

# COACHING GUIDE MODULE 5

## LESSON 2: DISCOVER YOUR SWEET SPOT

This entire Module will help you increase your personal power so you can steer your life in the direction you most want and be respected for what you bring to the table.

Use a notebook or journal to complete the exercises below and keep them all together in one place so you can refer to them throughout the Lessons and the entire series.

This Lesson is about discovering your sweet spot as a leverage point in your personal power. What do I mean by a sweet spot and what does it have to do with your professional success?

If you are a golfer, you know the feel and sound of hitting the golf ball just right as you connect with the sweet spot of the club. If you're a tennis player you know the feel and sound the racquet makes when you hit the tennis ball squarely in the sweet spot of the racquet. In golf and in tennis, hitting the ball in the sweet spot is the goal and has the best chance of the ball soaring towards your goal. The sweet spot always provides us with the maximum return for our effort AND it feels so darn good.

You can see it might be valuable to discover your sweet spot at work as well. If the idea of a sweet spot will give us the best chance of reaching our goal more effortlessly, why wouldn't we want to find ours?!

According to author Karen Elizaga, "Finding one's "sweet spot" means digging deep for new levels of self-understanding and then re-prioritizing our lives to align with our sweet spot and inner excellence." The two pieces of advice that I pull from this quote is first we need to find our own individual sweet spot.

Wildly successful executives and thought leaders all over the world and in all kinds of occupations, operate in their "sweet spots" more of the time than not. Whether you personally like Bill Gates, Melinda Gates, Warren Buffet, Steve Jobs, Elon Musk, Oprah Winfrey, Lady Gaga, Ruth Bader Ginsberg, and Madeleine Albright to name just a few, I think they have been masterful at operating in their sweet spot. In my mind, there is no denying each live or have lived, and led their work lives with their sweet spot at the forefront.

It takes focus to find ours and then much practice learning how to lead our lives using it.

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## EXERCISE 1: PASSIONS

Let's start with the premise that your sweet spot can be found at the merging of your passions and talents. Thus, we need to uncover both.

To start, make a short list of 1-3 things that you care **a lot** about and find yourself drawn to over and over again. Your list might include something you do or think about and/or where you lose track of time because you're so engrossed while you're doing it or thinking about it. The thing(s) on this list would be something you are *very* passionate about.

For me personally, I might list,

- **Personal Health.** Living a long and healthy life mentally and physically.
- **Human Potential and Creating Possibility.** Helping myself and others unlock our potential and live our lives using the best of who we are more and more of the time.
- **Relationships and Connection.** Supporting and caring for others individually and in community.

Now stop and take a moment to list your passions. Don't try and find something new to be passionate about as often our passion is always there, you just have to look for it. If you're stuck, ask someone close to you if they can tell you things (or one big thing) they think you are passionate about.

**STOP:** It is important to do this exercise before going further.

## EXERCISE 2: TALENTS/GIFTS/STRENGTHS

What are your biggest talents? What do people say you're good at? In Module 1 of this series, we did an Interview Assessment exercise where you interviewed 10 people and asked them to tell you 5 strengths, gifts or talents they think you possess. Go back and review that Module, specifically the first Lesson on Identity, and write down your top 5-7 talents here. If you haven't done this Module yet, you might want to download it now to work on it or you can make your own list right now of your top talents/strengths.

**STOP:** It is important to do this exercise before going further.

## EXERCISE 3: SWEET SPOT

By considering both your passions and your talents, notice places where they merge. This merge or intersection is your sweet spot. Write in your journal what sweet spot helps you intersect these two things and write it down. Complete the sentence: "My sweet spot is....." Think about the value you provide, the problem you solve, how you uniquely do it and for whom. It should be a reflection of your passions and your abilities. Spend time wordsmithing, editing and revising until you feel like you are satisfied. Remember if you get stuck, one or two 1:1 coaching sessions with me might help.

**STOP:** It is important to do this exercise before going further.

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The exercises in this Lesson are designed to increase your professional power at work through being able to articulate what you are really good at so you can spend more time in that space or sweet spot. The result will be that you will be happier and everyone else around you will notice you more of the time in a positive way that helps you build your brand and spend more time in your lane of confidence.

## JOURNAL AND REFLECTIONS

These exercises are meant to begin to create a picture of yourself when you are at your best. Who you are when you are at your peak is the core of your authentic professional brand and your personal power.

Journal your answers to the questions below. Journaling is more about writing stream of consciousness versus getting it right or making it sound pretty. Journaling is a process that unearths curiosity and wonder within us. After completing all the exercises above...

What top 3 observations do you have?

What patterns, if any, do you notice?

What specific things resonated most or seem right on target for you? And why?

What resonated least or seems less relevant for you? And why?

What are your biggest ahas or take-aways?

What did you learn about yourself that delighted you most?

What are 1-2 next steps you will take with this information you now have?

## FOLLOW UP

Want more help understanding what this all means and how it relates to where you are or where you're going, reach out to me at Wendy Capland, [wcapland@visionquestconsulting.com](mailto:wcapland@visionquestconsulting.com) to schedule a one hour 1:1 Coaching Session. Investment-\$500.