**Action Exercise #17: Let’s Review**

I have a tendency to take resistance personally. I make up that they have decided not to do a sample session, or become a client because I am not a good coach. What I need to do is let go of having every result tied to me. I need to really connect to my vision, my coaching purpose statement and work from that place rather than the place of not being good enough.

**Action Exercise #18: The No-athon**

Wasn’t able to get 10 no’s but I did get 6, and that’s a start.

What did I learn about No’s: The more you get, the easier it to hear them. I took on this exercise like a game. My goal was to get as many no’s as possible. The first few were not so easy to hear, but as I continued on, and stayed in the perspective of “it’s a game” they seemed to get a little easier.

**Action Exercise #19: Listen up!**

Some great tips on giving sample sessions. It’s funny how we make up in our minds how they should go, and that we really shouldn’t coach the “big/deep” stuff. The truth is, if you’re connected to your vision and/or coaching purpose, you can’t help but coach the big things.

**Action Exercise #21: Now Learn From It!**

This will have to be continued into next week, I was only able to do 2 sample sessions.

Not being tied to the idea of getting a client, really staying focused on their bigger life, and what’s best for them. I am just a tool that could help them achieve the greatness that they want, but it’s up to them if they are ready and they want me to come along for the ride ☺