

Yvonne coaching Rachel transcript

Coach [00:00:02] Great. So Rachel we're recording now and thank you once again in this session for allowing me to record this conversation for credentialing purposes.

Client: [00:00:13] No problem. Pleasure.

Coach [00:00:15] Well, we've had some amazing conversations so far and I'm wondering where would you like to start today?

Client: [00:00:23] Ah, I don't know really. Ahm, I just told you I sent you a little journal just on what's been popping up. I really connected with Coco Chanel and that conversation, who she is and "luxury is not vulgarity". You know all of that just really resonates with me. So that. And then our second coaching session and conversation again really resonated. And you know, how perhaps there's some dissonance around being huuuh!, you know, in the kitchen, so to speak and how Gordon manages to stay out of the kitchen. And he also has brand Ramsay. But there's definitely something around wanting to explore, you know, what my Rachel Trise gift might be. Ahm, so there's definitely something around that.

I watched Bohemian Rhapsody. I don't know if you've seen the film, on the plane going over. I absolutely loved this film um. I loved Freddie's ahm, bonkersness. I loved his, you know, energy and craziness and that sort of rings true a little bit with me. But there's a part of the film that sort of resonated. At one point. Freddie sort of decided "Right that's it. I've had enough. I'm going off on my own. I'm going to just become Freddie Mercury". And it really didn't work for him because he recognized that actually he got energy from other, other people, ahm and that, you know, collaboration is for him and his success ahm, was you know, collaborating with others. So there was something around that that rang true. Ahm, and I think the final bit of my journal was an enquiry I'd had just around what is it to be lazy?

Coach: [00:02:45] Hmm. So, so much bubbling up for you.

Client: [00:02:48] Mm hmm. Ha, ha, that's why I had to write it because it was like ooh I'd better just get my thoughts a little bit straight. (*chuckles*)

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Coach: [00:02:59] So I see you hovering above all these metaphors, images and (Client: Yeah) inspirations. (Client: Yeah) And to help get grounded for our coaching today uhm, what is it, from all of those images and anecdotes that rings true for you?

Client: [00:03:21] I think they ALL ring true. They ALL really, ahm. they all resonate. They all really resonate. Ahm. Yeah. There's truth in every single, every single part. Ahm, the part that perhaps is less clear is, you know, in brand Gordon Ramsey and brand Rachel Trise, is what my gift might be. I haven't really spent much time, you know, thinking about what that is, could be. Yeah.

Coach: [00:04:05] Mm hmm. So I've heard you come back to that core question twice now Rachel. You know, what your gift could be? Could that be the topic for the coaching today?

Client: [00:04:19] I think it would be a useful topic. Yeah. Mmmm.

Coach: [00:04:23] Mm hmm.

Client: [00:04:19] Mm hmm.

Coach: [00:04:25] What would be useful about that topic if we were to explore it today?

Client: [00:04:36] Ah. I think just getting a sense of where there's real resonance for me. Ahm, ahm, it may be, ahm it maybe in this part, there's something around the laziness in there. Something around the laziness in there. I don't know, really struggle with that word. I really struggle with that word. There's something in it.

Coach: [00:05:09] Well you know what, I see you sort of burying your head like this in your hand when you.

Client [00:05:15] Ooohh!! *(Rachel dramatically puts her head in her hand again, then chuckles)*

Coach: [00:05:17] So, if that's what's calling you right now, ahm, would you like to explore that a little bit?

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Client: [00:05:24] Yeah, yeah. I would, yeah.

Coach: [00:05:26] All right. So, we may have space for both, you know, ahm what your gift is...

Client: [00:02:48] I think the gift and the laziness, there's something about them being intertwined there's something around ahm. There's something around Asia as well. There's something around Asia because I would love, you know in eight years' time, I would love to be a little more lazy. I would love to ahm, be able to choose, maybe the country I'm doing my work from. And I'm saying eight years' time because Evie will be at university then. So I will have more choice about where I do my work. Ahm, so yeah, there's something around Asia. There's something around laziness. And there's something about my gift. Yeah.

Coach: [00:06:32] Right. So (*cough*) I'm sensing a beautiful dreamy space today, you know (Client: Mmmm) dreaming into this next period you know, eight years from now and how everything could be just amazing.

Client: [[00:06:48] Mmmm. Mmm. Yeah. And how Januarys and Februarys won't be in Luxembourg.

Coach: [00:06:58] Ha, ha, What would be wonderful about that?

Client: [00:07:02] Hah, just can't bear this cold. Just can't bear it. Really can't bear it.

Coach: [00:07:11] So you get to pitch for what YOU want in your life. (Client: Yeah) And in this conversation, ahm, if our pitching is successful, what would you have at the end of our conversation that could be really valuable for you?

Client [00:07:29] I think just a real picture that ah, it, it's possible. Ahm, that this is, you know, my gift. And something that, some work that I can do wherever I choose to be in the world at that point. Ahm, so yeah. Yeah. Work over a platform like Zoom. Work where it's warm in January and February. Yeah and yeah, something meaningful, I think.

Coach: [00:08:10] Hmm, so let's use those markers as kind of check-in points during our conversation, and at the end um. (Client: Mmm) If you were to come away with a picture of,

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you know, that it is possible and clarity, more clarity around your gift (Client: Mmm) and also a sense of what it is that you can do in the world anywhere and how that might work. (Client: Yeah) And then there's the meaningful part. (Client: Yeah) So, what would be meaningful about all of that for you?

Client: [00:08:53] Ahm, well I think for me in life it's always been about helping people or making people feel good, I guess. One of my first jobs was a waitress and I yeah, I really liked that job because I'd wait on tables, people would be happy and they'd give me some cash at the end. A tip. *(laughter)* So, that was, yeah, and I'll always look back on that job and say, wow, you know, I've helped people. I've made people feel good. And here's some cash!

Coach: [00:09:37] Right. So you just did a kind of click clack with your hands as if, wow, whup, there's the formula!

Client: [00:09:44] Yeah. It was just so easy. It was just so, it was. It was easy. Maybe that was lazy actually because it was just so easy. Make people feel good. Boom. Cash.

Coach: [00:09:57] How wonderful uhm, how you've connected that to laziness.

Client: [00:10:01] Yeah, Just easy. *(Rachel makes a popping noise with her lips)*

Coach: [00:10:05] *(laughter)* What are these funny sounds?

Client: [00:10:05] It was just so easy. *(laughter)* So easy and fun. And lots of fun! Yeah. Because you'd be talking to, you know, a gay Chef and you know...(Coach: Ah, ha) Yeah.

Coach: [00:10:19] So, I see you getting lots of fun out of this metaphor. What else is in it for you? Being a waitress, what else are you ahm, aware of?

Client: [00:10:29] Yeah, there's service, isn't there? You know, service to others. Ahm. Yeah, there was definitely creativity because maybe I'd decide that the pâté with a tomato wasn't quite enough and I'd stick a little bit of something extra on, you know. Or, you know the profiteroles, I'd dunk an load of extra fudge sauce on. Cause, you know, your tip would be bigger. *(chuckles)* Yeah.

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Coach: [00:11:09] Sounds like you uhm you added your own touch of “extra” , who you are.

Client: [00:] [00:11:17] Yeah, definitely. Definitely. Yeah.

Coach: [00:11:21] And what's that something extra about you as a waitress that perhaps others didn't have?

Client: [00:11:29] Oh, I was definitely quick, definitely quick. Definitely efficient. Ah, yes, I smiled a lot. Yeah.

Coach: [00:11:51] So if you were a customer and Rachel came to your table, what impact would she have on you?

Client: [00:12:01] Oh, well she'd brighten up your day. She'd make the meal really enjoyable. Ahm, and you know, looking back these tips were really big. I mean I'm talking about nineteen eighty seven, I guess. And you know, I was getting three quid tips from people. I mean (*she whistles*), I don't know what three quid would be now but, but, it was. Yeah I'd walk out every single, I had more disposable income then than I've ever had since. You know, I would, I would earn at least 20 pounds per shift extra on top of my salary. And ah, yeah, you know, a hundred pounds then in a week was, you know, maybe the equivalent of 300, 400 pounds now. Huge amounts of money!

Coach: [00:13:04] Hmm. (*silence*) So if you were to tease this out more, there's something in this for you, there's some wisdom that's trying to emerge from your story.

Client [00:13:32] Hmmm. (*silence*) And there's also, it's just, it's just a little comparison. So you, know I've done a couple of coaching sessions with people as you know, as part of the certification. And one of them has paid me cold hard cash, not a bank transfer. Cash. (*laughs*) And there is something about that, ahm, you know, just seeing it, touching it, just like I used to back in the ... You know, ahm, that was kind of yeah, liberating a bit. Yeah.

Coach: [00:14:30] So what kind of liberation was that?

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Client: [00:14:41] Well, maybe it's the sort of ah, recognition or reward that is very very tangible and visible. Yeah. Very tangible. Very visible. I did something good. I got something. You know, whereas in our general, well it all just goes into some bank account and gets seeped out into expenses. You know, life expenses. So when, you don't sort of feel it see it, touch it. Whereas, you know that cash that that woman gave me and that cash back in the day when I was, you know, it was, you know you've done a good job. *(She makes a pursing sound with her lips.)*

Coach: [00:15:30] So what's important about that for you?

Client: [00:15:36] I don't know. *(chuckles)* Ahm, is it recognition? Ahm, ah, yeah maybe some value. Maybe value. Maybe value. Yeah, maybe value. Yeah, I think, that's it.

Coach: [00:16:14] So what is value for you?

Client: [00:16:20] Ah *(silence)* Value is freedom. I guess, recognition. Ahm, service. Ahm, joy. *(silence)* Yeah, and honoring myself, I think. Hmmm. Hmmm. And there's something around. "I did this. I get that".

Coach: [00:17:27] It feels like both are important for you, what you did and what you get.

Client: [00:17:42] Hmmm. Yeah. Yeah. Because you don't quite get that in the "restaurant" actually.

Coach: [00:17:56] So what are you aware of?

Client: [00:17:58] Well in the restaurant, and I mean the "restaurant", my office uhm. In the "restaurant", one has to wait a loooooong time ah, for the value, for your value to be acknowledged. It's not immediate.

Coach: [00:18:34] So your "restaurant," which is your global business now, the analogy we used last time, is a place where it takes a long time for your value to be acknowledged.

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Client: [00:18:48] Yes. Absolutely. A long time. Because the value, the real value honestly, will only be acknowledged if it ever gets sold.

Coach: [00:19:04] You just pursed your lips and you're nodding your head. It's almost as if, wow. What's going on for you?

Client: [00:19:16] It may. It may not. I will build it ahm, so that it will. But, ahm, its' future, its ahm, do I get the value out of the business month on month for the contribution that I make? Absolutely not. Absolutely not.

Coach: [00:19:54] How do you feel about that?

Client: [00:20:03] Ah, I think there needs to be, I think there needs to be a balance for me, is what I think. I think ahm, what's coming up for me is, I read the Tony Robbins book on holiday. It was a really good book called Money. I don't think I am particularly good with it despite having worked in financial services. And you know, one part talks about, you know, the balanced portfolio and, ah, you know, the parts which are your security, like your home. And the parts that are, you know, your equities where you're putting something in and you're hoping for a, you know, that one day, it will come off good. But it's risky. And you know then there are other sort of parts in between. There are parts in between. So there's something about that book that really, was really cool, was really good. And maybe my portfolio isn't quite balanced because all my energy is in the equity to quote the metaphor. My energy is in the equity ah, which and we all know equities are, you know, it could be amazing. It could be incredible. And it might not be.

Coach: [00:21:42] Hmm, and in the meantime you're living your life.

Client: [00:21:44] And in the meantime I'm living my life. Yeah. And in the meantime I'm living my life. (*silence*) Yeah. Hmmm.

Coach: [00:22:13] So, how's this conversation affecting you?

Client: [00:22:23] Ah, it's brilliant. It's really, you know again, you never know where it's going to go, do you. You never know where it's going to go. So there's definitely something which I'd

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never thought of and never gone there and never about that. That the immediate reward of what I'm doing and there's also something in that sort of Tony Robbins story about the balanced portfolio. Ahm, and the kitchen. You know, and what's sort of coming up is, is, you know, maybe I really do need to say, you know, I'm going to do three and a half days, for example or three days or four days or whatever the magic number is on the "restaurant". But I'm also going to do two days on something else.

Coach: [00:23:35] So, you shared that idea last time we spoke. And we can definitely go and explore that. However I'm wondering if I can offer you something, it's just something I'm picking up from our conversation yeah. And it's about value. And this seems really important for you, this concept of what value means for you. So if I can reflect back Rachel uhm (Client: Yeah) when you spoke about value it felt huge it was like Value with a big V and an S like ValueS. (Client: Hmmm) You mentioned freedom and recognition, service and joy and honoring myself. It felt really meaningful. And so there is that set of values. The second part I heard was a different kind of value. It was like that value in the business which is outside of you and which is much more long term and that you said is where you're spending your energy. I'm just wondering what's in that for you when you look at value in those two dimensions?

Client: [00:25:01] Ahm, well one is a little bit, ahm. One is a little bit, ah, what's the word I'm looking for? Kind of arbitrary. Ah, yeah, it really feels, you know, almost like, ah, you know an investment in a fund. You know. But where I have, you know, some, a bit of influence on how that fund might perform. But ahm, yeah, it's an investment in a Fund. Yeah.

Coach: [00:25:48] What about the investment in you?

Client: [00:25:54] Yeah and that perhaps brings us back to laziness and taking time. Yeah, and space. Yeah. Yeah. I came home on Tuesday from work and I just went into my bedroom and I'd been really tired that day because I've not slept at night properly. But I came home and did a bit of grounding yoga. I just got really connected with the earth. It was really nice. Really nice.

Coach: [00:26:43] And what has that got to do with laziness?

Client: [00:26:50] Ah, because its being, not constantly doing. Yeah.

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Coach: [00:27:02] So how do you recognize laziness?

Client: [00:27:08] Ah, I think that the fundamental belief, maybe, you know as a child, to do well, you've got to work hard. Yeah, I think that's the underlying belief. To do well, to make money, to do, you know, you've got to work hard. So that would be the belief that, you know, I ought to try and shift. Ahm, yeah.

Coach: [00:27:43] So what's an opposite belief?

Client: [00:27:46] That making money is easy! (*chuckles*)

Coach: [00:27:52] Sounds like your waitress story.

Client: [00:27:54] It's easy! It's easy! Yeah, yeah. Making money is easy.

Coach: [00:28:00] Like you went boom, you remember?

Client: [00:28:03] Boom. Cash. Buh, Wuh. It just, it just appeared!

Coach: [00:28:08] It just appeared.

Client: [00:04:19] The cash. (*Rachel waves her hand in the air*)

Coach: [00:28:11] It's like you conjured it up like this, with your hands you know.

Client: [00:28:14] Yeah. Yeah. Yeah. Magical!

Coach: [00:28:17] It's. Magical! So you see you've got these two beliefs and one of them is bringing you all this magical energy. (Hmm) And the other one. I don't know what it's bringing you, you know?

Client [00:28:31] Being overtired Yvonne. Being overtired, overstretched. You know, I was on my knees before Thailand.

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Coach: [00:28:48] (Silence) How is that a way to serve your life, being on your knees?

Client: [00:28:56] It's not. It was ridiculous. Ridiculous. Yeah, absolutely exhausted. I feel great now. I feel really really great. I've got my mojo back and I do not want to let it go.

Coach: [00:29:21] So YOU are the master of your mojo. Hmm.

Client: [00:29:27] Yeah. Yeah. I do not want to ... *(silence)*

Coach: [00:29:39] If there's something in this belief you know, that you want to shift, (Client: Hmm) how would you like to do that? If you were to shift that belief right now, right here, how would you do it?

Client: [00:29:53] I'd ask you to wave a magic wand. *(laughter)*

Coach: [00:29:58] Like "abracadabra"!

Client: [00:30:03] Right. *(Rachel waves her hand like a magic wand)*. Abracadabra, it's gone!

Coach: [00:30:05] It's gone. Well, you've just waved it, right, and it's gone. What if it's as easy as that?

Client: [00:30:14] Brilliant. Brilliant. Yeah, brilliant. In actual fact, you know, this morning, being at home. You know I dropped Evie off at a quarter past seven. Yeah, I sat at my desk doing some work. I've got this glorious conversation with you and I'm going to S-T-R-O-L-L into the office and that feels really good.

Coach: [00:30:48] You know there is something that feels really good about the way you said S-T-R-O-L-L into the office. *(laughter)*

Client: [00:30:57] S-T-R-O-L-L into the office. *(laughter)* Yeah. Definitely.

Coach: [00:31:00] What feels good about that?

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Client: [00:31:07] Ah, there's definitely something a bit of a rebel. A bit of a rebel. Very easy. Very spacious. Ahm, and very controlled.

Coach: [00:31:32] So what are you learning about laziness? I just want to check in with you right now about this part of our conversation. You had a desire, you know, to explore laziness umh. Also, what your gift might be. And then there was something about Asia. So if you were to take a step back and sort of umh express, what is it that's coming up for you so far around all of that?

Client: [00:32:09] There's something about lazy and easy. That it doesn't have to be hard. It doesn't have to be hard. And I don't want it to be hard.

Coach: [00:32:25] It sounds like hard is costing you.

Client: [00:32:27] Yeah. Yeah, absolutely. Yeah. Yeah. *(silence)* Yeah. The way I felt before Thailand, I don't want to go there again, Yvonne.

Coach: [00:32:58] *(silence)* So you're in the space now of gathering, harvesting awareness so far from our conversation. What is it that you're becoming sharply aware of?

Client: [00:33:20] Ahm, well, there's lots of things bubbling up. Ah, that I am in control of how easy or how lazy I want to be. That I'm at choice. Ah, there's definitely something again about this balanced portfolio that is bubbling up. Ahm, you know, carving out some space to create something, something where, ahm, something where the reward is more concrete more ah, yeah.

Coach: [00:34:36] Tangible?

Client: [00:34:37] Tangible. Yeah. More tangible. Yeah. Ah, yeah, the waitress story.

Coach: [00:34:58] Right. Ahm, your wandering and your musing today is amazing. And here you are back at the waitress story. So it's like this waitress, if she could speak with you, what would she, what would she tell you or say to you about your life today?

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Client: [00:35:29] Ah, why are you working so hard? Making money is so easy. It's so easy. And you're great at what you do. Look how many tips you can get doing this.

Coach: [00:35:54] And what's the gift in what she's told you?

Client: [00:36:03] Ah, that I do have value and that I'm better than the other waitresses. At least, a big majority of them. And that, you know, I deliver results in style.

Coach: [00:36:43] (silence) So what's your gift?

Client: [00:36:44] Ahm, my gift is serving others, in some way, shape or form. Ah, my gift is my personality, who I am. Ah, my gift is, you know, being really client-orientated.

Coach: [00:37:24] Mmm, would you like to explore that a little more?

Client [00:37:30] Hmm Mmm. Yeah.

Coach: [00:37:33] OK, so what part of that would you like to explore first?

Client: [00:37:47] Ahm, what it is I might do in that other part of the balanced portfolio. What it is that I'd be really great at. And what it is that I might be able to take to Asia for two months, in 8 years. Yeah.

Coach: [00:38:10] Yeah. So in this uhm imagining, re-engineering, dreaming space, (Client: Yeah) uhm you're creating a balanced portfolio. (Client: Yeah) And the first question is what might you do in that space, in that creative side of the portfolio?

Client: [00:38:39] Yeah so, so here's another little story that happened on Thailand. So I met a really good friend of mine Roger. He's about number three in City Bank in Hong Kong. And he says "Oh Rachel you won't believe what they're paying for coaching in Asia Pacific. It's not uncommon for us at Citibank to pay twenty five thousand dollars for 10 coaching sessions". Now that's a big tip!

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Coach: [00:39:24] Hmm, mmm. The waitress would be pretty happy!

Client: [00:39:31] The waitress would be very happy with that tip! (*chuckles*)

Coach: [00:39:34] So what's the inspiration from that story that could support your balanced portfolio?

Client: [00:39:41] Ah, I think there's something around, ahm, I just love, I love Asia in general. I just love it. I love, as I say, the food out there. I love the vibe out there. I love the, ahm, I think the growth actually out there. You know, what I learn in my sort of core business as we're sort of going about doing what we're doing is, you know, Europe's the poor relation, you know. People in our world who are doing work in the US or people in our world who are doing work in Asia are probably commanding at least the double of what I, we in Europe.

Coach: [00:40:40] It feels easier.

Client: [00:40:41] Oh yeah, I think, I think they are craving it actually in Asia. I think they are craving it. Yeah.

Coach: [00:40:19] So, I'm picking up a kind of craving energy in you as well Rachel yeah? Ahm, what is it you're craving to bring out more from you?

Client : [00:41:30] Ahm. (*silence*) I think we're back to that, you know, serving. Ahm, back to easiness. Back to supporting. Ahm. (*silence*) Yeah. I still, you know I'll be honest with you I still do have a question mark over my own head. You know, am I good enough to be a coach out in, you know, ahm, coaching somebody at City Bank? You know, whoah!

Coach: [00:42:11] What's "whoah" about?

Client: [00:42:12] You know, is Rachel good enough to do that? Wow!

Coach: [00:42:17] Alright. So it feels like there's some other beliefs underneath there that are anchoring you in that big question?

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Client: [00:42:27] Yeah. Yeah. Yeah. And I think the beliefs actually sometimes have to do with Coach language, that when you get trained in coach language, it doesn't resonate with me and I don't think it resonates with a lot of my clients.

Coach: [00:42:59] So, Rachel you're so much more than this uhm Coach and of course the coach language within you. *(Client chuckles)* If you want to think really big about this balanced portfolio and answer your own question, what would you be doing in that balanced part, what else comes up for you?

Client: [00:43:33] Ahm, I do really like the idea of coaching over zoom in eight year's time to people all over the world. Because there's a freedom in it. And there' a, you know, I can sit where it's warm. Or I can sit here or I can sit there and I can sit everywhere. So that's one thing. I sense this huge appetite and need out in Asia-Pacific and I love the region. Ahm, so I definitely think it's worth exploring because you know if in eight year's time I want to be spending some time out there and it's worth exploring that as a region. I do love the physical classroom stuff but that requires being on a plane and being in a, ahm, you know, certain place and it's not that I don't want to do that but I wouldn't want to do that every day.

Coach: [00:44:49] Got it. So, it feels Rachel that you are landing in a place of pointing out steps, pointing out actions. Am I right about that?

Client: [00:45:04] Hmmm, Hmmm. Yeah.

Coach: [00:45:10] Ok. So ...

Client: [00:45:13] But I kind of feel, I feel that I want to have, in the interests of a balanced portfolio, that it's separate from the "restaurant".

Coach: [00:45:28] I get that.

Client: [00:45:31] It could go to the "restaurant" but then it just becomes, my tip gets swallowed by the machine.

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Coach: [00:45:40] Yeah, yeah, yeah. So, ahm, if you were to re-visit now the quest you had at the beginning of the conversation and articulate what it is that you've got out of the conversation?

Client: [00:46:04] I've got masses out of the conversation. There's definitely this big thing around this waitress story and that sort of tangible reward for my value and what I do and what I bring, that's real, and yeah, that isn't just eaten, and you know, taken away. Yeah, it's really concrete. So it's something really big in that which I've never thought about before. Definitely, definitely something big around my value and ahm, what I can bring. Also, God, there's so much, isn't there? There's so much. Gosh! For me, it's something around, it's easy to make money. It's easy to make money. *(Rachel makes a noise with her lips and a shrugging gesture).* It's easy to make money easy. It's the French noise that *(She refers to the noise with her lips)* A French noise. *(chuckles)*

Coach: [00:47:16] What do you mean, it's a French noise?

Client: [00:47:21] *(laughter)* Oh, when my daughter goes Ppp *(she repeats the noise with her lips).*

Coach: [00:47:21] Oh that.

Client: [00:47:25] She's picked it up from French people. *(laughter)*

Coach: [00:47:28] Sort of pursing of the lips like Mmm.

Client: [00:47:30] Yeah, Like a Gallic shrug. It's easy. Ppp!

Coach: [00:47:33] Yeah. Well, it looks like you've just got yourself, you know uhm a kind of physical uhm illustration of your belief.

Client: [00:47:46] Yeah. It's easy. It's easy. It's e-a-s-y. It's easy.

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Coach: [00:47:51] So what else? What else is there as, if it feels right for you, we may just round out our conversation and land on some actions. What else is it that's tumbling out of this conversation we've had today?

Client: [00:48:08] Yeah, definitely. Definitely something big around Asia. Yeah, yeah, where, there's growth, great food and the tips are big. *(chuckles)*

Coach: [00:48:25] Right. Ahm, so with all of that, all of those awarenesses, you know, vying for your attention, ahm, if you were to land them into some tangible actions what might they be?

Client: [00:48:55] What might they be? Ahm, I think I really need to explore what would be unique about my coaching style. What might be my target market? Ahm, Haaaw! *(loud gasp)* What would I charge? Haaaw! *(Chuckles)*

Coach: [00:49:26] What's that big noise about?

Client: [00:49:31] *(Chuckles)* Haaaw! Yeah that's a big one. Yeah, I could feel some emotion there. So, that's big.

Coach: [00:49:37] What is that emotion?

Client: [00:49:39] Ahm, oh my God. How much can I charge? How much dare I charge?

Coach: [00:49:47] Mmmm. And if you were to adopt the perspective, you know, it's easy?

Client: [00:04:19] But if it's easy Yvonne, it's twenty five thousand dollars for ten sessions. *(laughter)*

Coach: [00:50:07] So, you're making these funny faces. How does that feel for you, coming from that perspective?

Client: [00:50:16] Oh, yeah yeah. Maybe this is another topic. But whew! *(Rachel waves her hand in front of her face).* *(laughter)*

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Coach: [00:50:23] So you're fanning yourself right? There's heat in this idea for you. Like there's heat in Asia.

Client: [00:50:31] Mmm, yeah. Mmm, yeah.

Coach: [00:50:43] So you've got some, you've got some exploratory steps there. Maybe one of those steps we'll take back into a next conversation. (Client: Hmmm) Uhm. How are you going to support yourself, after our conversation in really moving forward tangibly with some of those steps?

Client: [00:51:11] Ahm, I think I'd like to be held accountable Yvonne. And maybe my first step is just journaling and just exploring and not trying to be too structured and just, ahm, just saying, you know "here's an hour, you've got an hour Rachel and just, just explore it, and you know say who you are and, yeah.

Coach: [00:51:51] Yeah.

Client: [00:51:53] Yeah. So yeah ahm, kind of like my journal before but more. Just sort of exploring that and what it might look like and what might ...

Coach: [00:52:06] Yeah. Ahm, so there's this exploration of who am I, which was one of the big questions. I'm just going to pop something in there if it's OK with you. There was a word, there was a word that sort of resonated with me when you were talking about yourself you said "I deliver results in style." The word "style". (Client: Hmmm) So find your style it sounds like you're going to journal and explore who you are and whatever style means for you and see what comes out, see what comes out from your journaling.

Client: [00:52:50] Yeah. Yeah.

Coach: [00:52:50] How can you hold yourself accountable for that?

Client: [00:52:57] Ah, I'd like to do it in, within two weeks. I've got this week, I've got to get my written exam done and ah, yeah, then next week, by the end of next week I'd like to have got some decent thoughts that I can bring into our next session.

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Coach: [00:53:25] Super. Is there anything else you want to add or express as we're rounding out here?

Client: [00:53:37] No, but there was definitely more emotion than I could have imagined when I said and "what would I charge". That was ah, quite a, yeah.

Coach: [00:53:53] So how would you like to ahm, how would you like to respond to that awareness, that there's more emotion than you expected, between now and the next session?

Client: [00:54:17] Ahm, I definitely think I've got lots of beliefs about money, ahm one of which was, as I said "I must work hard to..", you know, which hopefully, I have vanished today. Yeah, but maybe there are some other beliefs around money because that was *(Rachel completes the sentence with an expressive sound)*.

Coach: [00:54:51] Yeah. So, I'm going to be curious next time to yeah, reconnect and see what explorations you've been doing and what you've learned about yourself and also what progress you've made. (Client: Hmmm)

Coach: [00:55:13] And I just want to thank you for the conversation today. It feels like you went to some deep places.

Client: [00:55:20] Hmmm. Definitely, yeah. Thank you. Yeah. Yeah. I couldn't have imagined that that's where we'd go. So, brilliant. Yeah, very deep places. And yeah, the waitress wasn't on my mind at all. So how you went there, I don't know, but. *(laughter)*

Coach: [00:55:38] You took us there Rachel. So, thank you so much. I'm going to stop the recording.

Client: [00:55:45] OK. Alright.

Coach: [00:55:47] And choose another date. Ok?

Client: [00:55:48] OK. Perfect.

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