



# PRECISION NUTRITION LEVEL 2 CERTIFICATION: A MASTER CLASS

SAMPLE LESSON

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# Certification Level 2

## Sample Lesson

### Every day you'll work on lessons designed to:

- teach you something awesome about nutrition, training, or change psychology,
- help you learn something about yourself,
- facilitate better communication with your clients, or
- put all the things you're learning into practice.

Here's a look at one sample lesson. (Remember, you'll be introduced to a new one nearly every day.)

SAMPLE LESSON

## The complexity of coaching

Take a second and ask yourself:

### WHAT IS A COACH?

It's a simple question about a complex job. For instance:

- Coaches teach... but they aren't only teachers.
- Coaches know things... but they aren't only subject-matter experts or "authorities".
- Coaches create hypotheses, gather data, and do analysis... but they aren't scientists.
- Coaches motivate people... but they aren't only cheerleaders.
- Coaches direct clients... but they aren't "bosses" or "managers".
- Coaches help clients come up with a plan... but they aren't only planners.
- Coaches know that nutrition problems aren't just about food... but they aren't shrinks.
- Coaches have a vision... but they also get their hands dirty.

You see the dilemma.

Coaching is all of this, and more. Coaches must bring a wide range of skills to their profession.

There's also a lot of fuzzy, indefinable stuff about being a coach, what we call "gut coaching". Or you might call it "intuition" or "wisdom". Stuff that, with enough experience, you just know, but you aren't exactly sure how you know it.

For example:

- How do you sense when a client is struggling?
- How do you sense when to push, and when to back off?
- How do you sense when a client is just about to make a breakthrough?

Notice how we use the term "sense" here?

We'll be coming back to that in subsequent weeks. We'll encourage you to **develop yourself as a "whole-body coach"** — in other words, to use your left-thinky-brain logic and analysis, but also your right-feely-brain sensing, intuiting, and creativity, and your deeper brain functions such as:

- your limbic system (for collaboration, communication, and empathy); and
- your sensory input (for reading important non-verbal client cues); and
- your motor cortex (for demonstrating and "reading" movement and clients' somatic [body] state).

You might be naturally inclined to use some abilities more than others, and we'll get to that soon — for example, when we talk about coaching styles.

However, just get the general idea: coaching is more complicated than you might think.

Yet, at the same time, coaching is one of the most natural things in the world. We humans are wired to teach and guide others. To help others navigate the world. And to collaborate in the pursuit of knowledge and growth.

## What is a coach?

So, what is a coach? There are lots of definitions, but here's one of ours:

**A coach is like a tour guide to a place where you already live.**

Let's say you live in a city that seems fairly familiar. But one day, maybe...

- you read up on the history of your city, and realize that many fascinating things happened just on your street.
- a friend says "Hey! Let's try that cafe down the street!" and you realize that you've walked past that place 100 times without noticing it.

- you buy a bike and discover it's much more efficient than your car for getting through rush hour traffic.
- you walk down a new street that you don't normally take, and discover a delightful little hidden park.

That's what a coach does: she helps you explore the potential and the resources that you already have around you and inside you, then put that potential and those resources into action — perhaps past the limits that you may have inadvertently set for yourself.

- Maybe that comes from new information.
- Maybe that comes from helping you see things in a new way.
- Maybe that comes from giving you a new tool or strategy. Or a good action plan.
- Maybe that comes from pushing you out of your comfort zone.

A coach sees clients as diamonds in the rough. He sees good raw material that just needs a little help with polishing. He sees the glass half full.

A coach is not:

- a parent
- a judge
- a BFF
- an enemy
- an all-knowing guru

A coach is more like:

- a tour guide
- a midwife
- a set of signposts and a good map
- an instruction manual (that is actually helpful and not written in poorly translated English)

Your clients are travelers. You're the guide. A navigator. Someone with a map and the skills to help clients read and interpret it. Someone to walk the path beside them.

Sure, occasionally you might step in front of them to lead, or behind them to push them, but most of the time, you're beside them, keeping them going in the right direction — sorta like a sneaker-wearing sheepdog. This is a method and approach we call **client-centered coaching**.

## What does a coach do?

Here's a quick reference to the practice of coaching.

As a coach you have four key tasks:

- 1. Define clearly what must be done.**
- 2. Develop a plan to do it — in collaboration with the client.**
- 3. Enable the means to execute it.**
- 4. Build relationships that make this possible.**

This course will give you these four skills.

For the next couple of weeks, we'll focus on the first task.

More immediately, tomorrow, we'll talk about client-centered coaching and why we think you should adopt it as a style. (Hint: It works.)

For today, consider the question:

### **What is a coach?**

And also:

### **Why do YOU want to be a coach?**

We'll come back to this question next week.

## WHAT TO DO TODAY

### **1. Remember that coaching is both an art and a science.**

Much about coaching is intangible. And you synthesize lots of different skills and abilities to do it. We'll argue in favor of "whole-person coaching" throughout this course — both for yourself, and for your clients.

### **2. Consider your own definition of what coaching is.**

Plus think about why you want to do it. And why not start a discussion in the forum on this topic?

### **3. Look ahead to your upcoming schedule and book those appointments with yourself.**

Whatever your definition of a coach, one thing's clear: A good coach plans, prepares, and commits to the development of his or her coaching practice.

Once you've done that for today, tick off your daily practice.

Until tomorrow,  
The PN Coaching Team



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