

Self-Coaching Notes
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***I refuse to settle for where I am.
I know God has a great plan for my life and
business, and I'm pressing forward and
becoming everything that He's created me to be.***

You must draw strength, encouragement, and self-motivation from within.

When you learn to dig down deep and encourage, motivate and self-coach yourself, there is real freedom.

You have to stop the chatter in your head; that negative self-talk.

85% of this business is mental...15% skill.

African proverb...

“When there is no enemy within, the enemies outside cannot harm you.”

Thought Cycle:

“This thought is not serving me.”

“What would be a better thought in this moment?”

“Is this thought hindering me or helping me?”

What is going on in your inner world is reflected in your outer world.

7% of what we communicate to others is through our words. **38%** of what we communicate to others is through our tone, pace, and pitch of voice.

55% of what we communicate to others is through our physiology.
=100% Total

“I have an abundance of possibilities that I get to prioritize.”

Ask yourself ...

“What can I do to maximize this moment?”

“What will give me the greatest return on my investment of time today?”

“Whose life can I impact today?”

OR

“How can I make an impact today?”

OR

“I have a full life.”

What we focus on, we get more of.

“What did I learn from this?”

“How can I do it better next time?”

“What can I do differently that will give a different result?”

Contrast

Don't hesitate to call

I don't want to fail

I'm not bad

No worries

No problem

I can't

vs.

vs.

vs.

vs.

vs.

vs.

Clarity

Call me soon!

I expect to succeed!

I'm great!

I'm happy to!

That's easy!

I expect

I prefer

I am committed to

I am in the process of

Everything after “I am” will come looking for you.

What is the best thing that is happening in your life right now?

What is wonderful in your world?

What is the most exciting thing happening right now?

When someone asks you how you are doing, say...

“I’m wonderful, and you?”

“I am grateful for this moment and this conversation; how about you?”

People gravitate toward people who love life and are positive.

Self-coaching can be a pattern interrupt. You can take yourself from what is not working, to what could work.

Ask yourself...

“What worked in the past?”

“How has this benefited my life?”

“For whom has this made a difference?”

If someone says they are discouraged, say...

“When did you last have courage?”

“What was your life like when you had courage?”

“What is different now from then?”

You want your self-coaching to begin with who, what, when, where, and how as much as possible. Try to avoid asking yourself, or in a coaching scenario, “WHY.”

Example...

Who—“Whose life will I make a difference in today?”

What—“What am I most grateful for?”

When—“When would be the best time to begin?”

Where—“Where would be the best place to start?”

How—“How can I serve others today?”

Through your questions, you can set an expectation.

Ask yourself...

“Who have I connected with so far today?”

“How can I re-set this day?”

Reflect on the day in the evening by asking...

“What went well?”

“What can be adjusted for better results tomorrow?”

“How did my actions and my thoughts align with the life I prefer?”

“What do I expect for tomorrow?”

In the Morning...

“What am I looking forward to today?”

“How will I enjoy the journey more today?”

“What do I choose to accomplish today?”

Throughout the Day...

“What am I enjoying most about this day?”

“Who have I had a positive connection with today?”

“What do I love most about my MK career today?”

“What have I celebrated today?”

In the Evening...

“Whose life did I make a difference in today?”

“How did I enlarge my comfort zone today?”

“What am I most grateful for regarding this day?”