

Online Training  
*with Michael Neill*



# ONLINE TRAINING WORKBOOK



The Art And Science  
Of Coaching

*with Michael Neill*

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## YOUR OFFICIAL ONLINE TRAINING GUIDEBOOK

### 4 Simple Tips To Get The Most Out of This Class:

1. Print out this workbook before the class starts so you can write down your notes as you listen.
2. Review the topic outline, so you know what to listen out for. Make sure you've set aside private time for this session, so you'll be able to focus and fully receive the benefits of the session.
3. During the event, write down ALL the interesting and new ideas and inspirations you get while listening — that way you won't lose the information most relevant to you.
4. Think of how you can implement the systems and techniques revealed in this session.

### Preparation Tips:

- Make sure you are in a quiet place where nothing can distract you and that you are not driving a car or any other vehicle. Be in a comfortable position and a right setting so you are not distracted or anxious.
- Stretch your muscles before starting the class. Stretching loosens the muscles and tendons allowing you to sit more comfortably. Additionally, stretching starts the process of “going inward” and brings added focus to the body.
- Get yourself a cup of tea or coffee. Drinking it promotes increased activity of the anterior cingulate gyrus in the specific areas of the brain that are involved in planning, attention, monitoring, and concentration.

Thank you for joining our online class. We hope you enjoy it!

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## Part 1: Self Assessment Exercises

This section is for your own information and self-awareness and does not relate directly to the presentation and content presented.

### SECTION I: UNDERSTANDING YOUR COACHING VALUE

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***“What happens when you start to see that our potential is unlimited - not as a cliché but really - suddenly, all sorts of new things start to seem possible.” - Michael Neill***

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#### **Which of The Following Personal Aspects Would Be The One Most Valuable to You?**

Rate from 1 to 5 in order of importance.

- Be congruent to who I am in all areas of my life
- Improve my coaching knowledge and skills
- Stick to my unique style when I work with other people
- Improve my confidence to charge higher rates
- Be able to make people come back to me over and over again

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## SECTION II: DEFINING YOUR BLOCKS

### Which Of The Below Best Describes Your Experience?

Please define which blocks you feel you relate to:

1. I feel I can't fully be myself around other people.

**YES, THAT'S ME!**

**SOMEWHAT/ SOMETIMES**

**NO, THAT'S NOT ME**

2. I feel I express and share myself enough to impact the world through my coaching.

**YES, THAT'S ME!**

**SOMEWHAT/ SOMETIMES**

**NO, THAT'S NOT ME**

3. I have enough money to develop and build my coaching business.

**YES, THAT'S ME!**

**SOMEWHAT/ SOMETIMES**

**NO, THAT'S NOT ME**

4. I feel I've tried a lot of systems, but nothing has worked for me in the long run.

**YES, THAT'S ME!**

**SOMEWHAT/ SOMETIMES**

**NO, THAT'S NOT ME**

5. I feel like many of the available marketing strategies don't support my desired daily routine and lifestyle.

**YES, THAT'S ME!**

**SOMEWHAT/ SOMETIMES**

**NO, THAT'S NOT ME**

6. I find it hard to network and connect with potential clients.

**YES, THAT'S ME!**

**SOMEWHAT/ SOMETIMES**

**NO, THAT'S NOT ME**

7. I struggle to get someone excited to work with me.

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YES, THAT'S ME!

SOMEWHAT/ SOMETIMES

NO, THAT'S NOT ME

8. I feel I have a lot of hesitation or limiting beliefs around building my coaching practice.

YES, THAT'S ME!

SOMEWHAT/ SOMETIMES

NO, THAT'S NOT ME

## SECTION III: AREAS TO DEFINE YOUR COACHING

**Why is it important to understand human psychology and define your strategy, to develop your coaching practice?**

Before you proceed with the Online Training, please fill in the quiz below. On a scale from 0 to 10, please rate where you are right now. 0 = You're nowhere near where you want to be, 10 = You are exactly where you want to be.

Where you are now 0-10	0 being DO NOT agree – 10 being COMPLETELY agree	Where you want to be 0-10
	I am happy with the way I present myself as a coach	
	I am clear on what I have to offer and how to make that offer	
	I am satisfied with my current state of coaching practice	
	I have the skills, talents and resources to define and develop my coaching practice	
	I have a strategy that enables me to find and enroll clients fast	
	My coaching skills make my expertise more valuable in the marketplace	

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	I'm able to make finding clients a lifestyle that is easy to optimize in all areas of my life	
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As an exercise, try answering these questions in one sentence.

**How do I feel about where my coaching practice is at?**

**What would happen if I could easily know what to do at the right moment?**

**What could I achieve in my business if I had much more connection and impact through my coaching? What would it mean to me?**

*Write it down, so it becomes more real to you!*

**Why is it important to identify my innate intelligence and guiding common sense of coaching?**

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**What is my desired lifestyle? Who am I in the marketplace? What do I stand for?**

**What makes me stand out so more people can resonate with me and come to me to have powerful conversations?**

**What is my biggest challenge?**

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***“We are born complete. We are born whole. And in the process of learning about life, we lose touch with that innate intelligence, with that innate nature.”***

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## Part 2: Online Training

This part is directly related to Michael's presentation. It is for you to take notes while you listen to the online training. Fill in the blanks as you progress. The workbook is editable if you use a digital version, so just start typing in the space provided. Otherwise, write it down in the empty space. These will be the takeaways that will help you get the best experience out of the class.

*The Art is developed over time*

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***“Techniques work against your artistry. Because any technique comes between you and the spontaneous expression of the deeper intelligence and connection between two human beings.” - Michael Neil***

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*It's important to listen differently. It's important to listen differently.  
Get a feeling and recognize what is being said.*

### 2 Fundamental Truths about the human behavior

What \_\_\_\_\_ ?  
What \_\_\_\_\_ ?

**Use this space for any notes, thoughts, and questions that may be coming up now.**

What do I think I am against at this moment of my life?



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What do I have going for me?

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It's a \_\_\_\_\_ - \_\_\_\_\_ system

***“We are continuously living in the feeling of our thinking. But because the special effects are so great, we think that we are reacting to what’s going on outside us.”***

Every \_\_\_\_\_ has a \_\_\_\_\_

Every \_\_\_\_\_ has a \_\_\_\_\_

How often do I catch myself feeling from my thoughts?

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Am I self-aware enough to identify when I am feeling something because I am thinking it?

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Am I operating as a consequence of the reality outside or is it a consequence of my thoughts and internal dialog?

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Do I question whether things are happening to me or within me?

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How does my mindset help or hinder my goal setting? How often do I set goals that I really feel passionate about and driven towards, versus goals that don't really inspire me as much?

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## True For All Human Beings

We all have \_\_\_\_\_

We all have \_\_\_\_\_ common \_\_\_\_\_

A guiding \_\_\_\_\_

***It's in the moment, responsive, adaptive.***

***It's not intellect.***

***We all have the same access to it.***

***It's intelligence.***

***It brings ideas into mind.***

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***It allows us to create something out of nothing.***

***“The more you start to see and rely on your innate intelligence, the easier life gets because you’ll know when you need to know. it guides you moment by moment.”***

Am I usually relying more on maps, or step-by-step guides instead of my innate intelligence?

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What is coming to my mind when I try to tap into my innate intelligence right now?

*Let the innate intelligence do the work - be confident that what you need will come your way! ;)*

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What is my innate intelligence telling me right now?

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**Use this space for any notes, thoughts, and questions that may be coming up now.**

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**What are the objections I have coming to my mind? What are those “Buts” that are stopping me?**

It's all great, but \_\_\_\_\_

It's all great, but \_\_\_\_\_

It's all great, but \_\_\_\_\_

**What is that one thing I can change today to move closer to my goal?**

*Remember to only focus your attention on the next little thing.*

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## The Simplest Coaching Model

Step 1 - SHOW UP

Step 2 - RESPOND TO WHAT SHOWS UP

### *Show Up:*

***You can't coach without being present with another human being***

What are the questions that are usually coming to my mind while I am with a client? Here are a few examples:

Am I going to pull it off?

Are they going to hire me? / Are they going to re-sign me?

Am I going to impress them?

Are they going to refer me?

What are the principles or techniques I want to use?

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**A lot of things going on in our minds that stop us from showing up powerfully in the presence of another person.**

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It's not only about listening better.  
Your presence itself will help your client  
realize themselves what it feels like to  
be present.

***Respond:***

***"What comes through me is so much  
better than what I can think of."***

***When you tap into our innate intelligence (or what some might call our intuitive awareness), you tend to find the answers to any question that the client may have and you are able to build a connection necessary for the client to receive what you offer. The other person's receptivity is what makes coaching easier. A client's receptivity opens wide when you show up fully and respond from the place of your innate intelligence.***

When both you and your client show up powerfully, a few cool things happen:

1. Deep connection

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2. Innate intelligence naturally comes out to play
3. You hear things beyond the words (“natural listening” - when you genuinely understand where the client is coming from and the client is more open to be impacted by you)

***“Show up, tap into your innate intelligence and respond to what shows up - become a catalyst for creation and creativity for your client!”***

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**When I see myself 3 months from now, how would I show up for my clients differently? How do I expect my clients to experience my coaching differently?**

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**What will this experience feel like when I work and get those amazing results with my clients?**

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The right questions can spur your subconscious to feed you the right answers. So ask yourself. . .

**What would it be like if I were able to serve more people and make the impact I've always wanted to make through my powerful coaching?**

**How would it feel if my fears were shattered and I could create a lifestyle that allows me to find and enroll clients easily and effortlessly?**

**What can I do today to start using the right methods and have everything available for me regarding success, contribution, and abundance?**



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"I have used the principles Michael shares to run two international consultancies and have taught them to Generals, CEO's, and numerous Fortune 500 companies. Michael introduces these principles in a wonderfully simple and relevant way while using them to provide a powerful new foundation for coaching, self-development, and the pursuit of happiness."



~Aaron Turner

Ph.D., co-founder/Senior Partner One Thought



"Michael Neill elegantly translates his deep, compelling understanding of the human condition into an inspirational, high impact teaching... an invitation to experience a clarity that will transform your life forever!"

~Dr. Thomas Gartenmann

Managing Director, Manres AG - Leading Transformation, Zurich-Cologne

"Michael Neill is a coach's coach in the most positive sense of that phrase...he not only knows what it takes to succeed in coaching, he knows how to teach it to others."



~Steve Chandler

Master coach, world-famous public speaker, best-selling author and consultant to Fortune 500 companies



"Michael Neill lovingly guides us home to the space within. With humour, grace and simplicity, he invites us to wake up and remember that who we are is infinite"

~Anita Moorjani

New York Times best-selling author and intercultural consultant