

## Steve coaching Antonio

COACH 00:01                    Okay. I'm with, uh, my client today, uh, Antonio. Good morning, Antonio.

CLIENT 00:07                    Good morning, Steve.

COACH 00:10                    Good morning. Um, thank you again for, uh, uh, recording this coaching conversation. Um, So where would you like to focus today?

CLIENT 00:24                    Um, so today, I've actually, uh, thought of something more specific. Um, I wanted to-- by the end of this session, I wanted to, um, see applying for a job differently. Uh, and, and the reason is so that I can feel, like, more confident about, uh, applying for roles that are, you know, more of like what I desire to do plus more within, uh, the industry I wanna be in.

COACH 00:57                    Hmm. Okay. So I'm hearing that you want to apply for a job.

CLIENT 01:06                    Mm-hmm.

COACH 01:07                    All right. Um, so you'll feel more-- what was the word that you said?

CLIENT 01:15                    I wanted to feel more confident.

COACH 01:16                    More confident yeah. All right. Okay. Got that. So, um, so Antonio, if we could use our time together this morning to make a, a difference--

CLIENT 01:29                    Mm-hmm.

COACH 01:30                    --what would you wanna come out of our talk?

CLIENT 01:36                    Uh, well, I think seeing the-- yeah. Seeing how the, the, the process of applying for a job, um, differently. For some reason, there's something that's, uh, like, not just holding me back but making me play it safe. Um, so I wanted to, uh-- I want [to see?]- I'm trying to identify what, what is that, and then, uh, work around that, um, so that I've got this, uh - how do you say - uh, gusto, um, when I'm looking at, you know, potential roles.

COACH 02:26                    Booster?

CLIENT 02:27                    Uh, gusto.

COACH 02:29                    G-gusto. Ah, okay.

CLIENT 02:31                    Yeah.

COACH 02:33                    Got it. Gusto. I think I know what gusto means, but what does that mean to you?

CLIENT 02:39                    Well, gusto is just this, um-- I mean, there's the-- there's the Filipino gusto, um, but it's close-- it's similar in the sense of, like, just that, that want, that desire, that, um, that enthusiasm, um, 'cause it's almost like when I-- what I find is whenever I apply for a role, there's almost this, um, you know, you know, task fail kind of, I guess, feeling or it's like performance anxiety. Uh, and that's even before the job started. Um, so it's almost like I want that sense of, uh, hmm...

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Yeah. That-- i-it's, it's-- I think it's to do with, with, like, feeling more confident that what I have and what I can, uh, provide, um, is also, **you know, what they're looking for and then they're, they're thirsty for that.**

COACH 03:53 Ah, they're thirsty for that. Okay. All right. So both of you are in tune with, uh, with, with each other.

CLIENT 04:03 Yeah, yeah, yeah. It's like the, um-- I don't know. In tune, it's almost like there's-- uh, I have experiences when you just meet people and you just click. Uh, there's no trying. There's no, um, pretending. Uh, there's no, uh, you know, trying to sell yourself. Um, but in-- but there's also what I find is in interviews and-- you know? There's part, I'm going to say, acting, part role-playing.

COACH 04:39 Mm-hmm.

CLIENT 04:40 Um, and then there's the-- you know, that comes to a point when there's the authentic part that comes out. Uh, and, uh, in the past, I did this, um-- I did this program called Now What, and, um, uh, so I tried to-- I worked on identifying, you know, that essence, that yolk. And, um, like, I really like the yolk. And what happened, though, was when I was moving countries, you know, I couldn't really, uh, in my head, apply, and say, "Hey, here's the yolk. Here's the yolk. Is that what you're looking for?"

COACH 05:25 Mm-hmm.

CLIENT 05:26 Um, because recruiters don't ask for the yolk, unfortunately.

COACH 05:31 Right.

CLIENT 05:33 Like, all I'm after is at least they're in that field perhaps. Um, so-- and I don't know if that's just a belief, [inaudible] belief either. Um, so of course, I had to start on the, um, going back to the resume, right? And then when I was preparing the resume, um, I felt, like, imprisoned again. So it was like, "Oh, man. Um, I did so much work on, on the essence. And now, I've got to-- while I'm creating this CV resume, um, it feels restrictive." Uh, hmm.

COACH 06:15 Mm-hmm. Okay. Um, and what, what do you wanna feel instead?

CLIENT 06:24 Hmm. I wanna feel the same as, um-- I don't know if-- it's like if I was on the recruit-- if I'm on the recruiting end, um, yeah, there's some boxes to tick, but at the end, like, I really want to do know, like, who this person is, um, you know, in terms of character, uh, not just, uh-- not just skills. Um, yeah. Like, I think, when, when I look at roles, it's almost like, "Oh, man. Um, do I need to tick every skill that's required there?" Like a role that I desire, I, I would say. Um.

COACH 07:18 And it sounds like you want the interviewer to know the essence of who you are.

CLIENT 07:23 Yeah, yeah. Um, and I found that, as much as, you know, you rehearse, you practice, um, at some point, they want to see the real you. And in the current

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role that I'm in now, uh, and thinking about it just because of time restraints and, uh, what I needed to do just to establish family, I, I applied there for, uh, safety. But it's actually-- what's the word? Um, you know, in, in the-- in this-- now, of course, it's-- they say that once you've identified, um, what's undeniable, uh, and you listen to your body, your body is really going to tell you. And my body has just been, um-- what's the word? Yeah. My, my spider sense is through the roof, so to speak.

COACH 08:36

Ah, wow.

CLIENT 08:38

Yeah.

COACH 08:38

How exciting. You've got a real conviction about who you are.

CLIENT 08:44

Yeah. Well, you know, like, a month ago-- and, and I'm still going through it. Like, you know, I was on the receiving end of, um, you know, a bullying harassment, and I'm working through that. And I'm just trying to work out, you know, what, what is it that, um-- what do I really-- what do I really want here? What's, what's eating me up? What's, um, what's-- what am I really longing for here that, that, you know, it's not happening or I'm not doing?

COACH 09:11

Mm-hmm.

CLIENT 09:12

Um, and I-- yeah, that's-- yeah, that's what it was about.

COACH 09:18

Mm-hmm.

CLIENT 09:19

Um.

COACH 09:21

It was about that guy [laughter].

CLIENT 09:22

Hmm.

COACH 09:27

All right. So I'm, I'm, I'm hearing you say that, um, you know, you wanna spend this time to, uh-- talking about going into the interview, you're confident, you're full of gusto, you're, uh, you're authentic, it's effortless, uh, the interview, uh, understands the essence of who you are.

CLIENT 09:52

Yeah.

COACH 09:53

Is that about right?

CLIENT 09:54

Yes.

COACH 09:56

Okay. All right. So we'll explore that some bit. And, and if you were to get some clarity around this--

CLIENT 10:05

Mm-hmm.

COACH 10:06

--uh-huh, what's gonna be the ripple effect for you?

CLIENT 10:08

The ripple effect. The ripple effect. The ripple effect. Um, an internal ripple effect or an external ripple effect?

COACH 10:25

Uh, I don't know. Which one seems to be coming to the surface?

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- CLIENT 10:34                    Hmm. Internal ripple effect. Well, I wanted congruency because, uh, exactly, you know, like it's I saw a role that I wanted to do. Uh, sure, my, you know, talent skills, um, and they're aligned so it's like I'm positioning myself where, you know, where I wanna go to versus faking it in another area. Um, and then, um, just the, the way I'd feel about that kind of work. Um, you know? Yeah. It's, say, the, uh-- it's the worst day of, you know, um-- doing something you love is better than the best day of doing something you don't like.
- COACH 11:36                    Mm-hmm.
- CLIENT 11:36                    Uh, so I've seen that-- I've seen that work. I've seen that in play. Um, and that's how I wanna feel about my work. Uh, it's like I've had a taste of it and, um, I want-- I want that same, uh, flavor-- well, you know, here, um, because in my head I-- changing countries and all that stuff, I had certain, uh, I guess, stigmas-
- COACH 12:06                    Mm-hmm.
- CLIENT 12:07                    --about coming back here. So, um, you know, Australia, as great as it is, it represented, you know, in my head, like, moving-- I'd say going backwards, um, starting again. Uh, I think my biggest success run was in Korea, um, so that's why I have that kind of view about here, like, "Aw, man. I don't know. Is it now going-- gonna go down?" Um, and also the work I'm in, like, right now, it's in-- uh, although it's, uh, you're looking after a high number of people, uh, it's a large store, you know, strong brand. But, um, it also, to me, represents, like, a doing a step back. Um, yeah.
- COACH 13:03                    You said you had-- you had the, uh-- you, you-- you've had that flavor before.
- CLIENT 13:08                    Mm-hmm.
- COACH 13:08                    Um, what does it taste like?
- CLIENT 13:14                    Hmm. It's like truffle and butter on anything. Um--
- COACH 13:29                    Oh, come on. You can't say that. Oh, my goodness [laughter].
- CLIENT 13:44                    [laughter] Oh.
- COACH 13:44                    Oh, my.
- CLIENT 13:47                    I guess it translates--
- COACH 13:48                    Lovely.
- CLIENT 13:51                    [laughter] It translates to, you know, like, something so subtle yet, um, it just works and it just, you know, elevates that dish. So you're not-- you're not trying but it just-- you know? The, the flavor and the, uh, profile completely changes. The umami level changes. Um.
- COACH 14:16                    Umami. Wow.

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- CLIENT 14:18                    Hmm. And I feel like-- um, I mean, that's on the tasting part but it's almost like as if, uh, you're cooking your food and you're the one who, um-- you know, you're not cooking to the recipe. Um, you've got that space and room to experiment with the dish. Um, you know, to try different ingredients. Um, and then you can taste it at the end and, and in the end, it might not be perfect but you still enjoyed that process. You know? And I think, underneath that, you always know you're, you're making, you know, great food.
- COACH 15:06                    Yeah. Okay. Uh, that was, uh, beautifully said. I love that, that language. [client laughing] I'm serious. Yeah. Uh, so now we're talking about you, um, how would you like to prepare this recipe?
- CLIENT 15:31                    Hmm. So you know, I've got the-- obviously, the, um, needed ingredients of-- obviously, the resume has to play a part. The interview prep has to play a part. Um, the searching for roles has to play a part. Um, the cover has to play-- cover letter has to play a part. Um, but the, the butter and the truffle is my mindset.
- COACH 16:20                    Hmm. Okay. So where would you like-- where would you like to explore?
- CLIENT 16:29                    Well, when I'm-- what I find is when I get to a role that I, like, I, I like, um, it goes through a phases of, uh, emotions. So the first one is obviously, oh, excitement. And then, like, an analytical part comes in. Uh, and then a-- how do you say? It's almost like I, I stop myself and it's like a fear of not getting that role.
- COACH 17:13                    Mm-hmm.
- CLIENT 17:15                    Hmm. And then what happens is I seem to stay in that fear, um. Hmm. So I was like, how do-- instead of-- so changing-- having to change countries but not looking at it as going backwards. How can I, yes, change-- I've changed countries but how can I bring, bring this guy forward, that guy, right?
- COACH 17:55                    Mm-hmm.
- CLIENT 17:56                    Um, so it's like exactly in that part where, um, you know, the fear and then I stop, um, and then I start to look at, like, oh, you know, what, what would be uncomfortable about this role, you know, versus, um, I think, really giving it a shot in terms of, um, what I get to do. What I get to do, you know, during the day, uh, who I get to be during the day, during that day, that work day.
- COACH 18:37                    Who you get to be. Yeah.
- CLIENT 18:38                    Yeah. Um, 'cause I-- that guy, uh, when he shows up to work, it's not even work. Uh, he-- what's the word? He doesn't look like he's working [laughter] 'cause he is so, um, uh, immersed and he is focused and he is having fun with it. Uh, but it's the type of work that is really important because it's changing people's lives, in a good way.
- COACH 19:20                    Mm-hmm.

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- CLIENT 19:23 Um, yeah. And, hmm, so I guess when I'm looking at these roles, I'm trying to see can I be that guy or who's, who's this-- is this guy allowing-- is it-- will it allow me to be, you know, this guy? And the current role I'm in now, I've, I've been trying that, like the-- I've completely satisfied the, okay, hold on, here's the, uh-- here are the tasks that are gonna be done 'cause if I look at it that way, the tasks are actually, um-- I don't know. They-- I feel I get restricted. Um, they look boring. Uh, hmm, but when it's something that's helping someone else in a good way, um, I seem to just dive in.
- COACH 20:34 Mm-hmm. Just dive in.
- CLIENT 20:43 Hmm.
- COACH 20:45 Okay.
- CLIENT 20:47 Um, and I-- yeah. So I try to do that with this role. Uh, of course, there was an abrupt, uh, break, um, with that. Uh, like I saw myself-- when I applied for this role, I saw myself as not being spread out too thin where I'm getting involved in, um, everyone else's work, but I was more on, one, like fostering a culture, creating a culture, um, where each player was, uh-- you know, they could do their best work because they were, um-- they were comfortable. There was safety. Uh, there was someone that acknowledged their, uh, their skills and talents. Um, there was someone that was, uh, like, continuously supporting them. Um, there was someone that was present, that was listening. Um, you know, there was someone that was using coaching conversations. Um, yeah, there was that part. And then other part was I saw myself, um, like, developing the leaders, others some new leaders with, um, you know, like, 20 members in, in their teams. And, like, I saw myself, uh, delivering a program to them on, uh, providing coaching skills for leaders. Uh, so that's how I saw myself. Um, and in that becoming, that's how we would, like, you know, hit our budgets.
- COACH 22:48 Okay.
- CLIENT 22:48 Hmm.
- COACH 22:49 Nice, nice.
- CLIENT 22:51 Um, so that's in the current world, which is the retail industry. Um, but there was a role that I was looking at, um, which is, like, in the internal coach role, and, uh, I applied for it. It was-- it's for a startup. Uh, applied for it, uh, in February last year. Um, I didn't get it. Um, I don't know. When I applied, I was like, "Oh, I'm gonna--" I do have the CV and all that stuff but I'm gonna write, like, about the yolk [laughter].
- COACH 23:28 Mm-hmm.
- CLIENT 23:28 It's an internal coach role. They must know about the yolk. They must be looking for the yolk.
- COACH 23:34 Yeah.

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- CLIENT 23:34 Uh, yeah. Unfortunately, didn't get it and it, it bummed me out. And, um, like, I even replied back with a, you know, whoever you are, you know, congratulations, best of luck. And if they ever need an assistant, let me know. Um.
- COACH 23:54 That was a professional way to, you know, to end that conversation, or maybe the beginning of something new.
- CLIENT 24:05 Hmm.
- COACH 24:05 Very cool. All right. So, um, I just wanted, you know, just check in with you, Antonio, you know. In the beginning, you wanted the-- in regards to going into the interview process, uh, you were-- you were looking for it to be effortless and, um, and you wanted more confidence and, and, and gusto. And, um, you wanted to show up, uh, and present your authentic self.
- CLIENT 24:36 Hmm.
- COACH 24:37 Are we-- are we heading in the right direction?
- CLIENT 24:41 Are we-- yeah, we are. Like, I think, in the sense of there's a lot of stuff coming out, um, and they seem to be connected to each other.
- COACH 24:49 In what way are they connected?
- CLIENT 24:52 Um, like, I'm seeing, obviously, like, what's that step that, uh, uh-- that's my sticking point with regards to, like, when I apply for something. And then what is my, um, hmm-- like, where I'm currently at, what decision led me to go for that? Um, I'm getting, like, just hints or clues about, um, how I wanna feel when I'm applying for the role. Uh.
- COACH 25:50 Getting hints.
- CLIENT 25:52 Hmm. So it's almost like there's this kind of, um-- uh, like, it's, it's just there, like, I can-- you can reach it but I can't exactly call it, um-- it's like what am I... When I'm-- like, when I'm, uh, meeting someone and-- or even interacting, interacting with someone I know, there's a way that I show up that it's not-- it's effortless. It's not, um, hard. You're not trying too much. But, but you're, you're still making an impact. Um.
- COACH 27:12 How does that feel?
- CLIENT 27:16 Yeah, it feels-- I mean, it feels what's the word, like it's at ease um. I don't know. Here's the, uh-- here's the words that pop into my head.
- COACH 27:31 Hmm.
- CLIENT 27:32 Uh, risking being myself.
- COACH 27:34 Ah. [client big sigh] Risking being yourself. What about is that, uh-- becoming who that you wanna become, that guy, um. Talk more about that risk.

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- CLIENT 28:06                   The risk is in relation to applying for something I really want. And then if I showed up, you know, as myself, uh, of course, you wanna be somewhat prepared as well. Um, and then not getting the job.
- COACH 28:39                   Mm-hmm.
- CLIENT 28:40                   So is that fear, like-- yeah. So I guess because I'm attached to, oh, I was being myself. Like, does that mean it was a rejection of me? Um, but when I checked that company, uh, they, the did hire an internal coach. And I saw-- like, I just looked at her, um, her background. Uh, you know? It was-- I can see why they-- why I didn't get the role. So it wasn't personal. Um, they, you know, they were advocates for, uh, coaching. They-- obviously, to have an internal coach, um, they value it. Um, and they wanted to provide the best quality coaching for their clients. Um, yeah, so it wasn't really about-- it's not about me. Um, it was just a matter of, uh, like, I didn't have that set of experience or skill sets that they needed at that time. Um.
- COACH 30:02                   So one of the things you definitely learned was it, you know, it wasn't about you.
- CLIENT 30:09                   Hmm.
- COACH 30:14                   What else can you, uh, uh, pull from, uh, that experience to move you forward to exactly what you want?
- CLIENT 30:37                   Hmm, I think her, like, LinkedIn profile, uh, gave some clues to what they were looking for. Um, and then-- well, one, they're actually looking for-- now, they're now looking for a second internal coach. Um, so I think it's, like, you know, reapply, remind when I applied before, um, uh, but go in with this, um, I know you guys value, um, value coaching and you, uh, you wanna give the best to your, um, internal, internal clients, um, you know, impacting, uh, professional and professional, uh, results in the workplace. Um, that's also where I like to play. Uh.
- COACH 31:59                   If we're talking about the essence, what do they really want?
- CLIENT 32:04                   Ooh, the essence. From the person-- from the person applying, what's the essence?
- COACH 32:26                   Either from the person applying or, or, or, or, or what are they hoping for um, the impact to be?
- CLIENT 32:36                   Yeah. I, I think they want, uh-- I mean, obviously, to-- um, better results, but before the results, for the coaching, they want their, um, their people or their leaders, they really want them to play, uh, like, at their best. They want them to go all out. They want them to, um, uh, set audacious goals. They want them to, uh, be resilient. They want them to not have, um, uh-- what's that called? Yeah, there's some type of complex, um, where they don't own their value. Um.



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- COACH 33:43 As I'm hearing you speak, you know, uh, a couple of minutes ago, where you were talking about, you know, the LinkedIn profile and this and that and, and, and then I'm hearing you now. I mean, now, you, you sound like the chef that's, that's preparing the dish with the ingredients from intuition. You sound like you're in flow. You sound more confident, for sure. I mean, your energy is way up. Uh, it sounds like you're in flow.
- CLIENT 34:17 Mm-hmm.
- COACH 34:19 You sound like you're full of gusto. I mean, that's what I'm feeling.
- CLIENT 34:23 Mm-hmm.
- COACH 34:28 What are your thoughts about that?
- CLIENT 34:33 Um, yeah. When you-- when you say it back to me in that way, I don't know, just something got-- like, an, uh-- some ease around my eyes. Um, and it's almost like I have this choice, like, who's this guy when goes to the, uh, LinkedIn and who's this guy when he, um-- you know, when you-- when you talk about the essence, um...
- [silence]
- COACH 35:46 What's coming up for you?
- CLIENT 35:52 Yeah. I'm trying to-- I guess it's more in the head-- at the head level. Um, I don't know. Is it trusting is essence? Is it...?
- [silence]
- CLIENT 36:29 Is it me just, like, like going to the interviews and, um, like, just knowing that... I know the interaction is going to be a good one. Um.
- COACH 37:07 I hear conviction in that.
- CLIENT 37:11 Yeah. It's just-- I mean, with the-- with the last one, I-- for some reason, I, I had part coaching head on and, um, ask them questions.
- COACH 37:25 Mm-hmm.
- CLIENT 37:27 Um, and I sold them on-- 'cause they asked me, what would be different to all the other, uh, you know, applicants that applied? And I said, "Well, yeah, um, you're having a, a leader that has a coaching background and has coaching experience." Um, and that leadership nowadays, coaching, is a, uh-- it is a needed skill, uh, especially with the, uh, uh, you know, traditional management styles, they're, they're-- yeah. They're not working as much as, as they used to, uh, and people are relating differently. Um, and people want, uh- they want more from their leaders. Uh, millennials, especially. Yeah. Different values, uh, different ways of communicating. Um...
- [silence]

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- COACH 39:14                   What would you like to say to them so they melt in your hands like truffle and butter?
- [silence]
- COACH 39:37                   Let, let me rephrase that.
- CLIENT 39:38                   Hmm.
- COACH 39:39                   Who would you like to be so they melt in your hands like truffle and butter? And they say, "Yup, that's the recipe. Yeah, that's the-- that's the dish that we want."
- [silence]
- CLIENT 40:09                   Yeah. I, I think authenticity is the, the big one. Um, coming-- like, and it coming from being congruent. Uh, just, like, my vibe, uh, is I know that I can, uh-- I love what I do. Uh, I love helping others. Um, I, I dedicated, you know, yeah, time, energy, sweat, uh, sweat equity, uh, to get where I am. Um, I, I use it, uh, wherever I go. Uh.
- COACH 41:28                   Okay. Um, talking about getting to where we wanted to go, um, the confidence, the gusto, the authenticity, the effortlessness, uh, did you get what you wanted from today's conversation?
- CLIENT 41:50                   Yeah. I... Yeah. It's, it's, like, what I wanted, um, I needed to-- or I'm, I'm feeling this, hold on, I think there's this, uh, shift in, in thinking that, that are occurring. Um, yeah, that's the one part.
- COACH 42:25                   Good. That's, that's a new awareness. Okay.
- CLIENT 42:28                   Yeah, it's the new awareness. Um, and I think it's, okay, with that awareness, uh, how can I now just, um, take the actions, uh, and not feel, um, knocked down by the, uh, I wanna say, 50/50, either they, they hire me or they don't.
- COACH 43:03                   Yeah. Okay.
- CLIENT 43:04                   Right?
- COACH 43:04                   Yeah, yeah.
- CLIENT 43:05                   Yeah. Uh, and, and kinda like I guess if I'm gonna look at it from a, a inverse, um, inverse, paranoid type of way, uh, I know when I've recruited someone, like, there's something that says, "Hey, mate, get that guy." And even when you're not, like, uh-- it's not the-- it's not even like you have to look at the list and be 100% sure. There's a-- there's a gut check at some level. Which is like, "Yeah. We'd get this guy. Just get him." Um.
- COACH 43:49                   Okay.
- CLIENT 43:50                   Yeah.
- COACH 43:54                   Okay. Um, so what actions would you like to take?

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- CLIENT 44:01                    Hmm. I've already got a, a couple roles in mind. Um, I think reading through it again, um, but doing it through, like, how I feel, uh-- how I feel, uh, now. Um, and yeah, like, writing the, the letter and resume and just, just sending it through [laughter]. Just send it through.
- COACH 44:53                    That sounds effortless, authentic, uh, sounds like you've got gusto and confidence.
- CLIENT 45:00                    Yeah. Just send it through and just-- if, if, if it ain't gonna be then it's gonna be, "Oh, man. We should have got that guy. Remember that guy? We should have got that guy [coach laughter]." Yeah.
- COACH 45:12                    Cool.
- CLIENT 45:13                    And have them fight over me instead.
- COACH 45:17                    What will help you to, uh-- and from a support standpoint, uh, to ensure that, that you move forward in, in being that guy?
- CLIENT 45:27                    Hmm.  
[silence]
- CLIENT 45:43                    I think, I mean, definitely, it's like someone, uh-- what will help me in terms of support? I think, after I do it, I might-- like, I need-- I'd write down how I felt, um, and just, like, uh, you know, maybe report in, uh, like, without-- to someone, uh, they're not judgmental. Um, and I think, usually, when you're applying for jobs, there's that pressure of, you know, "Did you get it? 'Cause we needed the money." Or, "Did you get it?" Because whatever reason.
- COACH 46:36                    Mm-hmm.
- CLIENT 46:37                    But in this case, it's more like, um, how was that experience of when you-- of applying.
- COACH 46:44                    Wow. There you go. Mm-hmm.
- CLIENT 46:46                    Yeah. Like, more process-focused than the result. Of course, I want the result, but yeah. Um, what was your experience applying? Did you, um, did you stump them in the interview?
- COACH 47:13                    [laugh] Yeah. I like that. Yeah.
- CLIENT 47:16                    Yeah.
- COACH 47:17                    All right. So you got, um-- you got a new awareness. That's part of who you are now.
- CLIENT 47:24                    Mm-hmm.
- COACH 47:24                    Um, and taking action steps differently than you did before.
- CLIENT 47:31                    Mm-hmm.

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COACH 47:32 Um, and you're willing to, you know, like a great chef, experiment with it and, and see what-- see what, what it tastes like in the end.

CLIENT 47:42 Ooh, I like that. Yeah.

COACH 47:46 Cool. Any-anything else that you need to be, uh, complete for this call?  
[silence]

CLIENT 48:07 No, I think just, um, just try it out.

COACH 48:13 Try out that new recipe.

CLIENT 48:15 Yeah. Just heat up that skillet.

COACH 48:20 Heat up that skillet there you go [laughter]. All right. Well, listen, uh, let me just end the recording and, uh, hold on right there. Thanks, Antonio.

CLIENT 48:32 Mm-hmm. Thank you, Steve.