say a couple of other things for now, and then you'll get more instructions, if you want to do it. Number one, there'll be some groups of two and also some groups of three, it just kind of depends on numbers, we do our best. But I do want to say the groups of three, what I have heard in the past from participants are really awesome, you get to be an observer in a different kind of way. So you may end up in a group of two, you may end up in a group of three. You don't need to like your coaching partner, they don't need to be your best friend.

What is so powerful about having a partner in this program is that each week or each week that you meet you're working on the skills that you've learned together. There's a shared understanding, there's shared language, there's shared concepts. And it's an opportunity to really experiment and then take a look at what you've done. I know this is a question that always comes up. We do in general, try to partner people that are more seasoned with people that are more seasoned and people that are newer with people that are newer, but that doesn't always happen



because we also look at time availability. We kind of look at a couple of different things. But here's, I just want to say about that. Some of the most powerful coaching partners that I've seen over the years has been a partnership between someone more seasoned and a beginner. If you're seasoned, there's a lot to learn by being in partner practice with a beginner and observing how they are coaching and using the skill.

So if you would like a practice partner, those emails will go out today or tomorrow and just let us know by next week, by February 2nd. So let us know by next week, and then we'll spend the whole following week matching you up and by our third class, we'll get that and going.

Last piece. Facebook group, a lot of you are in already. If you're not in, please come in if you're comfortable with Facebook. That's a place for us to connect in between sessions, for you to ask questions in between sessions. I'll often add tidbits in there, I'll do little videos in there, supplemental information. It's a place for you guys to connect with each other and share with each other I really try to look up the Facebook group and I'm there pretty much every week day.

You'll see, I don't want to overwhelm you with a lot, but I just want to say you also get in your member center a whole lot of bonus business trainings. So don't go through all of them at once, but look through the topics. If you want business instruction, everything is there for you. There's a five hour enrollment conversation workshop, I know five hours is a long time. I highly recommend at some point making the time to go through it, no matter where you're at in your business, you're going to learn a lot. And if you have questions as you go through the bonus material, always feel free to ask.

I'm not going to go through requirements for the certification today, but over the next few weeks I'll share that with you so that you have that information.

Any questions just on the layout of the program or anything that I shared so far. Awesome. If any questions come up, let me know. Oh, LV's got a question. Are the practices with the same person or do you switch it? That's a great question, LV. So here's what always happens every cycle. So you're going to get one partner or set of partners, if it's a group of three and the idea is that's your person if you want to do the 18 sessions but usually three quarters of the way through the program, what happens and I highly recommend it is people start to say, this is so awesome and also I'd love to practice with a different personality or a different type of person. And then in the Facebook group, you can just say I'm on the lookout for extra practice sessions or whatever it is. And partner with other

people. Both are good, it's good to have the consistency with the same person so you can practice pulling threads, circling back to things, accountability all of the different things we're going to be learning about. And it's also really good to practice these skills with different partners as well sometimes.

Let's talk for a few minutes about resistance. So in a few short months, you're going to have learned a cartload about client resistance. You're going to have learned so much about client resistance. You're going to know the ins and outs and you're going to have so many tools. We do spend time and focus and energy in Sacred Depths looking at resistance because when someone is ready to grow and your clients are ready to grow, there's also like a 99% chance that there's fear involved as well. And a lot of times when there's fear, there's resistance. No matter how much you desire a goal, there's resistance. And as practitioners, sometimes we overlook our own resistance even when we step into programs like this one.

And so first I just want to normalize it. You want to be here, you're so psyched to be here and you maybe have resistance. And it's all good that doesn't mean that you're not supposed to be here. It doesn't mean that this isn't going to be awesome. It just means that you have some resistance. Today as we step in, I just want to briefly, briefly, briefly look at this. So first of all, answering this question for yourself, why are you here? What is the deeper and sacred purpose that you've decided to step in here? And I'll put that in the chat too. Why are you here?

I'll give you another moment with that. Why are you here? What's the reason for the sacred purpose? Create massive transformational results for clients, but you need it for yourself too, to learn to really listen, not pretend to. For your own support and nourishment, deeper connections for yourself to be a better coach, next step on your path, beautiful. To help change the consciousness of the world, to provide incredibly transformational experience for your clients. Beautiful. To help your clients go deep. Yeah. Following your instinct. Good.

So hopefully each of you have a deep why, a reason or a sacred purpose for being here. So as I said earlier, even with that deep why, resistance can show up and I want to just name some of the ways that resistance can show up in a program. So here are some thoughts that might be going through your head. For example, what was I thinking, I really wanted to do this but maybe this is too expensive or maybe the thought in your head is, am I going to really have time for this? She's talking about these training calls and these practicums and this homework, maybe I don't really need this. Or maybe the resistance thought in your head is



this is too advanced for me. Or this is too simple for me, I'm already to seize it. And or what if it won't work for me, or maybe the resistance is already showing up and being judgmental of me or being judgmental of other people. Right. All of that.

And then some of the outer ways that resistance can show up is tuning out, not doing homework, not participating. So just be honest with yourself, what's your brand of resistance right now? Or if you're not feeling it in this moment, what would you anticipate your resistance [inaudible].

#### PART 1 OF 4 ENDS [00:30:04]

Joanna: What would you anticipate your resistance here in Sacred Depths to be. Just name it, right. And then go ahead and name it so we can see it for what it is. What's your brand of resistance? From not making the time judging, hiding a lot of hiding, wanting to go to sleep. Yes, avoidance, I don't have the time getting sidetracked. Doubting yourself, comparisons. Not being fully present. Yep, not enough time is a biggie. This is the right next step for me. Not choosing to create the container to do the work. Yeah. So it's important to just name and see. And so my next question is, based on what you're seeing your brand of resistance is, and just journal on this for a minute, see if something wants to come through. If there was a fear behind the resistance, what would it be?

So here's another way of asking the question. When you tune into the why, the question I asked before, why you're here, for as excited as you are about the why, what's the fear in it? What's the fear? I'll give you a minute with that.

(silence)

Let's take it a step further. What's the part of yourself, or the pattern, or an idea, or a belief that would be at risk for you if you were to really achieve your goal for this training? So what would be at risk for you if you were to full on be here and get what you want out of this training? What would be at risk for you if you were to fully be here and get what you want from this training?

Yeah. "At risk, I could no longer play small," Nina's saying. Yeah. If I'm saying I'd have to be fully responsible and step into a role as a leader that I couldn't hide away from. Rose is saying, "I'd have to give up my excuses, my smallness, and my fear." Janae, "That I would magnetize so many clients and burn out and staying within your comfort zone." Yeah. And LV it's okay if you don't feel a risk, I'm just prodding in here, in case there is. Yep, Johnny and Mark, "You'd have to be more

seen. You have to let go of other things to create the time." Yeah. You found one LV, good? Elijah, "What if I'm still not the leader and coach I want to be after this?" Okay, good. So hopefully just this little bit of work is helping you. The reason why I'm kind of just putting it in here to start is because I want you to track yourselves, 10 months is a long time.

And there's ebbs and flows in 10 months, right? There are times where you're going to be like all on, like so excited about this, but that's ... And then you might retract a little and come back. That's normal, just so you know, we all move and work in cycles. We'll be looking at that a lot in the program, but I'm kind of throwing this in here now, so that you be on top of yourself and call yourself out when you go into resistance here. And you can remember why that resistance might be there, what the fear is. And then the next step after that is for you to recommit.

So today we're going to really devote our time to the energetics of being a practitioner. Before we dive into harder skills like listening. When I say hard, I mean versus soft, listening, questioning, creating awareness, acknowledging, befriending your fear, all of that, it's really important to cultivate what I call the powerful energetics of being a practitioner. And we're going to look at it and focus today, but really over the course of our time together we're going to keep on coming back to this in lots of different ways. So, what are the powerful energetics of being a practitioner? Really what I'm talking about here, it's literally the foundation of all of your coaching, mentoring, teaching, consulting, advising, healing work that you do. Powerful energetics are about you as the practitioner setting the stage to have the most transformative and successful client relationships possible. The energetics are about you as the practitioner truly, truly understanding that a strong relationship with your client or clients is the basis of all that you do together.

Because if your relationship isn't strong, it doesn't matter how brilliant your questioning skills are, your strategizing skills are. It doesn't matter how fancy your sematic techniques are. They're not going to totally land if the relationship isn't strong. So I know that if you're here, you're interested in obviously supporting your clients to succeed at their goals. But if you're here in Sacred Depths, you're probably also interested, not only in helping them succeed at their goals, but in truly supporting them to grow and transform. And so here's what you need to know about this off the bat. Some of you have heard this from me before. If you heard, you'll listen even more deeply. Whatever your expertise is, whether it's helping your clients market, or become healthier, or find a romantic

relationship, or move forward in a new career. Whatever it is, whatever your expertise is, and no matter how smart and effective the information, the expertise that you have to share is, all of the nuts and bolts information, all of the expertise information in the world cannot ultimately on its own help your clients achieve their goals and transform themselves and their lives.

Going to say that again. All of the most brilliant nuts and bolts expertise and information in the world ultimately can't on its own help your clients achieve their goals and transform. All of the content and the how to's, and the nuts and bolts and the expertise are obviously useful and wonderful, and so, so important. But that's not what changes people. The expertise is not what changes people. That's not what transforms people, at least not in the ways that you think it does. What changes people is the relationship. And it can be a one-to-one relationship, a one to many. It doesn't have to be a long historical relationship, but what changes people is the relationship. In Sacred Depths we call it the container. So what changes people is the container that you deliver your how to's in.

What changes people is your energy and your presence. You as the practitioner, your energy and how you direct energy in your sessions, as well as in any interactions in between your sessions is bar none. How you show up as the practitioner is at the heart of all of it. It's what creates the change with your clients. And then your amazing content works to support all that's being shifted, and transformed, and healed through the relationship, through the container, through your presence, through the energetics.

Energy follows energy. You're going to hear me say this a lot throughout our time together. Energy follows energy. So what that means is that when you're not embodying the energetics of a transformational leader, and by the way no perfection in any of this, right? We are all imperfect beings, myself included, but when you're not embodying the energetics of a transformational practitioner, your client or clients literally feel it. Consciously they may be conscious of it or not. It doesn't matter how well you know your expertise, there's going to be something off if you're not embodying the energetics. It's going to be harder for your clients to really take in the information that you're sharing. It's going to be harder for them to execute the strategy or the action steps. It's going to be harder for clients to trust you and to trust themselves and to trust the work that you're doing together.

You can be the smartest person in the world, the most brilliant at what you do, but if your client doesn't trust the space with you, you're not going to get very far.

When you're not embodying the energetics of a transformational practitioner, it can be harder for clients to feel motivated and to stay motivated. And harder for them to work through the inevitable obstacles that come up during any growth process or journey, goal reaching journey. So again, energy follows energy. If you come to the relationship with your clients, if you come to the container with confidence in yourself, your client will have confidence in you. And I'm not talking about inflated confidence here, right? I'm talking about true empowered confidence in yourself, confidence in your client, energy follows energy. If you come to the relationship with confidence that your client can succeed, if you have confidence in them, then your client is more likely to have confidence that they can succeed. If you come to the container with unconditional love and acceptance for your client's imperfections, then your client is going to have more love and acceptance of their own imperfections.

If you come to the relationship to the container, not freaking out when there are obstacles, but instead trusting that obstacles can be worked through, energy follows energy. Your client is then going to be more patient when their own obstacles show up. And they're going to trust that they can get through those obstacles with your support. For any of you that have been around young children, you might know exactly what I mean, right? This energy follows energy. You know, when something happens, like a mistake or something gets spilled on the floor or a cut knee. If you as the adult freak out or it's not okay, or whatever it is. Even if you were holding it in and not actually saying the words, the kid feels that, right? And then they feel that what's happened isn't okay or is going to be terrible or lead to something bad. But if you have confidence that whatever has happened, it's going to be okay, it's going to work out, that just energy follows energy, right? Not so that I compare our clients to children, but sometimes I do because it's just a good metaphor.

It really is true. So all of this is why we're looking together at energetics first. And how to create that powerful relationship first. That powerful container first, before we go on to any of the other skills and tools, we don't want to overlook this piece. Because again, if you don't get the energetics, again, not perfectly, but if you don't get the energetics, then none of the rest of it really matters. Energetics also help us. They're really vital because this exploration allows us to honestly look at and course correct any misaligned inner dynamics that we have. Fears, any misaligned perspectives or limiting beliefs that are going on for us, even before we get to the actual sessions with clients. We want to work on those inner

dynamics so that can be more clean, more grounded. And then much more in our zone of genius and leadership with our clients.

So when you start to put these energetics, the powerful energetics of being a practitioner into place, what you'll see is that the relationships start to contain what I've identified as eight different dynamics that are really eight dynamics that you need, for I think for a successful relationship and success in supporting clients. So I'm going to go through these. So when you've got the energetics in place, one of the first dynamics, I've already kind of mentioned this that is going to start to happen is trust, and mutual trust. So what mutual trust means is you trust yourself and your client and your client trusts themselves and you. All of those pieces of trust are absolutely necessary. You know, you may not need all of that to achieve a small goal or the next thing. But if you're doing big work, transformational work, going after bigger goals, that is needed.

The second dynamic. Mutual respect, right? You respecting yourself, you respecting your client, your client respecting themselves, your client respecting you, that creates for a powerful relationship and container. The next dynamic, partnership, right? This is, yes, you are the leader, but it is a co-creation, and you may have even noticed for those of you that have been hanging around for a while, and even in this call, I never say you as the practitioner are creating the transformation, I always say co-create. And I say so intentionally, because the moment that you think that it's all you, that's it, it's done. It's over really. It is when you can see your relationship with your client as a partnership, that's where the gold is.

And when you can see that relationship as a partnership, that's when the next dynamic gets put in place, which is room for creativity, room for creativity. This is essential in a healthy and powerful client relationship. Because the thing is, when you don't see it as a partnership, then you end up with the canned answers, the like telling everybody the same thing, right? There's not the space for new ideas to emerge in the co-creation. There's not space for that creativity. And then next dynamic that will start to take root when you've got these energetics in place is clear and honest communication. Clear and honest communication, right? So it's not your fear that's dictating what you say. It's not your client's fear that's dictating what they say. That clear and honest communication, even when it's difficult, is so necessary for that powerful container. So we've got so far five of eight dynamics, mutual trust, mutual respect, partnership, room for creativity,

clear and honest communication. And by the way, you'll have all of this in your resource sheets as well.

There's a few more. When your energetics are in place, what happens is that you end up having belief in the highest vision for your client. This is another important one. And I want to just qualify what I mean by belief in the highest vision. It doesn't mean like they're going to be the biggest and the best and more and more and more and more. That's not what I mean by highest vision, because that's right for some people and that's not right for other people. But what can oftentimes happen is when practitioners are not fully trusting or don't really have, there's not the mutual respect, they don't see their client in their client's highest evolution and form of themselves. Do you guys know what I mean? And then the whole relationship and the coaching and the work is not built on that, right? So we always want to see our clients in their highest.

The seventh dynamic that starts to take root when those energetics are in place are healthy boundaries. We need you sometimes as practitioners, and we're going to look at all of this, but sometimes as practitioners we think, "Oh, I just need to give more, I just need." So, whatever it is, I need to give more and I need to make the session longer. I need to, whatever it is scheduled at any time of day, all the things that actually is not good for the client. We'll look more at that.

And then the last dynamic is integrity, truthfulness, making sure we're not bypassing, making sure we're not powering over, misusing our privilege. I know I'm going through these quickly, throughout the program we're going to look at all of these. Okay, let's see if there's anything. I know I've been talking a lot. I promise we're going to open up for shares. Let me see what's going on in the chat. Some of you didn't get all of them. Let me repeat them again. Mutual trust, mutual respect, partnership, room for creativity, clear and honest communication, belief in your client's highest and their highest vision, healthy boundaries and integrity. Thank you, Stephanie, for putting those out. Okay, let's keep on going. So now that we've defined what powerful energetics are and what that powerful relationship and container looks like, then the next question is, so how do you actually achieve that or create that?

There's a lot of different tools, and I want to start to look at some of them today. And let me say that probably everything that I've been sharing so far and everything that I will share on today's call is in so many ways so obvious, right? I'm speaking to those of you who are maybe in resistance, like, "I already know that." So I'm going to say a lot of what I'm sharing in so many ways it's so



obvious. If you're a human being who's interested in helping others and who's self-aware and who knows about human behavior, as soon as I'm saying each of these things, you're probably saying, "Of course, [inaudible]."

But even though it's obvious what I'm sharing, as soon ... Takes it back. Even though it might be obvious as soon as I share it, the things that we're looking at today are things that most practitioners don't automatically think about, or put into place on their own without being taught. It's like we know it, but we don't actually do it or do it fully until we become conscious of it. All right. So here's the first tool. The conscious implementation that I'm glad it's helpful to name these things, all right. So here's the first tool that can really help to put all of this in place. Equalize the ...

#### PART 2 OF 4 ENDS [01:00:04]

Joanna: In place. Equalize the playing field, equalize the playing field. So, an equal playing field in a coaching relationship or if you don't consider yourself a coach, a practitioner relationship, what an equal playing field means is that you as the practitioner are approaching the relationship with your client or clients as if you are two equal partners. You see the both of you as wise, as able, as I said earlier, as mutually worthy of respect. Now, of course, you and your client both have different roles in the relationship. You've probably got certain information or expertise that they want and need.

But that being said, there's no person in the relationship that is better than the other. There's no person in the relationship that's more powerful than the other. There's no person in the relationship that has a higher status than the other. When you have an equal playing field, that's when that trust that I mentioned earlier gets created. That's part and parcel of where the mutual respect gets started. When there's an equal playing field, then you've created an environment for true partnership and creativity for open and honest communication to happen.

All right. So that sounds like a no-brainer, right? Of course. But the truth is that many practitioners aren't actually approaching their client relationships with an equal playing field, even if you think that you are. And I just want to say that the equal playing field is a lifelong or career long maintenance thing. I still have to come back to this piece for myself sometimes. If you're not conscious and aware of equalizing the playing field, if you don't actively work at it, it's actually pretty easy to fall into the trap of either not totally owning your expertise or not seeing

yourself as smart enough or intuitive enough or anything enough. And then when this happens, then you may also start seeing your client as smarter than you, or better than you or too powerful or overpowering. Maybe you get intimidated by your client, or you're scared that they're going to judge you or get angry by something that you say or suggest.

It's almost as if you forget when that playing field, is it equal? It's almost as if you forget that your client is another human being. And you maybe start seeing them as like a cold robot that you have to be careful around. And then maybe when that happens, you back away a little bit from speaking the truth, as you see them around a client's patterning, or you hold back on an idea that you have for them, or most importantly, you simply just don't bring all of yourself forward to really create a warm and intimate and trusting relationship. So that's one way of not having an equal playing field when you come to the relationship as less than your client. When you come to the relationship as a less than your client. The other way of not having an equal playing field is when you come to the relationship somewhere inside of you believing that your client isn't as good as you.

Maybe this shows up as just a little assumption inside of you, that your client isn't really enough in some way. Not enough to follow through on their commitments or to show up to really achieve their goals. Now, of course, this doesn't mean that your clients don't have challenges and crosses to bear, but that's very different than the client isn't good enough or can't.

So in either scenario, either you approaching with yourself as less than, or you approaching assuming that your client is less than, you're setting yourself up for having a harder time to help your client in the ways that you want to help. Because in a way, energetically, you're creating a container that's based on fear or shame or perfectionism or miscommunication, instead of alignment, openness, and an equal meeting of the minds.

And again, I just want to share that even if you're super seasoned, this can still come up, right? So, I've been a practitioner for many, many years. I teach this and every now and again, I'll still catch myself in this. So, just one example is about two years ago, I started working with a client who is a corporate coach. And she had worked with like all of the big, big corporate, just so many big corporations. They all got a lot of big corporations out there. Now, I don't have much corporate experience at all. And in the corporate world, you charge a lot of money. So her rates were actually even higher than mine.

And thank goodness, I caught it right as we were starting our first session, I caught it inside myself that I was approaching a little bit as less than, right? Like a little bit of like, Oh, I hope I say the right thing and a little bit of this, because she has this kind of experience that I don't have. I wasn't approaching with an equal playing field. Luckily, I caught myself in it before energy followed energy and re-established there. But again, just an example that it can ... even if you're here and you've been practicing for 20 years, you've been a practitioner, it can still come up sometimes.

All right. I promise you a little bit more and then I'm going to hear from you guys. So I want to check in with the chat. Yeah. A lot of agreeing and seeing this. Okay, good. So let's go a little bit deeper. So here's some clues that the playing field ... you haven't created an equal playing field.

Number one, if you're feeling nervous. A Little bit of nervous is fine, right? But overly nervous or inadequate before, during or after your client interactions, chances are, there's probably not any equal playing field.

If you're not being totally honest in your communications with your client, probably not an equal playing field. If you see that you tend to focus a lot more on your own needs, concerns, and fears in your interactions with your clients instead of on your clients, so kind of, will I be good enough? Is she happy with the work that we're doing together? What if they don't like me? If you're focusing on you, probably there's not an equal playing field. If you feel drained by the relationship, now, there may be some different things going on there, but that may be a sign that there isn't an equal playing field. If you notice that you're pretty consistently concerned that your client won't succeed, that's nother clue.

And then [inaudible] I mentioned this one before too, if you see that you're doing way more than you need to, if you're taking over responsibility for your client, I guarantee you, either you're feeling less than, or you're feeling that your client is less than, it is an unequal playing field.

What was the second clue? Chelsea's asking if you're not being totally honest in your communications with your clients. Okay. So how do you equalize the playing field? Next question. There are a couple of different ways. So first piece, and again, like I said, this is all obvious, right? That means [inaudible] to look, to really believe that your clients are whole and complete exactly as they are. My clients are whole are complete exactly as they are.

So what does this mean? There's never a need to fix your clients in any way. And that's another clue, by the way. If you feel like you need to fix your clients, it's not an equal playing field. So of course you probably have suggestions and tools for your clients, things that will help them, but first things first, you want to approach, understanding that they are whole and complete. It's your job as the practitioner to have unconditional love, respect, acceptance for your client, and to really have a sense of how valuable your client is. This is so important also just on like correcting old family dynamics, right? Think how often most people in life haven't felt unconditionally loved, respected, accepted, and that their value is cherished and seen. It's such a gift to give a client just to approach them in this way.

Okay. So let's take a closer look at this. Think about if you're working with clients, I want you to think about your current client relationships. And if you're not currently working with clients, you can look at any of your relationships, friends, family, members, colleagues, whatever it is. So if you're working with clients, think about your client relationships. And if not, just think about any of your relationships. Where are the places in those relationships that you're making your client or whoever you're thinking about friends, family members, less than you? Where are the places in your client relationships that you're making the client less than you?

And I'll put that in the chat. I'm going to add to that. Not as a separate question, but just to help you go deeper. What are the judgments or assumptions that you're making about your clients or those people that you're in relationship with? And I want you to get as specific as possible here, right? So what are the judgments or assumptions that you're making? And really if you're being honest, it's about them being less than whole and complete. And again, this doesn't mean that clients don't have challenges. Of course they do. That's why they've hired you. But there's a difference between having a challenge or a learning curve and being detrimentally flawed or not good enough.

Yeah, so the second question is what are the judgments or assumptions that you're making about your clients? And be specific, where have you been feeling that they're less than whole and complete? What are the judgements and assumptions?

So if you're seeing some things that you're like, "I just want to normalize, like all is well, it's all good. This is why we look at it, because it can happen." Right? Next question. How is this impacting the relationship? So the ways that you're making

the client less than, how is it impacting the container or the relationship? All right.

### PART 3 OF 4 ENDS [01:30:04]

The next one is, I'm not perfect and neither is my client. We're going to get deep into myth of perfection later on in the program. Actually, I taught myth of perfection right before this class for the sacred depths cycle that's in the middle. It's big, and juicy, and so important. But just for now to know the moment that we step into a session or a relationship with a client and expect ourselves to be perfect, is the moment the playing field isn't equal. And the moment we expect a client, and sometimes unknowingly, we may expect a client to be perfect, then the playing field is no longer equal.

The next one, and this is important, again, like I said earlier, we know all of this, but we forget this, so many of these things. The moment that you feel that you need to have all of the answers is the moment that the container gets faulty. Again, we all know this. We don't need to have all the answers, but just check for yourself for a moment. Do you ever go into this place where you feel like you need to solve the problem with the client or in any other relationship, you need to have the answer. You need to know all the things. The moment that you go into that, there isn't that room for creativity that I was sharing about before, there isn't that co-creation, there isn't that honest communication really. You may overstep boundaries, not honor your own boundaries.

We aren't gurus who have all the answers. And here's the other piece, which I know you all know, it's not to our client's benefit for us to have all the answers. It simply is not beneficial. Just like it's not beneficial to take over responsibility for a client, it's not beneficial to have all of the answers. There are plenty of times when I'm working with clients on their businesses, for example, where I'll say, I'm not sure. What is your intuition telling you about this? Or here's some places, but what feels right for you? There's plenty of times that I do that.

There are also plenty of times that I say, I need to get back to you on this. I don't know, but I'm going to ask a colleague, or I'll give a referral for them to get in touch with someone else. But the moment that I feel like I need to have all of those answers, it's not going to go as well as it could. The other piece related is, you don't need to be anything but yourself. Again, I know it's so obvious, but just check it out for yourself for a moment. Do you sometimes go into, I need to be

whatever, I don't know, I need to be cooler. I need to be sassier. I need to be this, I need to be that kind of practitioner, whatever it is.

You want to really watch yourself for being anything but yourself. Younger, whatever it is. And then the last piece, and this is a really important one. I am not solely responsible for anyone's growth or results. Sometimes as practitioners, even when we know better, we can slip and forget this and think that we are responsible for our clients' growth and results. It doesn't matter how much money someone is paying you. You are not solely responsible for them, for their growth, for their results.

You want to really watch yourself for falling into that trap, because as soon as you start to move into that thinking that you're responsible for your client or solely responsible, that's when you might go into over-responsibility, or over-giving, or not giving your client enough agency, not helping them learn their own responsibility. All of it. One of my very first teachers, she used to say, and I love this, I still think about this all the time. She used to say, when it comes to clients, I can tell them about the river. I can tell them where the river is. I can tell them how to get to the river. I can hold their hands and bring them to banks of the river. And I can even hold their hand as they cross the river. But what I cannot do is carry them on my back across the river.

To me, it's so poignant, again, because we know better, and yet it's easy to forget. Okay. We're almost at the end of our time today, so take a moment and write down what are some of your big takeaways from our call today. One or two, three at most. What are you really taking away from our time together today, feels important here for you?

Joanna: All right. A little bit of homework. First of all, I'd love for you to share more of your takeaways in our Facebook group. If you're not in the Facebook group, make sure you get there. You should have that link. Share your takeaways. You'll get some resource sheets from our call today with some summaries and then a review of questions.

There will also be journaling questions to go deeper with everything that we looked at today. All the resource sheets and worksheets are in your member center. And then, I'm pretty sure this is on the worksheet, but I just want to share it in case it's not. If you're working with clients, the other thing I want to invite you to do is an inventory around energetics this week. I want you to write out



each of the names of your clients. Make a chart, write out each of your clients that you're working with, and then for each of those clients, write out the beliefs or fears that you have about that client or about you in relationship to the client, and just see what's there for you. Do an inventory, write out each client's name, and then the beliefs or fears that you have either about the client or yourself in relationship to the client. It's a way of taking it all deeper.

You guys are amazing. Thank you for sharing this time with me. I'm so excited about all to come. Again, I'm here. We're going to dive into listening. We're going to start our listening module next time. I'm going to share some extra supplemental material over the week in the Facebook group. Ask questions, let me know how you're doing. I'm sending you all a ton of love, and I'm going to turn off the recording, but hang out for a minute if anybody needs anything.

PART 4 OF 4 ENDS [01:58:06]