

Your **Extraordinary Coach** Scorecard

NAME: _____ DATE: _____



	STRUGGLE 			STRIVING 			CONVENTIONAL SUCCESS 			EXPONENTIAL SUCCESS 			Where I am now	Where I want to be
	1	2	3	4	5	6	7	8	9	10	11	12		
DEEP CONNECTION	You don't connect deeply with potential clients.			You connect deeply with potential clients, but you don't see what they really need.			You no longer want to open up or be vulnerable with clients or colleagues because you fear losing your success.			Your business is highly successful because you are trusted deeply by your peers, clients, and potential clients.				
CREATING THE IMPOSSIBLE	You're overwhelmed by your to-do list.			You constantly take on goals that stretch you.			You want your business to grow by 10%. 10X goals seem impossible.			You focus on growing your business by 10X. You take on "Impossible Goals."				
RISK TAKING	You rarely take risks that could end in failure.			You take risks, but you're tired of failing.			You haven't failed at something for a long time.			You take new risks and fail on a regular basis.				
ENERGY	Your life is full of people, places, and habits that drain you of energy.			Your business is not yet successful, but the hard work energizes you.			Your business is successful but drains you of energy.			You run a successful business doing only what energizes you.				
FEARLESS COACHING	You try to please people, so they become your clients.			You're willing to challenge your clients, but not too much.			You're willing to challenge your clients, but you secretly worry about your reputation.			You don't need your clients to like you, which creates the most powerful coaching experience.				
SELLING THE INVISIBLE	You struggle to create clients.			Creating clients feels fun, but your client load is not yet full.			Your client load is close to full but you're tired from working so hard.			You have a waiting list for coaching and other streams of income.				
SERVING THE INCREDIBLE	Your clients are struggling.			Your clients are beginning to have some success.			You help clients who are not yet as successful, intelligent, or wealthy as you.			Your clients are extraordinary top performers, with a very high level of success—sometimes higher than you.				
EXTRAORDINARY COMMUNITY	You've outgrown your old community, but you're not willing to let them go.			You love being surrounded by people who are more fascinating and successful than you.			You prefer to be the most successful or interesting person in the room.			You are known for building a community—and a team—of extraordinary top performers.				