PART 3 OF 5
DEFINING MOMENTS
FOUNDATIONS OF COACHING SUCCESS
5-PART BECOME A SUCCESSFUL COACH SERIES
FEAR AND DOUBT
OR
LOVE AND TRUST.
WHERE YOU LIVE INSIDE IS WHAT THE UNIVERSE PROVIDES

Sharon Pearson
DEFINING MOMENTS

Here we will explore who you are and challenge some of the beliefs that you've perhaps decided are true and that may limit your success. These exercises are designed to get you busting through any limits and giving yourself the best opportunity you can to succeed in this chosen field.

This exercise is designed for you to explore your own life experiences, & to perhaps assist you in developing the beliefs & the language that can best support your clients.

Everyone has defining moments in their lives... moments that shape who we are and the choices we make. These moments can be fabulous moments that we treasure and have been a source of joy for us throughout our lives. These moments can be painful moments that we have tried hard to forget or minimize or run away from. We tell ourselves something about what the moment means. We give ourselves an interpretation of the event based on our experiences or beliefs.

For example, I had a client who identified a defining moment as a time as a child when her parents locked her in her room for the night and wouldn't come when she cried... Regardless of what meaning we give this moment, this was a defining moment for my client, because in that moment she told herself... ‘I am alone.’

Now there is no question she could have told herself something else... She could have told herself ‘I’ll go to sleep’, or ‘They will be back’, or ‘I will never forgive them’.

None of what could have happened matters. My client communicated to herself what it meant to her... As a consequence of what my client told herself, she chose the belief that I will always be alone.

And as a consequence of that belief, she sought out evidence, or proof to confirm this belief... Subsequently, she attached herself to unavailable men, had few friends and worked on her own, because ‘people will let me down’.

These patterns of behaviour continued well into her thirties, all because of one defining moment that she rarely thought of as an adult.

The power of belief is phenomenal. Our minds will hunt out evidence of whatever seed we plant within it. My client was not even aware that the life she had created was as a consequence of this one moment.
Exercise: Defining moments

Most of us have between five and eight or more defining moments... moments that have gone on to shape who we are & the choices we make. However many you have, there is no right or wrong. The thing is, most of us stay with the beliefs that we have adopted in those moments, without question.

The first key to creating the transformation we want is to have self-awareness. The second key is to know that how we defined ourselves as children is not how we have to define ourselves as adults. We are free to choose what we believe.

IDENTIFY A DEFINING MOMENT FOR YOU.

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WRITE DOWN:

How old you were, & where you were

What happened, who was there, what was said

What you told yourself in that moment
What beliefs you carried forward from that one defining moment

What you would have wanted to happen

**WHAT YOU TELL YOURSELF TODAY AS A CONSEQUENCE OF THE BELIEFS YOU’VE HELD ONTO AND EXPANDED ON SINCE THEN.**

Write down the price you are paying for these beliefs... What consequences are you seeing or feeling in your life right now because of beliefs you created in the past? What price will you pay in one year’s time if you keep these beliefs? In five years? In ten years?

Circle the beliefs you wrote down that you want to keep
The first step towards creating transformation is self-awareness. Now that you are aware of what you have been telling yourself, ask yourself: is this pattern going to serve, support, nurture and challenge me as I live the rest of my life?

☐ Yes  ☐ No

IF THE ANSWER IS NO, THEN WHAT WOULD?

Creating new beliefs that are in alignment with who we want to be can be challenging for some people... especially if there has been a long pattern of the old limiting beliefs. If this is a challenge, simply ask yourself: in this situation, what would I tell someone I cared about? What would I want a child to believe?
**What happens now?**

Coaching is about reinforcement of the new patterns and choices. If you have created new beliefs for yourself, then you need to reinforce them into your subconscious until they are part of who you are.

**ASK YOURSELF THIS:**

- What price would I pay if I don't reinforce these new beliefs? What price will I pay in terms of how I feel about myself? In terms of how I feel about others? In relationships? In my career or business? In my future?

- What will I be giving up if I don't create the change?

- What do I have to gain by adopting these new beliefs? In terms of how I feel about myself? Others? My life? My career? My relationships?
What is your commitment?

What did I learn as a result of this exercise?

* This exercise can be done for as many defining moments as you choose.

There is so much more to identifying a Defining Moment in your own life as well as that of your clients that you can use as a coach in your sessions, which we explore in depth at your **Foundations of Coaching Success (FOCS) Training**.

Experience the full unpack of Defining Moments in action at the live, face-to-face trainings where coaches take the next step to build the foundations of great coaching career.

Connect with the WOW team today on **1800 094 927** to find out if you’re eligible for the Foundations of Coaching Success training.
CURIOS TO LEARN MORE ABOUT BECOMING A SUCCESSFUL COACH?

Connect with the WOW Team today on **1800 094 927** to find out if you are eligible to attend Foundations of Coaching Success training at no cost*

*Tickets from $2997 (some special exceptions apply, ask the WOW team for more)
Numbers are strictly limited and acceptance is by application ONLY.