

## GROW ME Outline for Coaching Strategies



### Coaching Level I (Building Trust):

*Self-Assessment, Self-Awareness, Personal Mission-Building*

9 Sessions: Weeks 1, 2, 11, 13, 15, 16, 19, 26, 31



### Coaching Level II (Gaining Understanding):

*Personal Needs and Personal Asset Inventorying*

7 Sessions: Weeks 3, 4, 8, 22, 37, 38, 39



### Coaching Level III (Creating Reasoning):

*Planning and Defining Outcomes*

9 Sessions: Weeks 10, 21, 24, 29, 30, 32, 35, 44, 46



### Coaching Phase IV (Initiating the Shift):

*Changing Behaviors & Actioning Strategies*

22 Sessions: Weeks 5, 6, 7, 9, 12, 14, 17, 18, 20, 25, 27, 28, 33, 36, 40, 41, 42, 43, 45, 47, 50, 51



### Coaching Phase V (Evaluation):

*Reflection, Self-Expression & Gratitude*

5 Sessions: Weeks 23, 34, 48, 49, 52



**Week Number** Wk01: *Self-Assessment, Self-Awareness, Personal Mission-Building*  
Designed to concretely unpack behaviors so that customer can increase the likelihood of success on the growth journey. Building the customer's "why?"

**The Seed:**

Find and live out your authentic self!

**The Sprout:**

No one else has to live in your skin, so why would you want anyone else making your plan?

**The Roots:**

THE MOMENT YOU TAKE  
**RESPONSIBILITY**  
FOR EVERYTHING  
IN YOUR LIFE IS THE MOMENT  
**YOU CAN CHANGE**  
ANYTHING IN YOUR LIFE.

-HAL ELROD

**Water and Sunshine**

Features an introspective exercise asking customers to build their own "why" for the Grow Me Journey.



## Week Number Wk02: *Self-Assessment, Self-Awareness, Personal Mission-Building*

Thought distortions are unhelpful. The work this week teaches customers to identify common unhelpful thoughts and teach through a simple activity to re-write the thought script.

### The Seed:

Thoughts and feelings are not "right" or "wrong" They are helpful or unhelpful. Choose helpful!

### The Sprout:

The toughest battle you will fight in learning to “growth-think” is the battle you’ll fight in your own mind

### The Roots:

We all have these things...they are called thought distortions. It is a trick your brain plays on you. You don't have to fall victim to them. They will get in your way if you don't identify them and crush them!



### Water and Sunshine

Features an activity that requires customers to identify their own common thought distortions and work through a new script with positive self-talk.



**Week Number Wk03: *Personal Needs and Personal Asset Inventorying***

Building a growth mindset requires us to take an inventory of our personal assets and liabilities. Science and activity emphasis the leaning principle that assets and liabilities are not merely financial measures.

**The Seed:**

Liabilities & assets aren't just dollars and cents

**The Sprout:**

Identify gaps, but place your focus on growing and improving what you already have

Your Financial Wealth		Your Spiritual & Emotional Wealth	
Wealth- Building Assets	Financial Liabilities	Fulfillment & Actualization Assets	Fulfillment & Actualization Liabilities
Your positive relationships & network of encouraging friends	Negative relationships & people who drain your resources	Postive personal relationships and a solid personal support system	Negative personal relationships and people who drain your energy
Your professional knowledge, experience & education	Professional insecurities, lack of industry knowledge, experience or education	Personal enrichment gifts like writing, art, music, gardening and other hobbies	Self-destructive liabilities: personal insecurity, bad habits, poor eating, & a negative attitude
Your personal leadership skills, & self-discipline in finances and other management areas	Lack of leadership skills, self-discipline in finances & other related management areas	Postive physical environment: access to parks, vibrant community, access to community enrichment areas	Negative Physical environment: noise, pollution, dysfunctional community & poor leadership
Income generating Investments, passive income, property, shares and/or your own business	Major expenses like rent, car, leases, revolving debt, and other extraneous operating expenses	Self-improvement skills & self-discipline	Lack of improvement skills and lack of self-discipline

**Water and Sunshine:**

Features an activity that asks customers to recognize their own personal assets and create a build a story that adds to their current assets.



### Week Number Wk04: *Personal Needs and Personal Asset Inventoring*

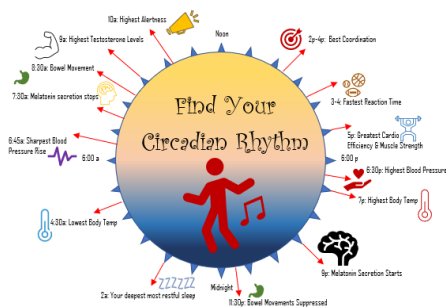
Customers learn this week that there is a mind and body connection, and that a growth journey requires an understanding of how these two things relate. The science features the Circadian Rhythm.

#### The Seed:

Talk to yourself like you would talk to someone you love ~ *Brene Brown* ~

#### The Sprout:

You are NOT a product of your circumstances. Your personal choices matter. Choose wisely.



#### Water and Sunshine

The activity this week focuses on journaling and reflecting on the asset of positive sleep habits for self and children.



**Week Number** Wk05: *Self-Assessment, Self-Awareness, Personal Mission-Building*

This week works on the topic of brains on autopilot. Autopilot makes us insensitive to the future consequences of our choices. The activity checks those underlying dependencies to ensure that autopilot is using positive information.

**The Seed:**

Commit to showing up in **every single moment**

**The Sprout:**

Addictive dependency is unhealthy and takes from you the ability to recognize your own power over yourself and your fate



**Water and Sunshine**

The purpose for the activity is to ask the customer to slow down and with intention pay attention to things that the customer does every day.



**Week Number** Wk06: *Changing Behaviors & Actioning Strategies*

Customers learn that building a natural curiosity has a direct relationship with positive health benefits and financial prosperity. The activity incorporates curiosity-building behavioral tools from an inquirer perspective.

**The Seed:**

Assume that **YOU** are missing something in the problem(s) you are facing

**The Sprout:**

Curiosity is survival.



**Water and Sunshine**

Asking questions, especially questions that one doesn't know the answer to, is an ideal way to build curiosity. This activity also incorporates the strategy of active engagement with the customer's support team.



**Week Number** Wk07: *Changing Behaviors & Actioning Strategies*

Customers learn that building a natural curiosity has a direct relationship with positive health benefits and financial prosperity. The activity incorporates curiosity-building behavioral tools from a listener perspective.

**The Seed:**

Curiosity is the surest sign of intelligence ~ *Oliver Jeffers* ~

**The Sprout:**

Greater curiosity - regardless of age - is directly connected to intelligence

**The Roots:**

Studies have shown that curiosity positively correlates with intelligence. (Yep...asking questions makes you smarter!)



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**The Water and Sunshine:**

This activity features curiosity from the listener's perspective, and asks the customer to actively engage in the activity of listening. It also ask the customer to engage with a person outside of the usual sphere of influence.





**Week Number** Wk08: *Personal Needs and Personal Asset Inventoring*

This week discusses the importance of integrity and character. A positive work ethic is an asset. Developing it and building on it has no cost, but pays big dividends.

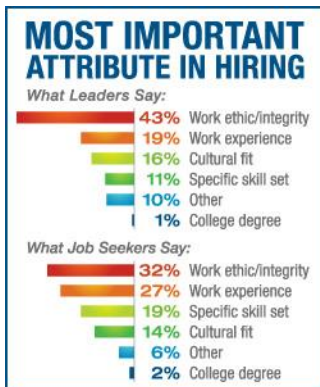
**The Seed:**

Qualifications help...Character helps more

**The Sprout:**

Our character is being developed until WE are finished developing it ~ *John Maxwell*

**The Roots:**



[expresspros.com/newsroom/newsroom.aspx](http://expresspros.com/newsroom/newsroom.aspx) 1

**The Water and Sunshine:**

This week features “integrity bingo” where customers are asked to identify actions that they have already taken where their asset of “integrity” has been on display. This is fun way to identify integrity gaps and inventory the positive moments.



**Week Number** Wk09: *Changing Behaviors & Actioning Strategies*

This week incorporates some fun digital media that features the virtue of delayed gratification. The ability to delay reward is also an indicator that the customer can reject high risk behaviors. The activity works on building the customer's ability to delay reward.

**The Seed:**

If you live like no one else (now), later you can live like no one else ~ *Dave Ramsey* ~

**The Sprout:**

If you can delay your gratification, you are more likely to find long-term success. Wait for it...



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**The Water and Sunshine:**

This activity incorporates real world scenarios that in simple terms changes spending patterns by actioning a delaying spending strategy.



**Week Number** Wk10: *Planning and Defining Outcomes*

This week discusses the issue of deliberation and asks customers to calibrate the amount of time taken to plan action before acting. The skill of systematically reducing choices to reduce anxiety about making choices is featured in this week.

**The Seed:**

Do the un-required, the un-supervised, & the un-guaranteed regardless of the pressure to not

**The Sprout:**

When the going gets tough, the tough get going! Doing nothing gets you nothing...so GO!



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**The Water and Sunshine:**

Watch the movie "The Pursuit of Happyness" this week. If you need help renting/buying....let us know!