

Ep #250: The Permission You Need to Evolve Your Coaching



Full Episode Transcript

With Your Host

Lindsay Dotzlaf

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Hey, this is Lindsay Dotzlaf and you are listening to *Mastering Coaching Skills* episode 250.

To really compete in the coaching industry, you have to be great at coaching. That's why every week, I will be answering your questions, sharing my stories, and offering tips and advice so you can be the best at what you do. Let's get to work.

Hey coach, I am so glad you're here today, as always. And can you even believe 250 episodes? What in the world. If you have been a long-time listener, you might be expecting this to be a Q&A episode because that is what I've been doing every 50 episodes.

The last time we did it, I decided that maybe that was the last one for a while or at least in that format because I was getting really just a lot of the same questions over and over and, you know, have really explored in all the Q&A episodes, really explored a lot of the things that people were writing in and asking questions about. So they were just starting to feel a little repetitive, a little stale, at least for me, and kind of time-consuming on our end to collect all the questions and sift through them and find some that were interesting.

So, I actually didn't plan anything special for this episode, but when I hopped on to record, I have the episode fully planned out. And then I always have to look up really quickly what number is it before I start recording so I can say it in the intro. And so I literally just discovered that it was episode 250, and what I have to say is that actually feels perfect for what I'm going to talk about today because one of the things or the thing I'm going to talk about today has really become something that is a foundational piece of the coaching that I do with my clients.

So today, we're going to do something a little different. I am going to give you permission. Permission for lots of different things. You'll see what I mean in a minute.

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But what I want to say about it first, about just permission in general, is that this is something that I have ended up really doing quite often in my coaching. Really helping coaches take things that maybe they've created and giving them permission to mix it up a little bit, to do things a little differently, to think that they don't have to follow any specific rules when it comes to the way their business operates or is structured or the way they want to scale and grow versus not, if that's what they want. Or the way they want to structure their coaching sessions with their clients.

My entire business has really been built on helping you find your way of doing things and exploring it. And sometimes, not sometimes, often, coaches come to me for this because they kind of know that I do it, and they will literally just say, on occasion, "I just need you to give me permission to do this thing." And when it started happening, I thought it was kind of funny and interesting. And of course, you have permission. What? Nobody's telling you that you don't.

But the more and more it happened, the more I realized there are actually voices telling you that you don't have permission. And they're everywhere, right? They're online, on social media, on TikTok, maybe from other coaches that you work with, where it kind of becomes this like, "Here's the way. Here's the right way. If you want the results that you want in your business or with your clients, this is the only way to do it."

And I know, trust me, I know that is a very effective way to sell coaching, right? To be very certain that your methods, that your strategies, are the best in the business and are the thing that every client needs. And what I have to say to that is it's just simply not true.

Now, that doesn't mean that sometimes it can't be super effective to find coaching, guidance, advice, whatever, that you really resonate with and then use that and follow it, right? And kind of develop those rules, take them on as your own. But that's very different than just coming across something or working with someone and then kind of knowing, "Oh, here's the way they teach it, and so obviously it's the right way."

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And then never questioning: Is it right for you? Does it work with your - the way your brain works? Does it work for where you are in your business? Does it work for how you like to operate in the world and interact with clients and potential clients?

Does it work for... these are things you don't often hear me mention, but for some of you that are into, you know, human design or astrology or Enneagram or any of those things that can kind of help you know a little more about yourself, help you have a little more self-awareness - does the method that you're choosing to use or the rules that you're choosing to follow, do they align with those things if those are things that you feel are important? Are you taking into account all of you?

Even when you're new, and I know sometimes when you're newer, brand new to business maybe, it can be a good thing to just start listening to what people are kind of recommending you do and just start trying things, right? And just keep going. But the more and more and more you do these things over and over, the more you know yourself. The more you will learn what works for you, what you like, what you don't like, what feels aligned, what definitely doesn't feel aligned, right?

And it's okay, this is the first permission I will give you, it is okay to trust yourself and to listen to some of these things. Even if the person you're hearing advice from or hearing, "Here's the right way," is way further along than you. It's still okay to question it. It's still okay to ask, "Is this for me?"

Because if you're looking for someone who's further ahead, I promise you, there is someone doing it, doing things in a more similar way to how you might like to do them. All right? You also have full permission to do things you have never ever seen done before and do things in ways that you haven't seen modeled for you. Sometimes the most genius, brilliant work can come out of that.

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Okay, so let's dig in to a full episode, Episode 250, about full permission. You can consider this just your permission slip. You can come back here and listen whenever you need to hear it.

So here's kind of the setup first. I kind of mentioned this already, but I am just so surprised how often this comes up with so many of my clients in literally every container, every coaching container that I have. It happens in The Coach Lab. It's happened in Coach Project. It's happened in Business Pods. It is - definitely happens in Reimagine, which is an entire mastermind full of listening to yourself, reimagining your business, right, doing all of those things with high-touch help and guidance. So it comes up in all my containers.

So I started thinking about, like, why does this happen? And I have a few theories that I'm going to acknowledge, but I also want to say, if you find yourself doing this, you don't necessarily need to know why it's happening. Or maybe you'll discover that it's happening for reasons that I don't mention here. So I just want you to be open to that. All right?

So, I want to make it okay for you to have questions like, what if this is working, kind of, but it's not working really for me anymore? Or what if the way this all used to work and the thing that made my business run smoothly isn't really working anymore? What if who I am now doesn't really match my business? Like maybe I've outgrown it. How do I know when it's time to make some changes and listen to kind of an inner knowing versus listen to advice that I'm getting in other places?

And when I think deeply about why permission matters and why this is a thing that happens and that comes up so often in my containers, I think of a couple of things that we're taught as coaches. First of all, in many coaching models, even if they contain also other tools, there is a teaching that often happens that's like, "Well, you can create any result you want. You can make anything work for you. You just have to find the right thoughts, the right mindset, and then you'll magically kind of be on that path."

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And of course, this is true. These tools work. But what happens, I think, is we start slightly crossing into using those tools against ourselves, or sometimes even more than slightly, where we are taking this tool that we know and love, and we're using it in a way that's kind of like, "Well, here's what I know I want. Here's how I see other people doing it. Why can't I just get myself on board to get this way to work for me? What are the thoughts that I need to just have, right, that I can just like transplant into my brain?" That's sometimes how we think about it.

We also are taught in many coaching spaces that success means consistent growth and scaling and specifically that growth always equals business growth, right? That there's like, we should always be growing and scaling and earning more and creating more. And what I want to offer, there are so many types of growth. Sometimes growth is saying, "I don't actually love this thing I've created so much. Let me rework it. Let me go back to what I was doing that I did love."

I do think this idea of constant growth that is usually talked about in a very specific way can actually be quite harmful when it's not for you, right? Now I'm not saying it should never happen. It's amazing. For sure, go after your own growth. Scale, if that's what you want to do. Scale your business, grow, get in front of more people. Challenge yourself to do all the hard things.

I am all for all of these things. I want to be very clear about that. This is not an episode about me being against any of those things. When I'm against them is when you're using them against yourself or when you're using them in a time that that thing is not for you at the time. There's a different type of growth that you need in that moment.

And acknowledging that when we only follow that one path of growth, that's often where it can lead to burnout or just exhaustion or being over it and just kind of a disinterest in your business on occasion. Not all of you may be experiencing that, hopefully you're not, but if you are, I just want you to

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question it. I want you to really think about and consider some of the things I'm going to talk about in this episode today.

Sometimes permission can literally just be that you get to trust how you're feeling, that you get to listen to that feeling, that you get to ask, like, "What is it telling me? Why is it here? What do I need to hear from this today?" Maybe it's trusting yourself that something needs to shift, even sometimes when it's working or when it's not, right? Like some of you run your business like you are constantly punishing yourself for things that don't work.

And I say that, I laugh a little when I say it, because I have been there 100%, right? Where it's like, "No, when I just figure this out, then I can go back to like this being fun. But until then, I'm going to do like all these things and not question them until I just get it to work." I'm just going to keep pushing, keep adding more, keep go, go, go, go going.

So, I'm going to give you some specific permissions today, and then I'm also going to give you some specific examples of myself, but also of clients who have leaned into these specific types of permission, and then talk a little about the changes that it created in their business.

Permission number one that I'm going to give you. You're allowed to outgrow your current model. And that can be in any form that you hear it. It can be the model you run your business, the model that you use to coach your clients, the model of how you show up to work every day, the model of growth that you're following, any of those things.

Whatever model it is you're following and whatever area of your coaching practice, you're allowed to outgrow it. Even when it's still working, which is sometimes the hardest part, the hardest time to see, at least in the moment. It's great because you're still creating the results possibly, but it can just be really hard to make changes from, "It's working, but also it's kind of not working for me."

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So one client that I worked with, I'm going to keep these anonymous, although some, I think most of these people have been on the podcast, so you might recognize some of the stories. But the first client story I want to tell you is a client who's in Reimagine, who came to me with an idea for a mastermind. And she wanted, I think, let's say like 5 to 10 people maybe in the mastermind, maybe 8 to 10, something like that. So fairly small. And she had a very clear vision for what it was. And she knew exactly how she wanted to run it.

Now, she also already had this other program or membership that she was running, and that was going great. And she kind of had this like, "I have this very clear idea. I don't know that it's the right time and I really don't know if I want to plan out a whole launch. I know that's what I'm supposed to do."

Right? So she had these rules of like, this is what she decided these are the rules she had to follow. Some of them were just things that she had done before that had worked for her.

And some of them were, well, okay, if I'm launching - for some reason, it was like, if I'm launching a mastermind, which felt very serious for her, then it needs to be in this very buttoned up way where I plan ahead, create the whole launch, et cetera. And although I feel very excited about this new offer, I don't think I have the capacity to just build that all out. If I'm going to do it all wrong, then why would I do it at all?

And so, you know, we coached on it a lot. I asked her a bunch of questions. And one thing about her that I knew, just from her being in Reimagine and us talking about this, is her clients were very devoted to her. And she works with a lot of clients who are quite successful in different industries, but also very clear about what their work is, what they're working on. And they had a lot of respect and trust in her.

And so I was like, "What if we just explore different ways to do this, to launch this thing? Like let's just play with it, right? Let's just have fun thinking of all the ways." So we did, and she came up with some ideas.

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And then I said, "You know, one thing you didn't say that I'm just curious what your thoughts are is you could just launch this by invitation only. Like what if you didn't have to plan a launch at all and it was just invitation only? You only need, you know, not very many people. It's not like you're looking for hundreds of people. That would be tricky possibly with invitation only. You're like trying to fill it with a small group and knowing specifically the work you do and the type of clients that are drawn to you. I think that could work."

And she kind of paused, and she said, "I never would have considered that ever. But I freaking love it." or something like that. I don't know if those were her exact words. That was the energy behind it.

And so she did. And I think with a handful of emails, she filled the group, celebrated, and moved on to what she was already working on. And now she's running the group and loving it, and it's incredible. And just her being open to that small shift, to her being open to like, "Oh, what if I did things differently? What could that look like? What could my way be to launch this thing that I want to launch?" And I think she also incorporated some of the other ideas that she had. But even me just offering the one idea, she just took it and ran.

Now, would I give that same idea to everyone? No, absolutely not. Right? It has to fit with who you are, how you sell, who your clients are, your relationship with them, what the group is, what the thing is you're trying to sell, so many factors go into it.

But I just think this is such a great example of literally taking something that she thought was going to be super complicated with lots of moving parts and lots of steps and turning it into a few steps that worked perfectly, that allowed her to do exactly what she wanted to do and not let it disrupt the rest of her business. And allowed her to not put it off thinking that she needed to really carve out a huge amount of time in order to do it.

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Here's why this specific permission to outgrow where you are is - can be really important. First of all, you're different than you were a year ago, two years ago, whenever you started your business, right? Like you are growing no matter what. No matter what you want to believe, just the simple act of you, or not simple, the act of you running a business has to mean you're growing. There's no way that it can't, really.

And so it would be silly to think that all the rules that you've used or all the things that have worked would be the things that keep working or that you have to keep using. Another reason it matters is that you're just allowed to want your business to reflect more of you right now, right? Maybe more of who you are now, the evolution of you, the person who shows up to work today, which again, might be very different than who you were in your business two years ago.

Also, I want you to consider this: outgrowing something isn't at all bad. It's evolution. Right? Evolution is literally what's supposed to happen in your business. Actually, the businesses that I see that are quite successful that get into trouble are the ones that think they don't have to evolve, that think they just kind of like set it and forget it, and then it's like maybe it's working now and then it's going to keep working forever. That's just not true.

Things around us are evolving quickly. The world is changing, technology is changing, the way people interact is changing, which means you have to evolve. Your business has to evolve.

And here's kind of a deeper permission under this one that's like, "It's okay to outgrow where you are. It's okay to evolve." Here are some deeper permissions in case you need to hear them.

You don't have to keep doing something just because you're good at it. I give you full permission to mix it up. You don't have to keep serving people in a way that drains you just because it helps them. I promise you, there are other ways to help them, maybe even more effectively, because if you're exhausted, eventually that's going to catch up to you. And the last

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one, your business gets to grow with you, not despite you. Right? So the business gets to be a part of your evolution. It doesn't have to be a thing that you keep the way it is while you grow as a human.

Permission number two, you are allowed to change direction anytime. Any goal you set is arbitrary. Now, is it great to like set goals and stay committed to them until there's a really good reason not to? Sure. That can be a really great strategy. But sometimes we notice, we start to notice places where we know something isn't quite right. We know it's not working. And in those cases, I want to give you permission to pause and to say, "Okay, what's not working about this and what would make it a better fit for me?"

So, I'll tell you another quick client story. This is another client who was in the past round of Reimagine, who came to me with this idea that she has that felt very different than anything she has seen in the coaching space. It felt very outside the box, a little weird, a little like nobody's going to get it. That was her thought. But she knew she wanted to create it.

But she had all these rules that she was using to tell herself she can't do that now. She had to wait. She had to have a certain number of clients first. She had to have a certain level of success. I'm going to say in air quotes. She had to just stay on the path. Almost into, she didn't say these words, but my impression of how she was thinking about it is like, until she proved that she could be trusted with this incredible idea that she had.

So she shared it with me in a way that was like, "Here's what I know is like way down the line in the future, not right now, obviously." And I was like, "Whoa, whoa, wait." Because when she talked about it, she lit up. Everything changed about the way she was describing what she does, about the people that she works with, about the way her body, like her body language, everything changed.

And I said, "Wait, tell me again why you can't do this now?" And I just started poking lots of holes in all of her stories until she decided, same day,

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this was actually at a live event for Reimagine, she decided, "Yeah, like I'm launching this today. I don't know what it looks like. I have lots of questions to answer around it, but this is happening right now. I'm not waiting. I can't wait."

And what happened when she made that decision, first of all, she had so much more fun working in her business because she was doing the thing that she actually wanted to be doing instead of thinking she has to like pay some price first before she can like get there. She started figuring out what all the things mean, how to talk about this, quote, "weird idea" that she had, that she thought no one would understand, right?

She just started answering questions like, "Well, how can I help them understand? How would I talk about it? How would I describe it?" And she just challenged herself. And yes, it did feel like a challenge. We coached on it a lot.

But the challenge felt a lot more fun, I think watching her, that would be my interpretation. I think it felt a lot more fun than the previous challenge she was having, which was continuing to sell something that didn't feel super aligned anymore or that just didn't light her up as much as this idea that was so much more clear that she literally was ready to like run towards once she gave herself the permission.

And guess what happened? She filled the group, exactly like she wanted to, or at least within a few people. I don't remember the exact numbers, but she was, I remember she was very happy with the results. She is having so much fun running the group. She's doing work that lights her up more than work she's done in the past.

And just think about that. Remove yourself from the situation and just think about that objectively where it's like, here are the two options. Someone doing something that doesn't really light them up - even if you think about like going to work, like to a job. You're just showing up to do the work you're assigned, right?

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If you're going to work to do a job that you don't really love, that you find super boring, that you really don't want, but you think you have no other options, you're going to show up one way. If you go to work every day doing something, you know, showing up for a job that is something you love that lights you up, that just like fuels you, drives you, you're going to show up so differently, right? Like really just consider that.

The same is true for your business. Now, I will add a caveat to this, which is you also want to be realistic. I don't always love that word, but I think it makes sense here. You want to be realistic about your audience, your capacity to host the thing you're creating, right?

Like you might have an idea that does feel like it is in the future. And there might be really good reasons for that, right? If you want to grow an online community of some sort, let's say a membership with thousands of people in it, but you, you know, you don't already have that audience, maybe you're brand new, you don't have a previous network that might support you in this, right? Like there's going to be, that's going to be a learning curve. It's still okay if you choose to do it right now, you just have to be willing to say, like, "It's going to be a lot of learning, but I'm here for it." Right? You have to like let your mission drive you.

Here's why this specific permission matters, the permission of you're allowed to change direction. Because you're allowed to be more interested in your own evolution than everyone else's expectations of you. You're allowed to disappoint some people. This one's always hard for me, side note. You're allowed to disappoint some people if it means being more authentic to yourself.

The people who are meant to work with you, they want the real you. They want the you that shows up lit up by the work you're doing, not the you that's performing and doing work that you think you're supposed to be doing. Right? Like really consider that. Which coach do you want? The one that is lit up and fully on fire for the work they're doing, or the one that you can tell is kind of phoning it in?

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Now, also, a small caveat here, we all phone it in sometimes, like that's a thing. Some days are just not our days, right? We've all been there. That's totally fine. This is more of an overall vibe, not a day-to-day, like, "I had a bad Tuesday" vibe.

So here are the deeper permissions that go along with this. You don't owe anyone consistency if that consistency means betraying yourself or your own growth or your truth. You're allowed to want something different than you wanted before. That one's really important. Let me say it again. You're allowed to want something different than what you wanted before.

And I'm going to add something to that, that doesn't make you a failure or doesn't mean you failed or that you were wrong before. Those are really important. Your clarity is more valuable to your clients than your comfort. What? Come on, that's a good one. I'll say it one more time just in case. Your clarity is more valuable to your clients than your comfort. Boom, right?

Okay. Moving on. Permission number three. This here is where I'll use a personal example. Permission number three, I want to give you permission to not always know what's next. You're allowed to be in the in-between, to be in the question without a clear answer.

I know why this is hard, right? As coaches, we are often taught that we should kind of have it all figured out. We should have a big vision, a big plan, that that future mapping should be complete. We should always be challenging ourselves and know what's coming so that the goal is really clear and we can get there.

That's not really how we work as humans, right? Things change, we change, we evolve, which means sometimes so does our goal and our plan. Especially as business owners, we often think we should always have a clear plan. I can't tell you how many clients I have that use this against themselves. "I should have a clear plan and I should have it done way ahead of time, period, no exceptions." Even when that model really doesn't

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work for them, and they know that, but they spend so much time fighting against it, instead of figuring out a better way for them.

Sometimes it can be really important to just sit with the question, "What is coming? What wants to emerge?" and just listen. And I know from experience that that can feel extremely uncomfortable because it can kind of keep you in a, "Okay, but what do I do? Where do I go from here?" I just want you to know that it's okay. You can keep running your business just the way it is until you figure it out. You can start taking teensy steps as what's next kind of comes into view.

The thing that happens for me, and this is kind of my personal story here, is I, you know, was taught from a business coach that I worked with and really a lot of people in the industry and in business, that you know, you should have a very clear plan for what's next. Next year, next five years. Think about how often, if you've been in the coaching space for a while, think about how often you've been asked that. "What do you see yourself doing? Where are you going to be in five years? What do you see happening in your business?"

Now, sometimes this can be a super useful exercise just to get yourself out of the present and just exploring the future. But sometimes it's presented in a way that's like, "You should know it. It should be clear. And you should have created a clear path to get there." What I've learned is that is absolutely 1,000% not how my brain works. What will happen usually for me is I will have kind of this pause of like, "Okay, I've kind of caught up to my vision. I'm here. I'm doing it. It's amazing." And then if I'm like, "What's next?" sometimes it's not always the most clear.

And I know when it's not clear that I cannot force it. That is not good for me, for the way I work. I can't force it. And it's okay to just stay where I am, right? To just keep doing what's working for now until the path becomes clear. And then when the path becomes clear.

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So this is kind of where I am right now. If you are in Coach Unfiltered or if you've been paying attention to it, there's still plenty of time if you want to join, by the way, to just watch everything I'm creating right now behind the scenes. You get a full behind the scenes access to what I'm about to tell you, which is - once it becomes clear, then it's very clear. And I can't unsee it, and I have to go there. I have to just get on that path.

And so, I just want you to know that no matter how this works for you, I used to think that I was just doing it wrong, right? Or that, ugh, if I just tried harder, I could always have a clear next step. But now, after running my business for 10 years and having businesses before that, what I've learned is, no, that is literally just not how I operate.

I have to give myself some time in the in-between, to just kind of be and question it and be curious and listen and see what emerges because usually when that happens, the path emerges kind of on its own. It doesn't feel forced. It doesn't feel hard or like I've had to spend tons of time pulling it out of myself. It just is very clear, which makes it so much easier to get on that path, right? To get on board, to like, "Okay, great. I see it. Now let's do it."

Doesn't mean it doesn't feel scary. Sometimes I'm scared shitless when this happens, especially this past time because the vision felt so big and so like this feels like I'm breaking a lot of rules and doing things that a lot of people would say, "Don't do that." Actually, I've even had that feedback a couple times already. "Don't do it." But again, once I see it, I can't unsee it.

But here's where the trust in myself comes in and the learning that I've had over the last 10 years is I know that when I follow this path, the path that is super aligned, that is just super clear, is always when I create the best results, always. When I force things, when I try to figure out a next step when I'm not quite ready, that's when that doesn't always go so well.

So just consider that. Even when it feels uncomfortable, it will usually create better results over time, at least. Maybe not overnight, especially

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depending on what the shifts are, the evolution is, might not be overnight, but it will work. It will probably feel in some ways easier if you allow yourself to just get on board with the plan and kind of stay on that path. Or at least that's the experience I have.

So here are just a couple deeper permissions when it comes to not having to know what's next. So one, you don't have to know where the exploration will lead. You don't actually even have to commit to changing anything. You could spend time exploring and then decide, "Actually, right where I am is amazing. Maybe I'm going to make these couple tiny shifts. Other than that, great." You just have to be willing to get honest about what's true for you right now.

So, here's my invitation and my gift for you. I want to give you full permission to explore some of this for yourself. So if any of this is resonating, if you're nodding along, even if it's the teensiest of ways, right? Not because you need full permission to completely change everything about your business. That is not what I'm offering here. What I'm offering is it's okay to trust yourself. It's okay to step into your own evolution.

So, I made you something. It's called A Guided Reflection for Business Evolution. It's kind of giving Lindsay circa what, 2015, when I used to record guided meditations for my clients, like individualized ones. This is kind of like that, but it's not a meditation. It's a reflection. I ask some questions. I take you on a guided journey of exploration, and before you choose to listen, we will put it in the show notes. We'll put a link there where you can go grab it and listen.

And my hope for you is that you either listen once or literally listen every day if you need to. If it feels helpful and you love just listening to it, you can listen to it every morning. It's also why I didn't want to put it actually on the podcast because I wanted it to be an audio that you can easily take and save somewhere that you can access very easily, whenever you need it. Even if there's no Wi-Fi, maybe.

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So, it's about 10 minutes long, and really, there's no agenda. There's no like, "By the end of the 10 minutes, you're going to come to some kind of conclusion." It's really just full permission to be curious about what is true for you right now. This isn't about fixing yourself or about optimizing so you can move faster, faster, faster. It's just about honoring the fact that you are consistently evolving, and it may be time for your business to evolve with you or parts of it. It's permission to trust, fully trust what you're sensing, even if you can't put words or a name to it right now.

So again, you can go to the show notes, grab the link, or if you're on my email list, you'll also be getting an email with this link today. So you could go find it there as well. But I just encourage you to give it a quick listen and let me know, let me know what you think. Let me know how it goes. Let me know what comes up for you.

Now, when you listen, at the very end, it is not a sales pitch, but I do mention the Reimagine mastermind. I have a cohort of that that starts in September, about a month from when this episode comes out.

So if you feel moved and if you are like, "Oh my gosh, yes, like I can feel myself leaning into this permission and I really am ready to do this work," come find me. Email me, DM me on Instagram, whatever you need to do, and I can help you figure out if Reimagine is a great fit for you. Even if it's not, or you're like, "I'm not quite ready for that yet," that's okay. Still use the audio, listen to it as many times as you want.

And one final time, I just give you permission to trust yourself, to trust your growth, to trust your evolution, to explore what might be for you right now, to be maybe just in the season where you're in the in-between, between like what has been and what's next and to not have to know all the answers yet. And I want you to just know that your evolution isn't a problem to solve. It is just inner wisdom for you to trust.

All right, friends. I hope that this was really helpful today, and I really hope that you go grab the audio, download it, listen to it, let me know how it

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goes. And then if it's the right next step for you, get with me about joining Reimagine. There is some really powerful work that happens in that room. I cannot stress that enough. And if it's for you, I want you to be a part of it. All right, talk to you next week. Goodbye.

Thanks for listening to this episode of *Mastering Coaching Skills*. If you want to learn more about my work, come visit me at lindsaydotzlafoaching.com. That's Lindsay with an A, D-O-T-Z-L-A-F.com. See you next week.