

# **How to Tap Into What You Don't Know**

## **You Don't Know**

**Monday, September 24, 2007**

Welcome Back...are you making your calls??

Incentive: Dash for Cash...money growing on trees for your picking

Ready Set Go... trial period for new Prospecting

system...[www.readysetgo.mannatech.com](http://www.readysetgo.mannatech.com)

Topic today comes from a great article by Dr. Joe Rubino on Coaching

1. Our perspective in how we approach our business (and our lives): We do the best we can with the knowledge we have.

A. If we must increase our knowledge (which should be our goal with everything in life no matter where we are), then we must know more about what it would take in order to make us more effective. We need to change for things to change.

B. If we can improve our knowledge, we find ways to change. We add computer skills, communication skills, coaching skills, whatever.

C. In our efforts to know more, we increase what we know by dipping into the pool of what we do not know.

D. So we spend 95% of our time in one of these two areas: what we know or what we do not know. But our most extraordinary growth comes from outside either of these two areas....tapping into the vast variety of ideas that we do not know even exist. This is the arena of what we don't know we don't know.

2. How do we tap into that arena?

A. Self development courses such as Power of Purpose, Klemmer work, Theresa Romaine, etc. Share experiences here.

B. Coaching: find yourself a great coach to help you see the things you are totally missing; we all need growth and no one is born a natural networker.

C. Mentoring relationship with someone who has gained a lot of success in the field in which you are looking for mentoring.

3. True Coaches:

A. Operate not from advice or opinions: they are value based rather than ego based

- No manipulation, no own agenda, not counselors or therapists,
- B. They do not rescue or try to protect those they are coaching; Instead they listen for where one may be experiencing a challenge and they help put in place a missing ingredient
- C. They do this by asking questions, exploring possibilities, making requests, and at times confronting issues that may need to be examined. Skilled coaching is a fine art and a valuable service.

4. Coaching takes on the following characteristics:
  - A. Listening to what may be missing to accomplish a result or honor their clients' values
  - B. Lead by example and champion others to step into leadership
  - C. Are committed to their client's excellence and at the same time are not attached to their client's responses
  - D. Are grounded in personal development based principles
  - E. Hold those they coach as totally responsible and capable
  - F. Support the person coached to be their best, and live with passion while playing full out to accomplish their goals
  - G. Never make the person coached small or dependent
  - H. Champion those being coached to be the best they can be with the ultimate goal to be the coach's invisibility.
  - I. Have the permission to tell the truth and not step over uncomfortable topics or situations
  - J. Create a safe environment to allow the client to be vulnerable and open to possibilities
  - K. Support their coaching clients with an accountability structure
  - L. Support the free flow of ideas and conversations for possibilities through idea streaming
5. Within the realm of network marketing, a coaching relationship is often best undertaken within the context of a specific plan or project with a fixed time period.
6. Balance in life: A must in order to truly achieve success. Thus, a coach should also work with the person on all aspects of their life...gaining clarity on balance which comes from clarity on values.
  - A. Self honoring practices are critical in everyone's life...what do these look like? If you do not know, you are totally out of balance!
  - B. Discipline to maintain them as mainstays in your life.