

Carly coaching Matt #1

- Coach: 00:01 Hi, this is uhm Carly here with Matt, and uhm this is our first coaching session and it is August the ninth. And uhm the reason I wanted to start our recording before we spoke too much further is uh, I do appreciate you doing this. And the other thing is uhm sometimes, it's good coz the purpose of this really at the end of the day, is to inform other coaches of coaching skills. And it's about them learning from me and basically picking my coaching apart. That's what I want them to do.
- Client: 00:39 Yeah, no, fair enough. Happy to oblige.
- Coach: 00:43 Thanks Matt. So before we get started, I don't know that I asked when we had our call last week, what is your experience of coaching? I'm not sure.
- Client: 00:57 Yeah, so I've worked with Heather a bit as you know Heather. I've worked with her a bit internally over the last oh, really two years or so. More when I was in my last job transition, not so much over the last six to nine months. Uhm, and so we've had, I don't know, a number of sessions. I would say maybe a dozen sessions. Uhm, and that's really the extent uhm of my experience. So sort of uhm one internal coach, uhm but nothing formal in terms of external coaching.
- Coach: 01:48 Hmm. Okay, that's good. And what would you say was the benefit or benefits of having a coach?
- Client: 01:56 Well, you know I think Heather's style, she's extremely uhm diligent about probing with questions and it sort of forces a certain amount of introspection. And I think it helps to have somebody challenge your assumptions, particularly when you're struggling with problems that seem big or daunting. Uhm, typically just having somebody hold a mirror up and ask a few thought provoking probing questions. I don't know, I think the analogy would be sort of just unlocks some different uhm, different ways of thinking about those problems in your mind and forces you to approach them from a different frame of reference. And sometimes that's all that's needed to sort of break through. Uhm, or even if you're not solving problems, it just sort of helps you reset your thinking around are these problems even really problems? Uhm, so I just think that outside objective, provocative, a questioner uhm is extremely beneficial, at least in my experience.

Carly coaching Matt #1

- Coach: 03:06 I just think I got a job description here and an outside objective, provocateur questioner.
- Client: 03:13 Yes,
- Coach: 03:15 I like that. [Good] Yeah, that's great. Yeah, I don't want to have, there's nothing to add to that. It's a really excellent uhm understanding. And then the other thing is you and I talked about the difference between therapy and coaching and they co-exist many times between clients I have. So where do you feel would be the boundary for us between coaching and therapy today. And any time?
- Client: 03:42 Yeah, I mean, well I would say uh the boundary, and you may be more of an expert in this than I am, but it seems to me like the therapy sessions are more inclined to sort of delve into my childhood and my history and discuss issues of medical significance and things of that nature. And I would suspect that would stay in that therapy circle on the Venn diagram. Uhm and the coaching circle on that Venn diagram would be a mix of, I think it would be more heavily weighted towards professional interactions, but certainly some personal uhm subject matter as well. So there may be some overlap on those Venn diagrams, but uhm, but I think those would be sort of, if I was going to name a few words or phrases that fit within both of those spaces, I think that's maybe how I'd frame it up.
- Coach: 04:48 Hmm. Yeah, again, your level of self-awareness is uh, is high. And I noticed that too in your coaching intake questionnaire that you have a lot of, you have a lot of awareness about many things and it's good. So we'll be talking a lot about you and who you are and some of the things that your strengths and what things that you, that get in the road of you just knowing when to do things and what to act, so. There is a lot of what we call Who that we'll be talking about. And yes, anytime you right, anytime it goes into why are you the way you are versus where have you used this in the past or where has it shown up. Or how can you use that now or what does that inform you about what you can do in this situation or whatever. So I want to ask for uhm just a clear agreement between us that anytime that there's sounds like there's something that you want to talk about that's of a personal nature that you do, and if it roams into the area of therapy, I'll just say

Carly coaching Matt #1

you know that's probably something that you might want to explore more with your therapist and that's really okay.

- Coach: 06:00 So I don't know whether that's okay with you if you have another suggestion?
- Client: 06:04 No, that's perfect. Yeah, I'm more than happy to be open and by all means uhm, if something strays into that therapy uhm arena, uhm feel free to call that out and I'm happy to follow those guidelines.
- Coach: 06:23 Sure. Great. And it's okay for you to talk about your whole life and people and events and things in it. Because what I'm listening for and we'll ask you about is that objective, provocative questioner hopefully, is things about what you've learned from that or why that's important to you to mention. How come that's been the thing? Or, it will be something to help move from understanding that to how you can use it today and into the future. That's really the difference. Versus continuing to dive and go. I will not continue to dive and go deeper into the past, but that doesn't mean we can't go into the past if it's useful. The present past being in the last week, month, or it could be years past and that's totally okay as well.
- Client: 07:13 Mhm. Makes sense.
- Coach: 07:16 Do you have any uhm questions for me about process or?
- Client: 07:20 No, I mean I think we've covered some of that in our introductory setup call. I think I have a good frame of reference for the process and sort of the time sequencing and spacing and subject matter uhm. So I think maybe the best way to learn is just to dive in.
- Coach: 07:37 Yeah, I think so. So just for transparency, I want to let you know that I have a bit of a lung thing going on. I've got this deep uhm, this bacterial thing happening in my lung that I'm completely well except for this, I guess my lung is trying to expel it and has been for a few weeks now. So every now and again I have this deep cough that wants to arise.
- Client: 08:03 Oh, I'm sorry.

Carly coaching Matt #1

Coach: 08:06 I know. The reason I mention it is because sometimes right now I can feel it uhm, and I use my mute button when I can, but at times it's just part of my body trying to get rid of it and it's just a dry cough. That's all it is. There's nothing else going on. It's a dry cough and I'm working on it.

Client: 08:26 I gotcha. I gotcha [laugh]

Coach: 08:28 So if I cough in the middle of something that that's what's happening. [laugh]

Client: 08:32 Yeah, very good. I got it. I'm sorry you're dealing with that. [laugh]

Coach: 08:36 Oh, thanks. It's life.

Client: 08:40 Yeah, it is. [laugh]

Coach: 08:43 Yeah. Alright, so in general we'll have about, we'll spend 30, 40 minutes, no more than 45 minutes on these calls. We've already put in two and we'll put in three to start with. And if we want to continue, feel there's value in putting in two more, we've agreed to do that as well.

Coach: 09:07 So uhm given that you do know something about coaching, given you've given me your intake questionnaire, I want to ask you first of all, whether you have a way that you would like to start?

Client: 09:21 Well certainly open for your recommendations, but uhm maybe I could just give you the lay of the land of uhm what my current situation is at work and maybe some of the challenges I'm dealing with. You know, I know that's very present focused, but maybe a good place to start?

Coach: 09:47 Sure, that's fine. And out of that, if there's something specifically you want to dive deeper into, we can. And if you feel like you want to move on to something in the future, I know you've also got some future oriented objectives as well, we can do that. So I'm happy to start there.

Client: 10:03 Yeah, I mean it is kind of interesting. I think I'm bouncing mentally, sort of bouncing back and forth between my current transition and just sort of the big picture. I find that I oscillate between those two modes of thinking fairly

Carly coaching Matt #1

frequently. And so you know I've got this set of things I'm thinking about that are in the present tense. So right now I'm going through pretty major job transition. Uhm, I'm moving from a director role into a vice president role uhm. Same company and same department function, but a lot more responsibility, broader responsibility. Uhm, and it's an officer level position. And I've achieved that at a pretty young age. So much younger relative to my peers and much younger relative to my direct reports uhm. And so as part of that job transition, I'm going through all the typical, typical things. I mean I'm replacing myself in my old position, going through the hiring process for that and you know learning some of the new business areas that I've taken on responsibility for that I wasn't as engaged with in my prior role.

Client: 11:44 So it's just sort of going through the learning, listening process. Uhm, meeting with all of my new direct and indirect reports and forming hypotheses about the strengths and opportunity areas in the new , in the new role and keeping all my, meeting all of my new stakeholders and constituencies and sort of keeping them and my boss informed uhm about progress. But really I'm only, this is my fourth week in to the role uhm, and at the risk of sounding boastful uhm, I feel pretty good about the transition so far. I mean, I have had some prep work over the last year or so of doing some of my new role informally over the past year at stretch or development opportunities. And so I think that's pre-positioned me pretty well. I mean, I'm stepping into a role where I know most of the key players, I've already established a certain amount of credibility. I know most of the subject matter area. Not to say that there aren't surprises and going to be surprises, certainly there will be, but I feel pretty good about my transition thus far.

Client: 13:14 Paradoxically, I feel much better about this transition than I felt in my prior job transitions, even though they were at a much lower level of responsibility and scope of authority. Uhm, now, I certainly might revise that upon further of getting more data, but that's sort of where I sit right now in my current uhm state of mind relative to that job transition. And because I feel pretty confident about it, pretty comfortable, uhm, I find myself pivoting mentally towards you know the future and where I want to be and where I want to go, which is still cloudy, quite frankly uhm,

Carly coaching Matt #1

which I can expand upon. But I feel like I've been talking now for quite a while uninterrupted, so let me just pause there and check in with you and then I certainly can go on from there. But let me just pause there.

Coach: 14:20 Well, Matt, the fact that you did that tells me a lot about you already. I mean, the fact that you went, well, I've been talking for a while, I want to check in and see what, what's happening over there. That's great, listening skills and awareness, self-awareness skills to have just as a human being and certainly as a leader in a large organization so.

Client: 14:45 Yeah, I mean, I think that's important. I've been going on sort of a listening tour as part of my transition and. In the past when I was early on in my career, I used to get feedback about sort of coming off as ambitious or coming off as [sigh] uhm not listening as much as I should. And that's something that I've worked on significantly as part of my professional development uhm. In fact, on my screen on my laptop, my screen saver, I have a picture of an ear just as a trigger, as a mental trigger to when I'm in meetings or what have you, just to outwardly display signs uhm that I am listening and taking other people's feedback under consideration and integrating their opinions and ideas into solutions uhm. And I think that's been important for me uhm as a young leader to not come in and have this sense of, oh, well, here's the young guy that thinks he knows everything. And I think that's been a way for me to demonstrate that I'm credible in these progressive roles of increasing responsibility because in large part, yes, I do bring some skills and some aptitude, but personally, but I'm also very, very willing to form teams and enlist diverse viewpoints.

Coach: 16:31 Yeah. Well, I would add to that, that you are also willing to slow down and uhm, and really considered listening as a serious, not just a thing you should do, but I do feel like you want to know uhm, that you,

Client: 16:50 Yeah, it's not fake. I mean, it's not perfunctory. It's not like I'm checking a box. I mean, I by my nature I am inquisitive. I actually think that's sort of when I'm at my best is uhm, when I'm in this sort of scientific engineering, inquisitive sort of state of mind uhm. And that's honestly what excites me the most about my current role is that I get

Carly coaching Matt #1

ample opportunities to sort of exercise that innovative thought-provoking, questioning, uh disruptive reflex.

Coach: 17:40 Yeah. I can sense your excitement uhm, the great words you used. And also there's just a feeling of excitement that I get from you when you say them.

Client: 17:57 Definitely. I mean, those are the moments in my day to day where I feel the most fulfilled, most energized, where I feel like I'm contributing the most because our organization just, we have an awful lot of highly tenured folks that have been here for a long, long time. And I feel like there are a select few number of leaders that A, have the credibility to pose thought-provoking ideas and questions. And B, have the capability to pose relevant thought provoking questions. And I feel like having that mix of credibility and uhm ability, uh A, puts me in a great situation to capitalize on those strengths. But B also plays a responsibility upon me to act in that role, sort of a fiduciary role to the company to ask those questions.

Coach: 19:16 Mhm. Well, it sounds like you have got a great handle on the role you were playing, what you want to be contributing. Uh, you did mention a lot about your current situation and it sounds like you have that under control. So I just wanted to check with you whether you feel there is a gap that you want to close in your transition that you want us to address in the coaching? Or whether you feel like you are just right on track, at least for now with everything that's happening with your transition?

Client: 19:57 Yeah, I mean, the only thing that I am struggling with a little bit uhm, is as I fill my old role uhm, I think you know it's a role that's going to be very important to get the right person in uhm. I'm sorry, I'm getting another phone call. I'm just waiting for the ring to stop because it's annoying. [laugh] Sorry, there it stopped. Anyhow, it's a very important role to fill in terms of my success uhm. Because it's the strategic function within my new department, and I've got to have a credible leader that can step into that role. Because that's going to be a critical enabler of me stepping out of that old function that I used to be in. And the good news is I've got a lot of great candidates. But I think part of what I'm trying to come to terms with is trusting myself to make the right choice, because uhm. I think I'm going to be faced with a choice of picking

Carly coaching Matt #1

somebody that is safe uhm in terms of having a lot of credibility and experience and picking somebody that's sort of in my mold, which is sort of young, disruptive, strategic, but may not have as high of a pedigree in terms of background and experience.

- Client: 21:49 And uhm, my gut is telling me to not be safe. But you know that comes with some risk associated with it. So I think I've been sort of struggling with this uhm concept of trusting myself and being willing to take risks at calculated risks at the next level uhm. Because those risks come with larger repercussions at the level that I'm stepping into right. So I think uh, that's just one area where do I think I'll be able to figure that out? Yes. I mean, haven't gone through the interview process yet, that's coming in the next week or two uhm. But it's something that I do find myself spending some mental energy on just because I know how big of a decision it is in terms of getting the right person in that role, which is going to be absolutely critical for my success.
- Coach: 23:04 Right, yes. So would you like to dive deeper into that now? We can do that.
- Client: 23:09 Sure, sure.
- Coach: 23:11 Or if you want to continue just more of an overview, that's up to you.
- Client: 23:16 Well, maybe we certainly could dive deeper into that, but let me maybe just finish the overview just with this uhm. In addition to the near term sort of transitional things that I'm thinking about, I mean, I do also have this uhm sense of question marks around my future career trajectory. And uhm, I sort of, I guess I struggle with uhm being ambitious enough to anticipate uhm, big enough things in my future that you know I do feel like I have an obligation to use my talents and my abilities to do something big and do something good. Uhm, I've always had that sense uhm of responsibility. And it's not a personal or materialistic ambition, it's just more of a you know a feeling that I need to use my abilities for bigger purpose uhm.
- Client: 24:46 But I also sort of struggle with, it's almost like a perverse humbleness, which is this sense I really shouldn't bite off

Carly coaching Matt #1

more than I can chew. Or I should take it one step at a time and not count my chickens until my eggs hatch or whatever the phrasing is uhm. So I guess I have this maybe internal tension between this sense that this longing for setting lofty and ambitious goals for myself over the long run, but that being juxtaposed against this sort of questioning or nagging sense that why can't you just be happy with what you've achieved thus far? I don't know if that makes any sense.

Coach: 25:49 Yeah, there's ah. I get the sense of some burden of uh some heaviness around this idea of responsibility or using your talents and self well. And uhm, I think there's some great rich exploration and we can certainly look at those juxtapositions and the differences that you feel about the present and the future. And uhm yeah, I think there's lots of great stuff for us to explore there. And so again, I want to check with you, because we probably have about 10, 15 minutes max in our call today. Uh, what would you like to focus on?

Client: 26:50 Uhm, I think I'd rather focus on the bigger picture rather than the tactical things that are in front of me, because uhm I feel like that's where the longer term value will be. Uhm, this selection decision, yeah I'm caught up in it now with hiring the right person, and it is a big deal, and I am working through some issues with trusting myself there, which we could probably explore, but that is a pretty tactical issue that'll be over in the next couple of weeks. I do feel like maybe this, as you mentioned, burden if you will, might be a little bit more of a richer subject for the purposes of you know extracting the most value out of these conversations and having that be something that I can use over the longer run.

Coach: 27:41 Yeah, okay. And sometimes I may ask you questions because this could be related.

Client: 27:49 Very much so.

Coach: 27:51 Yeah. Do you see how the relationship is or?

Client: 27:53 Yeah, I think so. I think the common thread, the common thread there is a sense of self-doubt and very, very high expectations, self expectations that are almost so high as they're not ascertainable, [laugh] which creates an awful

Carly coaching Matt #1

lot of self-imposed pressure uhm, bordering on perfectionism uhm that probably contributes a lot to my latent anxiety issues but.Or not so latent anxiety issues.

Coach: 28:35 Yeah, so there does seem to be a theme here of trusting oneself, both in the present to trust one's gut as well as trusting oneself into the future. Or trusting the future will all be okay. I don't know whether that's the right way to put it?

Client: 28:59 No, that is a good way to put it, it resonates because uhm my reflex is not to trust that the future is going to be okay. Which sort of flies in the face of all the successes that I've accumulated in my personal and professional life over the years. You know I've got this great track record uhm, but I sort of instinctively put that aside. I don't really think much about the past just as force of habit uhm. My focus tends to be much more future oriented rather than past oriented. And so uhm, I sort of almost say, okay, well that's been achieved, it's in the past, and it's almost sort of discounted. And I do have this hesitancy about the future and sort of not taking anything for granted and always insulating myself against potential future failure and thinking about things that could go wrong and insulating myself against those by sort of performing the best possibly that I could. And so your comment there I do think is perceptive in that sense.

Coach: 30:23 Yeah. It does feel like there's this little wrestling match going on there between the present and the future. So I'm wondering, what would, what would you like to discover about your future self?

Client: 30:40 I mean, if I was uninhibited, you know I would sort of like to really explore unfettered possibilities. I mean, you know, I guess for the last 10 years of my career uhm, I've always been focused on the next goal. So whatever the next step is, whatever the next goal is. And it's always been apparent what the next achievable goal is. It's always been very tangible. Okay the next promotion or the next job or this other level of responsibility or this experience right, it's always been very incremental. And so I guess what I would be longing for is the non incremental. What's the big stretch leap and throwing caution to the wind or throwing my inhibitions aside, you know what do I want to be when I grow up? [laughing]

Carly coaching Matt #1

- Coach: 31:59 It sounds like a fun playground that we could play in of unfettered possibilities, explore that's really, really. I got a visceral reaction to that really good feeling when you said that. Of wanting to explore without, if we were to explore Matt's world without limits, without incremental change. If it was unfettered possibilities, what would that do for you?
- Client: 32:34 Yeah, I mean, on one hand it felt good when I said it. But then as soon as the conversation turned to, okay, well we could go explore in that space, I sort of immediately have this tense feeling [laughing] that I can't quite explain. I don't know, I guess it's just this sense of, it's a big leap, I guess, to go explore that space because I don't know where it's going to go, and I like to have control in most situations. And it just feels very like, it's like you're walking sort of on shaky ground or something. I'm just being transparent about how that made me feel.
- Coach: 33:23 Yep. I get it. Sorry, there's my cough.
- Client: 33:26 Oh, sorry.
- Coach: 33:29 Well, given that our coaching is really about you and what you want to explore, and uhm. I guess what's there to lose in the exploration process for you?
- Client: 33:43 Oh yeah, there's nothing to lose. I mean, I definitely am up for the challenge. I think it would be an interesting exercise to sort of go down some rabbit holes uhm, and really flush that out. And I don't think it's going to be, I don't know, maybe I'm imposing, I'm already imposing certain strictures on myself, but uh, I don't get the sense that it's going to be one answer. I mean, I think it could be lots of possibilities. Uhm because who can predict the future. But uh, but I think it would be interesting to sort of sketch out some potentialities. And I don't know what the right timeframe would be. In terms of is this a five-year look ahead? Is it a 10 year look ahead? Is it a 20 year look ahead. Uhm, I'm not sure what the right timescale is, but I do think it would be interesting to sort of indulge in some of that.
- Coach: 34:46 Mhm. Hmm. Could be many of those timeframes. And it seems like something that we may need to address is the,

Carly coaching Matt #1

some sort of limit that comes up that you put on yourself even when you consider unfettered possibilities.

- Client: 35:01 [laughing] Immediately come in the fetters.
- Coach: 35:05 [laughing] Oh, they fettered instead of unfettered. Uhm, so I'm wondering, seeing you know yourself so well already, what do you feel we'd need to address uhm in order for you to play in this field of unfettered possibilities?
- Client: 35:25 Mhm. Good question. Well uhm. I've spent my entire career at one company. And uhm. You know I think that I might need to throw out some assumptions around the way, the way I've achieved success up to this point and not take for granted that those same techniques uhm and methods and trajectory that led me to success up to now is necessarily the way that I wish to go moving forward. And I also think the definition of success is something that might be interesting to explore a bit uhm, because I've had a very specific definition of success for these last 10 years that as I,
- Client: 36:28 Think about things uhm at this inflection point, I'm not so sure how I'll define success the same way in the next 5, 10, 20 years uhm. And I think in the sense that maybe to put some more color on that, I've defined success very narrowly in terms of job title and career progression for a lot of different reasons that we could go into, I think but. I'm sort of coming to a growing realization that success is a lot more holistic uhm, and takes into account things like personal wellbeing [laugh] and more personal goals. And things you have on your bucket list and life accomplishments and things like that uhm. And so I think as I'm maturing in my professional and personal development, I think my definition of success is something that needs to be pinned down in order to enable that unfettered exploration of where I may want to go.
- Coach: 37:57 Mhm. Mhm, good. So we've sort of started to peel back the onion here today, and uh I just want to check with you if you are okay if we sort of start to look uhm at wrapping up in the next five minutes or so?
- Client: 38:16 Sure, that's fine.

Carly coaching Matt #1

- Coach: 38:18 Okay. So I'm uhm wondering first of all, what, if anything, do you want to move forward yourself before we speak in two weeks time? Any actions you can think of?
- Client: 38:32 Yeah. Well, I'm sort of now queuing in on this what we just discussed, this definition of success. I think it might be an interesting sort of side-by-side to sort of maybe go through an exercise where I might jot down sort of what my past definition of success was and sort of the attributes that I would've assign to that, of things that have carried me for better or worse to the point that I'm at now. And then maybe, I don't know, maybe an exploration of what I'm learning in terms of how success may be defined a little differently or a lot differently uhm moving forward. And just sort of what that side by side might look like.
- Coach: 39:21 Mhm. That sounds really good. Sounds great.
- Client: 39:27 Yeah, I think that might be a good starting point because I think to the extent that I'm able to put some ideas down on paper and define that, I think it might point to some next steps.
- Coach: 39:37 Yeah. Good. And anything else on, that you think would be helpful for you to engage with before we speak next?
- Client: 39:56 Uhm. I'm not sure. I mean anything that, let me flip that around, maybe back on you. I mean, was there anything that you heard in our session that maybe either surprised you from our previous conversation? Or something that you thought provoked a certain either positive or negative emotion in how I was talking that you sort of said made you go hmm? Was there anything that you observed that maybe I didn't cue in on as I was discussing from my end?
- Coach: 40:40 Yeah, there were a couple of things that piqued my attention. Uhm, one was this notion of you really being successful young and going into a very you know high position in your company at an early age. And this sense of, well, it's done now I need to, it's done, it's in the past. You even said it's done, it's in the past. And now I'm looking to the future and what's next. I'm wondering whether there is any value for you in exploring more about staying present or being present or enjoying the present versus going check done into the future.

Carly coaching Matt #1

- Client: 41:25 Mhm.
- Coach: 41:26 Just throwing that out there, if that brings anything to you or resonates.
- Client: 41:29 It definitely does. It's something that I've struggled with. I downloaded a few months back an app, a meditation app uhm that I try to practice uhm as much as I can, which is sort of about you know staying in the moment and mindfulness. And it's something that my job transition over the last month or two I've sort of fallen away from uhm. And it might be something to sort of picking back up. Because that's something you really need to practice in order for it to really be effective.
- Coach: 42:15 Mhm. Yeah, that's true. Yeah. Okay. That sounds like a uhm useful thing. So what would be the practice that you want to engage with for the next couple of weeks?
- Client: 42:29 Well, the app itself uhm, it's 20 minutes a day uhm at minimum of guided meditation. And that's something that I, when I was doing it regularly, I was taking some time out of the middle of my day to break up the stress of serial back-to-back meetings. And that's something I'd like to maybe get back in the habit of doing that daily, daily midday mindfulness and meditation. Because I did see value and benefits to that when I was doing it regularly and actually took the time out for myself to do it.
- Coach: 43:12 Okay, good. So you can, you know what you're going to do there. The great thing is when I speak to you in our next session, first thing I'll ask you is, so how have you been doing since our last session and what do you want to highlight, or? And you can talk about whatever you want, if there's something that worked well or if there's things that didn't work well or you said I was going to do this and it didn't happen, then we can explore what stopped you. So there's no judgment, you know it's just you can report however you want and whatever and as much as you want or not.
- Client: 43:49 Excellent.
- Coach: 43:52 And then the other one that came up for me as you were speaking is you're very aware of a lot of emotional realms in you, from sort of self-doubt to uhm I'd say that

Carly coaching Matt #1

optimism about the future and at the same time pessimism or skepticism, I dunno what's the right word there. There's a lot of different feelings that I sense you have access to. I'm not sure if there's anything there that you want to do around exploring the range of feelings or emotions that you feel and connecting to them or something. Is there anything for you?

- Client: 1 Yeah. I agree. I do think there's this weird dualism of I'm an inherently optimistic person just about humanity in general uhm. But I do have this nagging, I think you queued in on it as skepticism uhm. And so yeah, I mean maybe let me do a little bit of rumination on those two concepts and see if I can put some sort of images or do some free association or something around those two concepts to see if anything pops.
- Coach: 45:23 Great.
- Client: 45:24 This optimism versus skepticism. Forgive me, I'm taking a few notes.
- Coach: 45:29 Please do. Please, anytime you need to take notes or want some space, that's okay.
- Client: 45:40 Okay, great. Those are great observations.
- Coach: 45:43 Okay, good. So let me just ask you, what did you learn or what are you taking out of our call today?
- Client: 45:48 Well uhm, I'm taking away three action items. I am taking away. I want to go back and rethink my definition of success and past versus future, and if those are, how those are the same and how those are different. Sort of exploring more of the present uhm as well and getting back into the habits of some of my mindfulness. And as well as maybe taking a look at some of the feelings that come up when I think about the future and I think about optimism versus skepticism. I think those are all good takeaways. I've got three action items. Uhm in terms of what I've learned,
- Client: 46:33 I do think it's interesting looking at, this may be reluctance or these fetters that I impose on myself. It was an interesting insight maybe to maybe, as I was explaining this really lofty sort of unfettered exercise of looking at

Carly coaching Matt #1

what is a possible future, I immediately started imposing restrictions on myself [laugh]. And I think that was an interesting learning that I'm taking away, which is as I go through maybe some of these actions and exercises to truly sort of write the word unfettered at the top of the page and sort of use that as a frame of reference.

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| Coach: | 47:17 | Excellent. What a great word. Very nice. Good work, Matt. Really, your awareness is excellent. Really, what a pleasure. I will do my best to continue to be the provocative questioner with you. |
| Coach | 47:34 | Is there anything else you want to say to finish up our session? |
| Client | 47:38 | No, this was great. I enjoyed it very much. |
| Coach | 47:41 | Alright, me too. So uhm, I'll catch you in two weeks time and if you do want to schedule before that, know that that's okay as well. But otherwise, I'll catch you in two weeks, same time. |
| Client | 47:49 | Okay, very good. |
| Coach | 47:51 | Okay, take care. |
| Client | 47:53 | Have a great day. |
| Coach | 47:54 | Thanks, you too. |
| Client | 47:55 | Bye-bye |
| Coach | 47:56 | Bye. |