

## READING #04: INTEGRATION OF THE PRINCIPLE OF BALANCE

Balance is about action from the heart: moving forward from what is most resonant or most meaningful to the client. Working with perspectives with our clients helps them to identify the path or the course that's most resonant for them. Balance is about slowing ourselves down to make a conscious choice. To do that, we first expand the range of options available so that people can find the one that's most resonant instead of thinking this is just the way it is.

Balance is about learning to say no to what we clearly do not want, and also to the good stuff. "That apple pie looks mighty good, but I AM FULL. Thank you, but NO." It's about learning to be done rather than trying to always finish and about choosing the experiences we want to have rather than dashing about trying to have all of them.

Being at conscious choice is at the heart of Balance. Sometimes our clients forget that they have a choice in things and they lose access to their creativity. The Saboteur says, "I have to \_\_\_\_\_ (fill in the blank)." Now, any given choice will have consequences and sometimes those consequences are severe, but once you start looking from an expanded perspective, choice becomes accessible.

"The way it is," is the antithesis of resonance. From there, clients only see one way, so there can be no choice. Choice is about this or that, about choosing from a field of more than one. As Co-Active® Coaches, we need to assist clients to embody other perspectives and expand their sense of what is possible.

Before naming and embodying perspectives, coach and client must be clear about the topic of the coaching. In other words, what is it that these perspectives are about? Without a specific topic that matters to the client, perspectives are just an exercise. Here are some tips for identifying a topic that matters to your client. You can modify these steps to suit you and your client — they are simply a guide for you.

Identifying a topic that matters.

1. What is important about this topic?
2. If the topic you begin with is not important to your client, find out what is.
3. Name/clarify the topic, have client try it on, make sure it is resonant.
4. What is the client's attitude or viewpoint about this topic?
5. Does the client want to be more creative/powerful/have a shift in this area?
6. Invite client to explore their current point of view/perspective about the topic.

What follows is a review of the formula for Balance coaching. Remember that you may enter the Balance formula at any point. For example, your client may show up already inhabiting a perspective that is working for them, and be ready to move into action. In that case, the Co-Active® Coach's role is to deepen the client's learning, and bring the experience of their choice to fullness and resonance. Remember that it is essential to have a clear topic identified regardless of where you enter the Balance formula.

### Generating Perspectives

- Name and explore current perspective.
- Brainstorm and explore other perspectives.

### **Resonant Choice**

- Client chooses a resonant perspective (full of possibilities).
- Fully inhabit chosen perspective.

### **Co-Active® Strategy**

- Brainstorm possible actions, both “Co” and “Active”.
- Narrow possibilities using yes and no for both “Co” and “Active” possible actions.
- Create specific, timed actions to make it real.

### **Commitment**

- Conscious, witnessed declaration of commitment.
- Client can commit to big picture and/or individual actions.

### **Action**

- Client takes action from the plan after the coaching session.

Accountability structures may be part of either the Co-Active® Strategy or commitment portion of this formula.

## **Generating Perspectives**

Once you have named a topic that is resonant for your client and helped them explore their current perspective about the topic, you can move into generating more perspectives. The wheel is a great tool for increasing perspective. When your client is stuck or feeling victimized about something, have them draw a wheel and brainstorm different perspectives. Then have them use geography to fully embody each perspective and notice what is there. Challenging a client will increase perspective. Or ask your client, “Is that really true?” or “What else is also true?” Having clients step outside themselves and look back at themselves as they would a beloved friend increases perspective. Inquiries are often great “perspective producers.”

## **Resonant Choice**

Once clients have generated a number of perspectives then they need to choose one to step into. When working in the formula with perspectives, be sure that your client is making their choice from a place of resonance. That your client is coming from their own true self, connected to their Captain and/or their Life Purpose, connected to that part of themselves that is alive and powerful and in their own self-authority. So you are not looking for resonance to come from the perspective they are choosing, rather, your client is coming from their own resonance and choosing the perspective most aligned with that.

For example, a client exploring perspectives about the topic of Money may be drawn to a perspective called “abundant”. Abundant is a resonant perspective for this client. However, the client, when in touch with their own resonance, chooses a perspective called Philanthropist, a place of generosity and honoring of the client’s values. Choosing the perspective of Abundant would be exciting and fun, and might lead to some incremental change for the client, yet Philanthropist is the one with deep resonance which evokes the client’s transformation to embodying more of who they truly are.

## Co-Active® Strategy

Co-Active® Strategy offers the client a map for action, a way to move forward in their life by making real a transformative or resonant choice. True balance includes both the “Co”, or way of being, and the “Active”, what is being done. And in that meeting of “Co” and “Active”, there are things that the client will say yes and no to. When someone makes a resonant choice, it will include yeses and no’s both from the “Co” (being) energy and the “Active” (doing) energy. That becomes the heart of their strategy for that choice and that’s what they commit to. Our role as Co-Active® Coaches is to hold the energy of both “Co” and “Active” as our client creates their strategy for moving forward.

## Commitment

Without commitment, energy cannot move in a focused, effective way. Think about someone taking a high dive for the first time. Until they are committed, they are standing on the diving board, maybe pacing, maybe just looking down at the water...and they are not really going anywhere. Once committed, energy moves in an unmistakable way. We human beings often have made up that commitment means being trapped, backed into a corner, boxed in. True commitment has joy to it, has passion to it, has a natural energy to it. You can feel the freedom and the space that it creates. Commitment is the place where the action step begins.

W.H. Murray spoke to this beautifully:

*Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative and creation, there is one elementary truth the ignorance of which kills countless ideas and splendid plans: that the moment one definitely commits oneself, then providence moves too. All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents, meetings and material assistance which no man could have dreamed would have come his way. Whatever you can do or dream you can, begin it. Boldness has genius, power and magic in it. Begin it now.*

— W.H. Murray, The Scottish Himalaya Expedition, 1951

## Action

Most of the time, the client will take action outside of the coaching session. This is where the coach holds the client accountable.

Without action, perspectives create a lot of interesting conversation. No real change happens. Co-Active® Strategy assists a client to stay focused and get into action, and it is important to remember that what the client is up to is not ABOUT the Co-Active® Strategy that they have committed to. The Co-Active® Strategy is a tool to assist the client in being IN ACTION for the sake of living a full, resonant life.

It is vital that the coach hold always that the client has a choice and resist getting sucked into the client’s confusion or overwhelm. It is important to realize that overwhelm is not real. It is a conversation that we have about the circumstances of our lives. Overwhelm is about what is happening all around the moment, what is coming up, what else there is to be doing, what didn’t happen in some other moment and how that means something. When one is truly, fully present in the moment, overwhelm is impossible.