Foundations Track

F1: UNDERSTANDING YOUR MOTIVATIONAL FLOW: THE IMPACT SESSION

SESSION OUTCOMES

- The client is introduced to their recurring pattern of success.
- The client fosters a growing interest in going deeper in understanding and applying their motivation code.

SESSION PREPARATION

In order to ensure a successful session, it's important that both you and your client do a little pre-work.

Ahead of Session F1 your client will:

- Complete their MCODE assessment.
- Review personally their MODE report.
- Complete exercises #1 and #2 in the report.

Ahead of Session F1 you will:

- Review your client's MCODE report.
- Interpret the report with a trigger, process, and outcome hypothesis.

COMMUNICATION

One week ahead of the appointment send an email message similar to this to your client:

Greetings ________,

I'm looking forward to launching our first MCODE Foundational Coaching session with you. Our initial coaching session is scheduled on ______ at ______ [via Zoom (the link is here) or face to face at (address).

I've sent to you as well an MCODE Coaching onboarding packet Please take time to fill out these documents and send them back to me prior to our session. If you have questions do feel free to reach out.

Our focus for the first session (F1) will be our MCODE Impact Session. We'll be looking in depth at your MCODE Report and highlighting the "big idea" that continually drives your success.

To gain the most from Session F1 I suggest you work through the following preparations:

1. *Personally review the MCODE Report. Jot down insights and questions as you go.*
2. *Review the three achievement stories you drafted; they are recorded in your MCODE report. The patterns embedded in these successes are going to provide a template for all our future work together.*
3. *Complete exercises #1 and #2 in the Report. These will be foundational for our first session.*

I look forward to our time together.

Sincerely,

____

Certified MCODE Practitioner

SESSION OUTLINE

Meet + Greet [3 minutes]

Practitioner Note: *Come with something personal to share with your client (no more than 30 seconds of this 3 minute block). Then ask them to share, and follow up with at least one probing question. [What were your high/low points this week? Give me one personal win and one professional win from this past week. What are you most optimistic about right now? What opportunities are you pursuing currently?]*

Transition [2 minutes]: "As preparation for our session I asked you to review your MCODE Report. Before we dive in and explore what's there, share your first response to the outcome and the insights noted here." *[Client responds].*

Transition / Preview [1 Minute]: "Today will be our first session together and it will be unique in format. Typically we will be including in our discussion a 'live issue' you are dealing with in your world. But first, we are going to invest the time to delve more deeply into your Motivational Pattern."

Conduct Impact Session

Practitioner Note: The MCODE Impact Session sequence is outlined in detail in your Practitioner Certification Notebook. It is also demonstrated in videos that are part of the certification process. We encourage you to use the provided outline for this Impact Session.

Wrap [5 Minutes]:

- Ask the client: "What was most helpful from our session today?"
- Provide a succinct, reflective, encouraging summary of what *you* heard from the session.

SESSION FOLLOW-UP

The day after Session P1 send your client an email:

- Recapping insights and commitments.
- Affirm the schedule for the next session.
- Remind them it will be an "open discussion" format.
- Ask them to keep track of progress and challenges as they implement principles day to day.