



3 PRINCIPLES OF TRANSFORMATIVE COACHING

YOUR MASTERCLASS WORKBOOK
WITH MICHAEL NEILL

WELCOME TO YOUR MASTERCLASS WORKBOOK

5 Tips to Get the Most Out of This Masterclass

1. Print this workbook before the Masterclass so you can take notes as you listen. You can also **download and type directly** in the workbook to save paper.
2. **Review the contents** of this workbook before the Masterclass so you know what to expect, and you can best set aside private time before, during, and after the Masterclass to complete the activities.
3. **You can pause the Masterclass video** to take notes or fill in the blanks by clicking on the video screen.
4. Think of how you can quickly **implement the secrets revealed** in this session to start your coaching business
5. During the Masterclass, use the dedicated space for notes to **write down ALL interesting new ideas** and inspirations you get while listening – that way you won't lose the most relevant information to you.

WHAT TO EXPECT

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1. PRE-MASTERCLASS EXERCISE

- Set your intentions before the Masterclass.

2. 3 SIMPLE STEPS TO START YOUR COACHING BUSINESS

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3. REFLECTION

- The right question can spur your unconscious mind to feed you the right answers.

4. STUDENT STORIES

- Read what other people are saying about Michael Neill

1. PRE-MASTERCLASS EXERCISE

Start with Intention

Why are you here?

Tick the statement(s) which you feel resonates with your purpose of joining this masterclass	
You want to get clarity and start coaching executive clients	
You want to make an impact	
You want to coach based on principles that are fundamental to human being	

Write down and set your positive intentions here. What are your intentions for joining this Masterclass? What do you hope to leave with?

2. 3 PRINCIPLES OF TRANSFORMATIVE COACHING

*Follow along the Masterclass and fill in the blanks. **You can pause the video to write down your answers or take notes on the right. Click on the video to pause and unpause. But pay attention, because you cannot rewind!***

Michael explains the shift from techniques to principles (12:00 - 17:00 min)

- You can shift your method of coaching if you understand the _____.
The _____ are true for everyone, not just one person or some people. Techniques might work on one person, might not work on another person. So, that is not fundamental.
- Rather than techniques, it is the _____ that help people make transformative changes in life.
- Michael could make the transition from _____ based work to simpler _____ coaching because he understood that he is okay and he hadn't met anyone who is not.
- If you understand that you are okay, you will not spend time on techniques for healing brokenness. You will spend it learning _____ true for all human beings. That will bring powerful transformative shifts.

Space for your notes:

Why are we so attached to tools and techniques ?

It comes from insecurity and _____.

What happens when we move from a place of sticking to tool and techniques to working with three principles?

To answer this, Michael shares real life experiences.

His hypothesis: If working at fundamental level is true, it should work for _____, even therapeutic clients. So he worked with a client with psychological disability.

Here are some fundamental things Michael talk about with clients when using three principle approach. In the space below, write some of you own fundamental questions:

- How our experiences are created ?
- Where fear comes from ?
- Why someone felt certain way and now what has changed that is causing them to behave different than before
- _____
- _____
- _____

Result:

Michael was able to make an impact on the lady with psychological disability n insurance issues because he changed his _____. *(This is kind of impact we are talking about when we say we want to empower coaches.)*

Even when you think it just helped _____ , you should realise that it helps _____ too.

Principle is a fundamental truth that serves as the _____ for a system of beliefs or _____ for a chain of reasoning.

Space for your notes:

Note: Remember, you can PAUSE the Masterclass by clicking on the video screen

PRINCIPLE #1: The Principle of _____

The animating force that we all have is the principle of mind and it has an _____ .

Brain is _____ but intelligence is _____.

People's intellect vary depending on genetics and depending on upbringing but intelligence is _____. It's built into the system. When people learn that they can draw on and be guided by and rely on that real-time responsive innate _____, it fundamentally _____ the way they approach things .

Everyone has _____ in them. We treat them on what can be possible for them. Not according to what they have done today or previously.

PRINCIPLE #2: The Principle of _____

Simply put, people _____. We live inside our _____. We don't really think objectively about person or money or anything we are thinking about. We are actually thinking about the idea of money or person that we have made up in our head.

What really changes the situation is *not* when you get better _____ about something but when you see that the thing itself is made up of _____.

PRINCIPLE #3: The Principle of _____

Human being are _____. It is least _____.

Feeling of life connected to the whole universe - That is _____. When you are sitting in a cafe and going in past and future - That is _____.

The sense that when you close your eyes, you still know the world is there - That is _____.

The 3 Principles are always present. There is no human experience that is not made up of _____, _____ & _____. They are _____.

Consciousness is like a _____. It's not what is reflected within it. It is the capacity before content, before what is _____ it.

These three universal principles are in all of us. We don't value them so that's why we don't know how _____ they are.

Analogy of a Movie:

_____ is the film in the movie. It's the content of the movie. _____ is like the projector. It's it's it's the thing that allows the movie to play out.

Well, you also need a screen because if there's no screen, you don't see the movie it would just be light in space and that's _____. So when mind, thought and Consciousness to get together you experience a movie and you experience it like it's really happening you experience it in real time.

It's the same for us when we start to wake up to the movie like nature of our own experience. We're actually free to _____ all of it to enjoy all of it. And because we're not having to spend all our time trying to control the universe to make ourselves feel better.

We're much able to do much _____ with whatever the task at hand is. And that's gold for your clients

Space for your notes:

5. REFLECTION

The right questions can spur your unconscious mind to feed you the right answers. So ask yourself... (Use an extra piece of paper if you need to).

1. Imagine – what would your life look like if you started your coaching executive and high-impact people with these three principles?

2. Reflect on the 3 Principles and how that shifted your mindset.

3. How can you contribute more to your family, relationships, yourself, and community if you started your coaching executives and CEOs?

4. What is the one thing you can do right now to show your commitment to starting your executive coaching practice ?

THANK YOU for joining Michael Neill's Masterclass!



To implement what you learn and start coaching executives, high-impact people watch through the end of masterclass.

At the end of the masterclass there will be special offer to join our Impacting Leaders Quest at an unbelievably discounted price.

6. WHAT EXECUTIVES AND COACHES SAY ABOUT MICHAEL NEILL



“Significantly shift your philosophy, attitude, and behavior for you as a coach”

“I loved every minute of [learning from Michael]. I would recommend to any coach whether at the beginning of their journey or way down it, that this experience will significantly shift your philosophy, attitude, and behavior for you as a coach.

Such a refreshing and revitalising way to look at how to coach someone (and oh yes, of course, your own life...) The only slight problem is you realize it is difficult to reconcile with what you were doing beforehand as a coach- and you now want to talk about coaching very differently! Which is a very liberating place to be.”

Piers Thurston

Personal Development Coach



“The understanding he shares changed my life and continues to do so.”

“Back in 2010, I founded a software company and took it from zero to a million dollars in revenue under four years, working hard and stretching myself towards big and challenging goals. When we hit the ‘magic number’, I found, to my surprise, there was nothing there. I didn’t even crack a bottle of champagne. That shocked me to my core, and that was the point at which I stumbled across Michael Neill. The understanding he shares changed my life and continues to do so. My experience of being in business has transformed to one of being in flow and tapping into creative solutions whenever I need to. I spend more time with my family – and have a far closer connection with them than ever before. My migraines and anxiety have all but disappeared. When I finally saw ‘the space within’ that Michael so eloquently points to, I did finally crack that bottle of champagne. I found something better than a million dollars and for that Michael, I will always be grateful to you.”

Nicola Bird

Founder, The Simplicity Project

"I have used the principles Michael shares to run two international consultancies and have taught them to Generals, CEO's, and numerous Fortune 500 companies. Michael introduces these principles in a wonderfully simple and relevant way while using them to provide a powerful new foundation for coaching, self-development, and the pursuit of happiness."



Aaron Turner

Ph.D., co-founder/Senior Partner One Thought

"Michael Neill is a coach's coach in the most positive sense of that phrase...he not only knows what it takes to succeed in coaching, he knows how to teach it to others."



Steve Chandler

Master coach, world-famous public speaker, best-selling author and consultant to Fortune 500 companies

"Michael's authentic approach and insightful concepts demystify 'conventional wisdom' and have enabled me to look at success in a completely different way."



Sacha Gervasi

Director, 'Hitchcock' and 'Anvil: The story of Anvil'

"Michael Neill elegantly translates his deep, compelling understanding of the human condition into an inspirational, high impact teaching... an invitation to experience a clarity that will transform your life forever!"



Dr. Thomas Gartenmann

Managing Director, Manres AG - Leading Transformation, Zurich-Cologne