

# ELITE COACHING & PERFORMANCE

## PERCEIVED & AUTHENTIC SUCCESS

Remember the distinction between perceived and authentic success is where we invest our energy. It is about the areas of life in which we are trying to achieve:

### PERCEIVED SUCCESS

I am trying to be successful in other people's eyes, then I will be a success in my own eyes.

### AUTHENTIC SUCCESS

I am trying to be successful in my own eyes and am indifferent to whether I am seen as successful by others.

### QUESTIONS WHICH MAY ACCIDENTALLY HIDE AUTHENTIC GOALS & THUS CREATE GREATER FOCUS ON PERCEIVED GOALS:

- » What is the goal?
- » What are you trying to achieve?
- » How do you hope to look?
- » Who do you need to please?

### KEY QUESTIONS TO DISCOVERING SOMEONE'S AUTHENTIC GOALS:

- » How do you want to live?
- » How do you want to feel?
- » What does an awesome day look like to you?
- » What would you love to experience?

## A PLATFORM FOR PROFOUND COACHING IMPACT

As a coach, our role is to help move people into their awesomeness in a way which is lasting and fulfilling.

We can do this by helping to move people from the qualities in the left column, to the qualities on the right.

### PERCEIVED SUCCESS

Constant worry  
 Story  
 Appearance  
 Contrived  
 Adapting to what others value  
 Please love me  
 Pleasure  
 Justify  
 Happiness exists outside of me  
 How can I get and have?  
 Receive  
 Achieve  
 Have or possess  
 Fleeting  
 Stress  
 Inadequacy  
 Jealousy  
 Claim to fame  
 Guilt and concern  
 Secretive

### AUTHENTIC SUCCESS

Ease and peace  
 Evidence  
 Experience  
 Natural  
 Joy in living personal values  
 I love me  
 Fulfilment  
 Explain  
 I own my happiness  
 How can I live and give?  
 Contribute  
 Actualise  
 Enjoy or admire  
 Lasting  
 Participate  
 Enough  
 Appreciation  
 Profound  
 Confidence  
 Private