

Leena coaching Kim transcript

Leena: 00:00 Hi I am glad we got this set up again.

Kim: 00:03 Yeah, me too. How are you?

Leena: 00:05 I'm good. How are you?

Kim: 00:07 I'm good. Good, good. Thank you.

Leena: 00:12 Uhm. Are you ready for today's session?

Kim: 00:15 Yes, I am. Just finished the gym and I'm all here.

Leena: 00:22 You're all here, so you're in a place where you can go through all of what you want to go through today?

Kim: 00:30 Yeah. Exactly.

Leena: 00:33 Cool. So I just want to check in from last time. What has been working for you? What have you done since last time?

Kim: 00:47 So last time I think we discussed ah like putting everything on paper, uhm just prioritizing what I have to do, and uh I think after speaking about it, I now realize that okay, they're not as difficult as I thought they were because they were floating around in my head. And uhm I did get a few things accomplished, not entirely everything. Uhm but at least the things that were probably stressing me the most.

Leena: 01:22 Okay. And how has that been working for you?

Kim: 01:30 Hmm. I don't know, it just made like the process easier, so once I got like the first thing done. I like crossed it off the list. The second thing done, it just got better. But I do have ah still a lot of things that I uhm need to do that I hope to try to get done in the next couple of weeks.

Leena: 01:54 Okay, so we have 40 minutes starting now. And if we were going to focus on today's session, where would you like to start exploring?

Kim: 02:06 Uhm I think the one thing that I really like to discuss is uhm procrastination. I realize that it's something that I have, and by procrastinating, I feel like it stresses me less, but in reality it does the total opposite effect. So the more I procrastinate, the more I start thinking about it in the

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back of my head rather than like just getting it out of the way. I don't know, I've just been super lazy. And I don't wanna be lazy. I have so much work I need to do, it's like driving me insane.

- Leena: 02:44 Okay. Uhm. How would you like this situation to be?
- Kim: 02:51 I guess more, I want to get things done. I want to more on top of things, so instead of like just pushing a task to the side because I feel like I'll do it later, I'd rather just deal with it now and just get it out of the way. Like I've been in situations where I got things done and it was so simple and easy for me. Uhm. But then I've been in other situations where, like now I have a pile of work I have to do, and I don't know where to start. And the easiest thing for me is just to say, "I'll just do it tomorrow." Or "I'll just do it over the weekend."
- Leena: 03:31 Hmm hmm. So I just want to check in if I'm hearing you clearly. You want to focus on getting the things that you're putting off, the procrastination, being lazy, getting things done, is that what I'm hearing?
- Kim: 03:46 Yeah, that's exactly it. I want to kind of like start getting things done without the. Because you know when you procrastinate, you feel like you're buying yourself more time, when in reality, you're like thinking about it more, so like it stresses you more. And for me, like I have my laptop open, and I have four tabs I need to start working on, and I'm just waiting for the right time, but the right time never comes so it just ends up being like super late.
- Leena: 04:23 What would you like to have at the end of the session that you don't have now?
- Kim: 04:27 I think this also goes back to what I said last time, it's more like motivation, like the motivation to stop procrastinating. Like to get stuff done, to get them moving. Be more productive, I guess, this is uhm what it is, it narrows down to productivity.
- Leena: 04:56 Okay. And on a scale of, let's say, 1-10, where do you think you are now in terms of this topic?
- Kim: 05:05 Productivity and procrastination? Ah I feel like I'm on a 10 in procrastination but I'm like on a 3 in productivity.

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- Leena: 05:15 So where would you like to be in terms of productivity?
- Kim: 05:19 I'd like to be at least an 8. Like I want to be able to get stuff done. I don't want to be like that workaholic person that only thinks and talks about work, but I want to be able to like get things done when I have to get them done. You know since now I'm in transition mode, there's no sense of urgency. But it's all like piling up, and one day it's gonna be like, okay I have to get this done now and it's gonna be too late. And so it's just the piling up of things.
- Leena: 05:55 Hmm. So what I'm hearing is you are currently at a 3 in terms of productivity and you'd like to be at an 8.
- Kim: 06:04 Yeah, at least.
- Leena: 06:06 Okay. So what is missing?
- Kim: 06:09 I don't know. I really don't know. I think it's just, I don't know. I don't know what's missing. It needs like the will in me to like get it done. Because I love chilling on the couch. I've been productive the past few days more like I've been gymming. I've been working out, and I think that there's only like the limited amount of energy I can spare per day. And it's like, oh, I'd rather just sit on my couch and just relax. But then at the corner of my eye, I can see my laptop and the screen is like just looking at me, and I have to get it done, but it's just, I don't have that like. I don't know. I don't know what's stopping me. Just lazy these days.
- Leena: 06:57 What will be different if you achieve this goal for today?
- Kim: 07:04 I think the, uhm like for me, I have a few proposals I need to prepare, proposals for potential clients that when I do start the new company. I think it's, the reason why I'm not like so excited about working on these is I don't know if I'm gonna get these clients, so we're just in the initial phase right now. So I'm just like, oh, I'm gonna work on it. I might not even get this Leena, so it's just like the uncertainty. This is why I'm putting it off. It's not like, if you do this proposal, I'll uhm, I'll directly approve it. Do you get what I mean? So it's just like, do I need to like waste my energy on something that is not important? Or it could be the total opposite. It could be one of my biggest client, so it's just, do I really want to get up and work on it? [laugh]

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- Leena: 07:56 And what happens if you did get up and work on it?
- Kim: 07:59 I have a very big chance of getting this client. Like I have a very big chance of getting more clients, so the more proposals I do, the more chances I have like of securing clients before I start the new agency. See like they're all good things, but it's just like, I need to actually do something and stop procrastinating.
- Leena: 08:27 What do you feel is in the way, to get things done?
- Kim: 08:33 My wellbeing. I'm so relaxed. I'm like, I like this relaxing life you know. I think it's just because I've like been on the go this whole time and it's like I have a minute to breathe. And it's like I don't want to rush to jump into the next section, but it's so crucial for me to do this, otherwise you know I'm just gonna, I may lose the opportunity. But I, that's not what I want. I want to be able to like. Because imagine, like if I got the project or if I got the proposal and I got it done, it would take me like literally, what, 30 minutes? Done, onto the next one. It would literally take me probably an hour of my day to get all of this done, whereas procrastination is like taking so much of my mind that I have to think about it at least an hour a day until I get it done. I don't know what to do.
- Leena: 09:27 [crosstalk] Yeah. And when you said, yeah. When you say the word, I'll be "done", your voice is just really firm.
- Kim: 09:35 Yeah. [crosstalk]
- Leena: 09:38 Yeah. So how would it feel. How would you feel if you did get things done?
- Kim: 09:45 I would feel so good. I feel relaxed, like when I do go out, I feel less guilty. When I do sit and watch TV, I'm not always like, just thinking about it. Because always, you know I feel like your subconscious is always like retaining this information and you like subconsciously just keep thinking about it. Just like it's always in your head. Like proposals, proposals floating up there, but nothing's actually done, but I think that if I start working on it and I get it out of the way, it won't take up so much of my mind space. So it would feel good.
- Leena: 10:24 And feeling good, what will that allow you to do?

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Kim: 10:28 I think to be more productive. I think basically it's like if I open the door of productivity it won't stop. I think I'm just trying to buy more like chill time as much as I possibly can before the whole like, the big boom in October where I start my new agency. But then this has a reverse effect. So if I don't do this, I might not have a successful you know first month.

Leena: 11:01 What does productivity mean to you?

Kim: 11:05 Getting stuff done as fast as I possibly can, and doing them right. Uhm. clients or potential clients, they see like this good side of you, which is like the fast and the professional. And so by being productive, it's just getting stuff done that I have to do in order to achieve this specific goal.

Leena: 11:32 And what have you attempted to do so far to transform this situation?

Kim: 11:36 Nothing. Like I opened my laptop right before I spoke to you, and I'm just like I can just see the presentation there. I started like occasionally working on it from yesterday, a little bit here and there, but did I sit down and try to finish the presentation? Not really. Like I always see something in the corner of my eye that could distract me, like oh, my TV or my dog or I'm hungry. Or, like I need to focus.

Leena: 12:12 And when you need to focus, what does that mean?

Kim: 12:16 Just zone out and just get it done.

Leena: 12:25 Hmm hmm. And what's happening right now that tells you this is important to you?

Kim: 12:30 You mean like these are important that I have to get them done?

Leena: 12:35 The whole productivity, getting things done. What's happening right now that tells you this is important to you?

Kim: 12:43 It's because now, I'm basically starting from scratch, so I'm technically on my own until I start hiring people. So if, I think the longer I wait, the better the chances are that I will lose these clients, then I won't be able to hire anyone.

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So I see the consequences. Like they're there, the fact that I may lose these really good, potential clients. They might say that I'm not professional, et cetera, but for some reason, my relaxation vibes to me are like, so important at this point. It's like, I really want to work on them, but I can't be bothered. But I have to. Like it's so conflicting. I guess if I work on them, like I said, I'll be done in an hour. I really, really need to work on my life. (laugh)

Leena: 13:39 And when you say, "I need to work on my life," and getting things done in an hour.

Kim: 13:51 It would significantly increase the quality of my life, I think. Just the whole like, I think you're like, I don't know when you get stuff done and you like check chores off your list and it's just, it's a feel good vibe you know. I'm just worried that if I get into this then I won't stop working.

Leena: 14:21 Hmm hmm. And the feel good vibes that come with getting things done. How is this going to help you get results for your goal?

Kim: 14:38 Uhm. I guess generally, when you're like super positive, you start to be more productive and you do things, like for me, when I'm feeling good, I do things. I revise them, I do things like with passion. I do things like from all my heart, but if I'm just like slacking off and I just have to do it to get it done, I never end up delivering like quality work. So for me, my objective is to start producing and like getting things done just so I like can reach that feel good state.

Leena: 15:23 Hmm hmm. So I'd like to check in. I asked you earlier on what would you like to have at the end of this session today. Do you feel the conversation is going towards with helping you get results?

Kim: 15:37 I feel like the second you and I end this conversation, I'm probably gonna like migrate to where my laptop is and see where I can go from there. Because just realizing that it will only take me an hour probably will end up, I might even finish it in less. So it's just, it feels like it's so attainable, but I'm just like putting it off for god knows what reason. And I feel like, yeah, maybe by the end of this phone call, I'll probably be a little bit more productive than I usually am, at this stage.

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- Leena: 16:17 Okay. So for exploring where you want to be and where you are at the moment and just looking at options. What could you do if you didn't have procrastination?
- Kim: 16:34 I think my, probably like my circle of clients, my connections, my networks, because procrastination for me is not just at work. Like I put things off. If people call me, "Let's go out." There's an event. I just kind of shrug it off and I don't go. It's just too much of a hassle for me to get up and fix my hair and makeup and blah, blah, all of that. So for me, like I think the whole point is my comfort. I love my comfort too much to put in effort into something. I like the easy way out, basically. Especially now at the stage where I finally get to breathe, so I'm loving this like relaxed life. But you know what I mean. So I think that if I didn't procrastinate, I probably will be able to enjoy it more, probably I'd like have more opportunities because I close doors on a lot of things. So opportunity-wise, I think that would help.
- Leena: 17:38 What I'm hearing is that you're having a relaxed life right now.
- Kim: 17:43 Yeah.
- Leena: 17:44 What do you see in three months' time? Where do you see yourself?
- Kim: 17:51 I hope to see myself ah you know, launch the new company and uhm its successful and I have the staff that I want and professional team. But in order to reach there, I have to start like building them from now, from today, from this minute, you know.
- Leena: 18:14 Hmm. What would be different in three months?
- Kim: 18:18 Mmm I probably will have a team, so I have other people to rely on when I'm in this ah. Like for me, okay, I love doing proposals and presentations, but it's not, I like the creativity more behind it rather than the paperwork and the typing and the putting things together. So I think that I have to do these now in order for me to be able to hire a team and to be able to like get, reach this level of fast paced agency life that I'm used to.

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Leena: 18:59 And if we were going to look at a way forward, what actions.

Kim: 19:05 Sorry?

Leena: 19:06 Just looking at a way forward, what are actions you are now just ready to commit to?

Kim: 19:15 The second I get a commitment, I need, I need to execute it. So if I get a project, I have to try to work on it as soon as I can and not slip it under the rug so that it. I don't have to keep coming back and forth and just thinking about it. I think if I instantly act, I won't need to bring it up again.

Leena: 19:45 Hmm. And if you had the option to instantly act, what would you feel about yourself?

Kim: 19:54 Productive. I want to be productive. I want to feel like, you know there's nothing that I can't do and that I don't want to feel like I'm lazy and I'm careless because I'm quite the opposite. I care, but I just, not today, you know? I don't care enough today to like move. I'm just trying to enjoy the freedom of being work free for just a little bit longer. But then I realize that I can still enjoy this freedom, but I just have to just work a little bit more so I can be free in like 10 years [laugh].

Leena: 20:40 So I'm just hearing two things right now. I'm hearing, "I really want to be productive and get started and get my company going." At the same time, I'm hearing, "I still want to enjoy the time that I have off now until I get my company started in October."

Kim: 20:58 Yeah. Yeah, they both basically like contradict themselves, because I want to, but there's a difference. For me, it's like I want to enjoy, but I need to work. So for me, it's like I love having this like relaxation. I don't go to work uhm as long as I should, because now you know the transition phase, I don't need to be there. So I'm kind of getting used to this like, coming home whenever I want and feeling like I don't have that many responsibilities, but in the back of my mind, I'm like, okay, don't enjoy this too much because there's so much that you have to do for you to be able to be relaxed later. So in the future for you to reach this like level of calmness and level of like contentment, I need to work now. I'll get there, but just, I have to start now.

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- Leena: 21:54 And for me, the word "freedom" is just coming up. Does that mean anything to you?
- Kim: 21:59 Yep. For me, number one, I'm free of my partners, so now I don't have to follow any rules, any strict rules that they have for running the company. That's the first one. The second one is I believe when you work so hard, eventually five, ten years down the line you're gonna feel accomplished. You're gonna feel like some sort of freedom, like financially, like what do you say it like financially free, like you feel like you can take more risks. Uhm. You don't have to really stress on the small things. You callous. You grow, you move up and life just keeps going, getting better from there. So this is where I want to reach, five, ten years down the line.
- Leena: 22:56 And when you said, "Don't enjoy this too much." What's behind that?
- Kim: 23:04 The like the freedom now? [Coach: hmm hmm]. Like I don't want to get sucked into this like life you know. Like I don't want to be very carefree. I need to, I have goals. I have things I need to do. I have a company that I'm opening in a month, you know. I'm gonna go, I'm gonna travel in September. I'm gonna take that time off, but I want to be able to finish all of these things so that when I travel, I don't have to think about them.
- Leena: 23:38 Okay. So what else can you apply from what you learned about yourself today?
- Kim: 23:48 Hmm. I think that uhm I have to take baby steps. I don't think I'm going to be able to finish everything tonight. I think just by thinking about it like, okay. I can take like small milestones, maybe start with one proposal, start with maybe start with another one. Not being able to finish it is fine. I can continue it tomorrow, but at least like get one thing done so I have one less thing to worry about. And I think that I do have the will. It's just, do I really have to do it now you know. But no, I definitely, I need to get the ball moving.
- Leena: 24:32 Hmmm. And what would it take to get the ball moving?
- Kim: 24:37 I think I just need to like snap out of this lazy mood that I'm in. Work hard for like an hour, and maybe reward

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myself by like I don't know, just sitting on my phone. I think it's just this whole, get the momentum moving. That's what I think is important at this point.

Leena: 24:59 When we first started, you said your productivity level is three. Where are you now, versus where you were?

Kim: 25:07 I feel like a 5.5, 6, maybe. I'm not sure. Like I have to, I have to see once I start typing. But mind you, I am eyeing, like I'm more focused on the computer you know. I can see it. I'm reading the words. Like at the beginning, I'm just trying to avoid it you like. I don't even want to see what's on that page, but now I'm just like, I'm excited to start my ah night on the computer [laugh].

Leena: 25:42 So we're gonna go back into the way forward again and ask you about what actions are you ready now to commit to?

Kim: 25:52 I'm going to get something done today, at least one thing done, and if I feel like I can do something more, than I will, but my goal is to just accomplish one thing that I've been holding off for so long. Because [inaudible 00:26:09] I'm not gonna be able to anymore. The month is coming to an end. I need to finalize at least one thing out of the way. I have to. It's so important.

Leena: 26:24 Is there anything else you need to consider before taking these actions?

Kim: 26:30 No, I think uhm just clear my mind. Just focus, try to clear myself of any distractions and just focus entirely on just nailing this one and then moving onto the next section.

Leena: 26:50 Okay. What obstacles are in your way?

Kim: 26:57 At this moment, there's nothing but my mindset. I have nothing stopping me. Like there's no one at home. I have the freedom to do whatever I want. I just. It's not like I have you know a commitment, no. This is the only thing I have to do tonight.

Leena: 27:18 So I hear a lot of clarity coming from you.

Kim: 27:22 Yeah. No, for sure. For sure, I feel more like, you know I'm speaking to you on the phone and I'm getting closer to my

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laptop. You know, it was really far away, but now I'm just like, okay. Once this conversation is over, I'm just going to like leave everything behind and just try to finalize this, because I'm done waiting.

Leena: 27:51 Sounds cool. And who do you need to tell about this commitment that you're just ready to get started?

Kim: 28:00 No one. I'm just gonna do it. You're the only person that knows.

Leena: 28:09 And just checking in again. How are you different than when we first started this session?

Kim: 28:14 No, I feel like more motivated. I do, I feel more like I want to get it done you know. Definitely like when we first started the conversation, I was just like, okay, I'm just gonna be talking about procrastination. It's gonna make me want to procrastinate even more, but now I'm just, I'm ready.

Leena: 28:40 Okay. What would you say is the biggest learning from the session today?

Kim: 28:48 That it's not that, as big of a deal as I'm making it seem like. This whole, these small tasks that I have to do, they're not as far as I anticipated them to be. Like there are so many things I can accomplish so fast, but it's just the realization that it takes literally an hour, and you're done. You're done for the day. You're done for the week. Onto the next one you know.

Leena: 29:23 So at the beginning, I asked you what would you like to have at the end of the session that you didn't have at the beginning.

Kim: 29:35 What did I say?

Leena: 29:36 And you said, "I would want to have the motivation and to stop procrastination."

Kim: 29:42 I have the motivation. Surely, I feel more motivated than I did in the beginning.

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Leena: 29:52 Okay. What would you say is the biggest uhm. Or what can you share about what happened in the coaching session today?

Kim: 30:01 Sorry, could you repeat that?

Leena: 30:04 What can you share about what happened to you in the coaching session today?

Kim: 30:11 I think, again, like when you talk about things, it's not that, as bad as I made it seem you like. I think I have more clarity, if that makes any sense. Like I know what I want to do and I know what I have to do to get it done. All I need to do is just apply it. Like it's so simple. I just need to apply it. I just need to do it. And then I'll reach my goal. Like there's nothing stopping my way. I have no obstacles. It's just me. It's just, I'm my own obstacle.

Leena: 30:49 Okay. And I'm just looking at time. I know we still have ten minutes, and do you feel you have gained value from the session today? I hear that you said "clarity." Is there any other value that you have gained?

Kim: 31:09 Definitely like clarity being one of them. More like I have the energy. I'm excited, so I can't believe it's only been 30 minutes. I feel like we've accomplished so much, or I've accomplished so much in a short time. And uhm. No, I just feel like more energetic and more excited.

Leena: 31:33 Okay. And do you feel that you have everything that you need from-

Kim: 31:41 Oh yeah.

Leena: 31:42 Today's session?

Kim: 31:43 Yeah, for sure. For sure. Like again, just. In the beginning of the session, I was kind of like leaned into my couch, like dissolving. Now I'm more like, I'm sitting up. You know, I'm ready to like just move forward. I'm ready to stand up, pick up my laptop, put it on the table, and start working, you know.

Leena: 32:06 Yeah, I hear that excitement in your voice.

Kim: 32:09 Yep.

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Leena: 32:12 Well, before we hang up, is there anything else that you want to share or consider or?

Kim: 32:21 Uhm. Nothing but the fact that I stand in myself way a lot, because I'm just, I don't know, lazy at times. Not always, like it's not something that I always have, but sometimes I just wanna relax and I think that by saying this over and over like "I just wanna relax. I just wanna relax." Like I'm digging myself into a deep hole, but just getting it done with and just relaxing afterwards, rewarding myself I think is what I have to start doing because I'll gain more out of this productivity and I'll feel good about myself. So I think just speaking about it just makes it more attainable for me. But that's all. I think we discussed everything, and I feel good.

Leena: 33:13 That sounds good.

Kim: 33:15 Yeah.

Leena: 33:17 Well, it sounds like you're ready to take off, get things going, take some action. So I'm going to let you go and do that.

Kim: 33:29 Okay. Thank you so much for this call.

Leena: 33:34 Thank you. Thank you for making time for yourself and being available.

Kim: 33:40 Yep, thank you.