



YOUR Uniquely Awesome Business Discovery Tool!

THE COACHING
TOOLS COMPANY.COM

BACKGROUND: The world needs coaching - and you - at your MOST Awesome! We created this tool to help you identify your unique "Awesomeness".

This exercise is loosely based on a self-discovery tool called "The Johari Window". The Johari window is a technique created in 1955 by psychologists Joseph Luft and Harrington Ingham to help people better understand their relationship with self and others.

In this tool, we're asking you and people whose opinions you value to identify what they think is most significant about you. Then you'll compare what you believe about yourself - with what others see in you. For example, what do others consider significant - and value - in you, that you are not aware of? What is significant and valuable about you, that others are not aware of?

INSTRUCTIONS:

1. First, **YOU fill out STEP 1: Awesomeness Discovery Review!** Then set it aside until Step 4.
2. Now, **print out 5-10** copies of **STEP 1: Awesomeness Discovery Review!** and **give it to several people** who know you well and/or whose opinion you really value.
3. Once you have **5 (or more) worksheets returned** from other people, **transfer the items from everyone else's worksheets onto STEP 2: What's My Awesome** in the appropriate squares.

This means:

- If you are **ALREADY aware** of the quality or experience identified, it goes in the **"Public Arena"**
- If you're **NOT aware** of it (or are only partially aware) place it in the **"Blind Spots"**

NOTE: Where the same or similar item comes up, use a slash to combine the words or put a tally mark to count the number of times it gets identified.

4. Now **transfer the items from the worksheet YOU filled out** onto the quadrants. This time:
 - If **other people are ALREADY aware** of it, add a tally mark to that quality in the **"Public Arena"**.
 - If **other people are NOT aware** of it (or are only partially aware) place it in the **"My Opportunities"** quadrant.
5. Finally, **complete the questions in STEP 3: Review and Learn to review, reflect and learn** from your results.



STEP 1: Awesomeness Discovery Review

Dear _____,

I am trying to figure out how I can best serve others by looking deeply at what I do best and what is unique about me. I would really appreciate your help in helping me understand what others value about me.

This is not about what society or others think, but what YOU uniquely value in me. From what you know about me, what do YOU consider to be my BIGGEST, STRONGEST or MOST significant qualities and life experiences? What do you think has shaped - and currently shapes who I am? Be as honest as you can.

Now you're ready to write your answers in the boxes below.

- Please include at least ONE example for each of the categories
- Feel free to repeat answers if they also fit a different box!

What are my Biggest, Best, Strongest or Most Significant:	1	2
Strengths:		
Life/Career "Peak" Experiences:		
Life/Career "Challenges":		
Successes & Achievements:		
Obstacles Overcome:		
Knowledge & Expertise:		
Natural Skills & Talents:		
Passions:		
Ways that I could help others:		

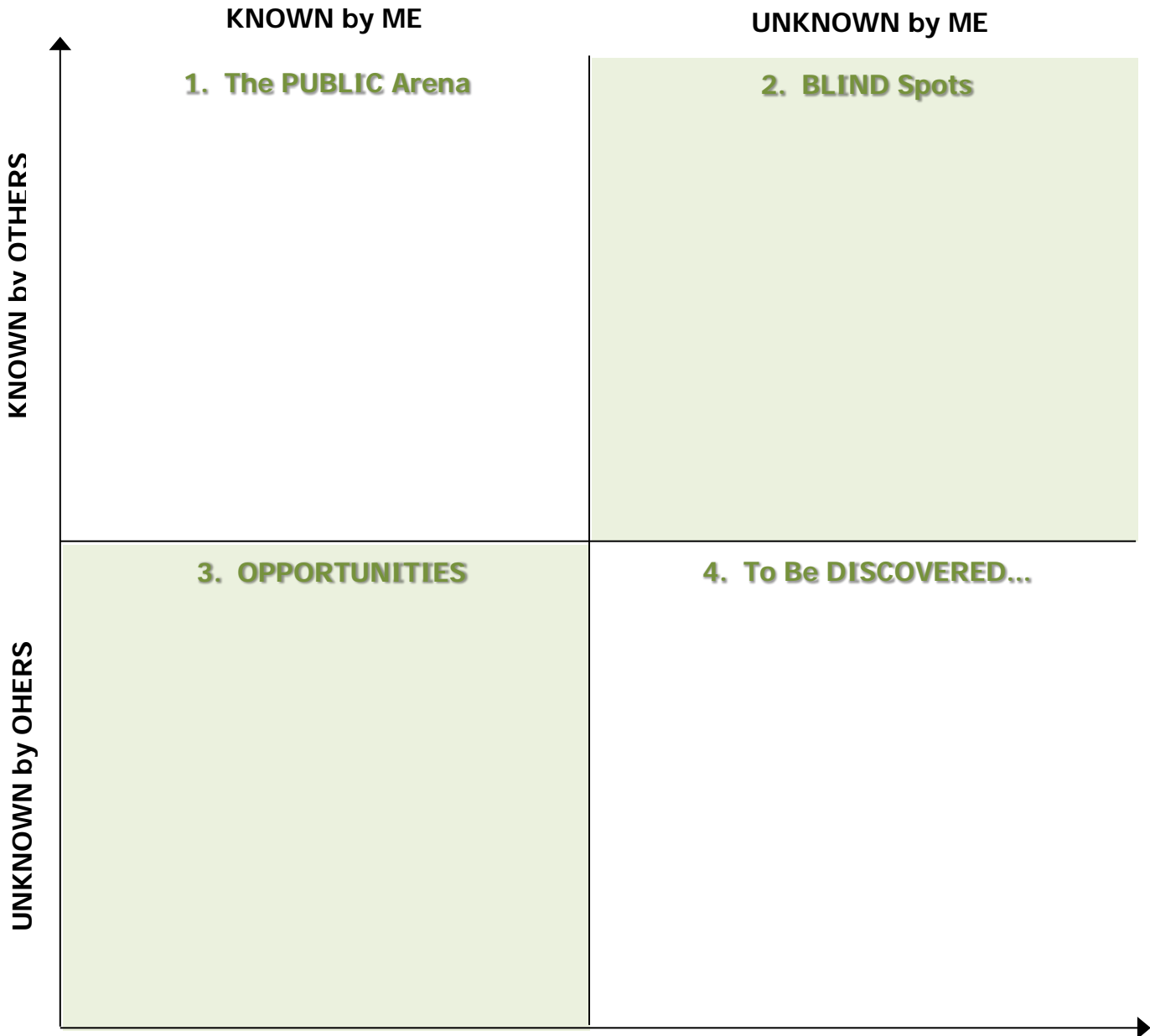
Anything else? That you think would be helpful for me to know - patterns, themes, other useful suggestions and ideas:

If you had ONE tip for me, it would be: _____



STEP 2: What's My Awesome?

Plot out your Qualities on the chart below.



Before moving onto Step 3, What themes can you see? What patterns are emerging?



STEP 3: Review and Learn!

So, what's your AWESOME? What's your UNIQUE take on things? The green-shaded squares are the most interesting and represent possible "Aha" Moments for you. It is in here that you may well find your unique AWESOME that will propel you and your business to the next level.

Where could you step up, embrace who you are, develop and grow - and be truly AWESOME in your coaching business? Look at each quadrant in turn:

1. Your items in "The PUBLIC Arena": What could you GROW and make super AWESOME? List some ideas:

2. Your "BLIND Spots": What have you not acknowledged until now? Where could you take a blind spot - something new to you - and make that AWESOME?

3. Your "Opportunities": Where are you hiding or not fully owning your opportunities? How could you develop, combine or reveal these qualities, experiences or strengths in a way that is unique to you and be AWESOME?

4. "To be Discovered": There are qualities that both you AND others haven't recognized or awakened in yourself yet. Over time, the items in this quadrant will be revealed - often in challenging and peak situations, but sometimes while meditating, reflecting, journaling etc. Keep an eye out for them!

If you had a Superpower what would it be? _____

Where could you play a bigger game? _____

Now, thinking of the strategies shared in the "Find Your Awesome" Teleclass, and considering the results of this exercise, where could you be more AWESOME by:

1. Going Really Deep (becoming an expert): _____

2. Doing it Better: _____

3. a. Combining Your Superpowers With Coaching: _____

b. Sharing YOUR Unique Twist on Life: _____

4. Being Authentic and REAL: _____

5. Taking a Leap of Faith or Taking on a Humongous Goal: _____

Finally, what's your BIGGEST Learning from This Exercise? _____

*Over the next few weeks, feel free to journal, keep pondering and wondering
"What's MY Awesome?" and "Where could I be MORE Awesome?" Enjoy!*