PRIMERICA

INTRODUCTORY GROUP COACHING SESSION
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WHAT IS YOUR STRENGTH?

WHAT DO YOU DO WELL? WHAT CAN YOU DO? WHAT DO YOU KNOW?

Ini	Onboarding, teaching, coaching
Yvonne	Life experience. Track record of success. I'm real.
Semisi	I can adapt to any situation or crowd of folks. Survivor. Cast a wide net.
Sela	People person. Likeable. People who are starting out. Possibilities. Dreamers.

Example: Moana

- **What do I do well?**
- **What can I do?**
- **What do I know?**

Staying put on my island. Living the same way my ancestors have done for 600 years.

WHAT IS YOUR WEAKNESS?

WHAT DO YOU NOT DO WELL? WHAT CAN YOU NOT DO? WHAT DO YOU NOT KNOW?

Name	Easy	Hard
Ini	Lover, “YES,” approval.	Hater, “NO,” rejection.
Yvonne	Supporting	Letting go
Semisi	Moving, starting	Stillness, staying
Sela	Believing, dreaming, flying	Grounding, walking
Mike	People	Business
Sinita	Business vision, being “YOU”	Personal vision, being “ME”

Example: Moana

- **What do I do not do well?**
- **What can I not do?**
- **What do I not know?**

Sailing beyond the reef. Doing what everyone on my island hasn’t done in 600 years—-VOYAGE.

HOMEWORK

LIST 5 EXAMPLES OF WHAT IS EASY AND WHAT IS HARD FOR YOU?

Mike what is an example of doing business—instead of doing people?

It's not a favor. It's not a service. It's an investment. You get nothing out of it, if you don't pay me.

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Sinita	Business vision, being "YOU"	Personal vision, being "ME"

Sela, what are examples of being and staying grounded? Making people accountable for what they promised me.

WHAT DOES IT FEEL LIKE?

Name	Easy	What does “easy” feel like?	Hard	What does “hard” feel like?
Ini	Lover, “YES,” approval.	Open ear, open heart	Hater, “NO,” rejection.	Lost hope, shutting my eyes
Yvonne	Supporting	The real me	Letting go	Inauthentic
Semisi	Moving, starting	Charming, reel ‘em in, attractive	Stillness, staying	avoidant, running away
Sela	Believing, dreaming, flying	Inspirational	Grounding, walking	Dead meat
Mike	People	Flows naturally	Business	Forcing it
Sinita	Business vision, being “YOU”	Helping hand, sanity in insane times	Personal vision, being “ME”	CRAZY, explosion, shaking it up, baby!

Example:
Moana

Easy = What I was trained to do.

Hard = What I was born to do.

WHAT AM I BEING?

Name	Easy	Hard
Ini	Mothering Losers Emotional Support	Coaching Winners Psychological motivation
Yvonne	Sanitized Independent	Culture Intimacy, bonding
Semisi	Ornate roof	Cornerstone Foundation
Sela	Sweet princess	Ruthless queen
Mike	Janitor Driver	Co-creative abundance partner
Sinita	Red Cross Rescuer	Natural Disaster Threat

Example: Moana

Before: Daughter
Now: Leader

HOW AM I BEING?

WHAT ARE MY CHARACTERISTICS OR TRAITS WHEN I AM BEING BOTH?

Name	**Easy**	How am I being when its easy?	**Hard**	How am I being when it's hard?
Ini	Mothering Losers Emotional Support	Raising losers to be winners.	Coaching Winners Psychological	Cherry picking winners, ONLY.
Yvonne	Sanitized Independent	From the back, pushing	Culture Intimacy, bonding	From the front, pulling.
Semisi	Ornate roof	Self starter	Cornerstone Foundation	Grunt worker
Sela	Sweet princess	Selfless	Ruthless queen	Selfish
Mike	Janitor Driver	Neighbor	Co-creative abundance partner	car salesman
Sinita	Red Cross Rescuer	Safe harbor. "Come to me."	Natural Disaster Threat	Challenging/testing, "Run!" GODDESS.

Example:
Moana

Easy: Certainty. Do what others think should be done.

Hard: Uncertainty. Do what I think should be done.

HOMEWORK

WHAT ABOUT YOU WOULD CHANGE? LIST 5 HARD CORE EXAMPLES.

Ini: Weed out the losers, let them drown (or give them to Sela to inspire). I don't waste my time.

I'm the NBA, NFL. I'm not Little League. I don't want dreamers. I want succeeders.

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Sinita: UP your game. Don't make me pity you because you lost your game or a tornado took DOWN your game.

I can't keep you safe from the storm. I AM THE STORM.

HOMEWORK EXAMPLE #1

WHEN YOU THINK ABOUT IT, WHAT DOES ALL THIS MEAN?

Name	Easy	Hard
Mike	Friend	Stranger
	Giver / Provider	Taker / Receiver
	Superman	Louise Lane
	When I give 90% and you take 10%. I provide for you.	50/50, equally yoked. Makes me feel uncomfortable.
	You rely on me	I rely on you
	I am strong.	I am weak.

Notice:
What makes you strong?
What makes you weak?

Our goal in coaching together is to practice using your weak muscles.

When your whole self is balanced, you can handle more success, effortlessly.

HOMEWORK EXAMPLE #1 (CONTINUED)

What's Mike's "Aha!" moment?

His idea of being "strong" = providing for others, freely. Being their janitor and driver.
What's his idea of weak? Asking for what his true value or worth, in return for what he's doing for others (i.e. business).

If Mike does what is hard, he will breakthrough to the next level of his success.

Don't worry about "how to" do this, yet.

- **We will go over the "how to" in our next group coaching session.**
- **Right now, just notice that what used to make you strong in Primerica—-when you first got started—-is now going to make you weak.**
- **What made Moana strong, that she was a "good princess"—- now makes her weak or a "bad leader." She can only do what she knows—stay at home. She cannot do what is "unknown" —- voyage.**
- **You can only do what you know. You cannot do what is unknown...yet.**
- **But what you don't know—- is actually, what you are born to do. Moana was born a voyager, she just doesn't know it yet. You were born a co-creative abundance partner, Mike. You just don't know it yet. What you know—-how to be a janitor and a driver, makes you loveable. Love got you this far. To go further, do what makes you a leader.**

HOMEWORK EXAMPLE #2

WHAT DO I DO?

Name	BEFORE	NOW
Ini	Nurse babies	Train champions
	Onboarding for newbies	Onboarding in the NBA locker room. Self-selecting group of high performers who don't apply to Ini's team unless they can pass her screening process. When they see her team, they are intimidated.
	Plan B. If my real job doesn't work out for me, I can always try this.	Aspirational. My other jobs were just training me or preparing me to do this—-my real job.

HOMEWORK EXAMPLE #3

WHERE AM I?

Name	BEFORE	NOW
Yvonne	Pushing from the BACK	Pulling from the FRONT
	I'm behind you. How far can you go?	I'm in front of you. Why aren't you here yet?
	You are all in many different places. Each one of you goes at your own pace, in your own time, and arrive whenevuhs you arrive. I will make everyone wait for you.	We're all in one place. We all go together. We all arrive at the same time, at the same place. I'm keeping you on time. I will make everyone push you when you lag one step behind.
	Lost sheep wandering in the mist.	Community, culture, bonding, TRIBE, functional.

HOMEWORK EXAMPLE #4

IF I AM A TORNADO, THEN WHAT?

Name	WHEN (NOT IF) I EXPLODE, I BETTER DO IT....	
Sinita	Not inside	Outside
	Not in an enclosed private space	In public! No walls, no windows, no roof!
	NOT in an office, at a desk.	In the media, world, TV, radio, ON STAGE
	Not in front of Mike?	In front of big audiences, a camera, at parties, events.
	Not for work.	For fun!
	Not to vent and release my frustration, so that I can go back to being ordinary, like everyone else.	To express WHO I AM, to be ME, so that I can be extraordinary, unlike everyone else.

1. DO YOUR HOMEWORK

2. HAVE IT READY FOR MY PRIVATE COACHING SESSION WITH YOU (WHICH WILL BE SCHEDULED THROUGH SINITA)

3. DURING THAT SESSION, WE WILL BUILD YOU NEXT STEPS WHICH YOU WILL PRACTICE FOR 3 WEEKS, BEFORE OUR NEXT GROUP COACHING SESSION.

4. WHEN WE MEET AGAIN FOR OUR FIRST GROUP COACHING SESSION, WE WILL MOVE ON TO BRAND NEW CURRICULUM.

5. WHEN WE CONTINUE COACHING TOGETHER, YOU WILL MAP OUT CONCRETE PROCESSES FOR YOUR BUSINESS WHICH WILL BE STREAMLINED, ORGANIZED AND MAKE EVERYTHING EASIER FOR YOU.

NEXT STEPS

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