

X3P BREAKTHROUGH COACHING
unlock your path to an extraordinary life

UNLOCK YOUR PATH TO SUCCESS
CHANGE YOUR PERSPECTIVE AND CHANGE YOUR RESULTS

JOHN YOCKEY
December 11, 2024

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WE WILL ALL FACE CHALLENGES

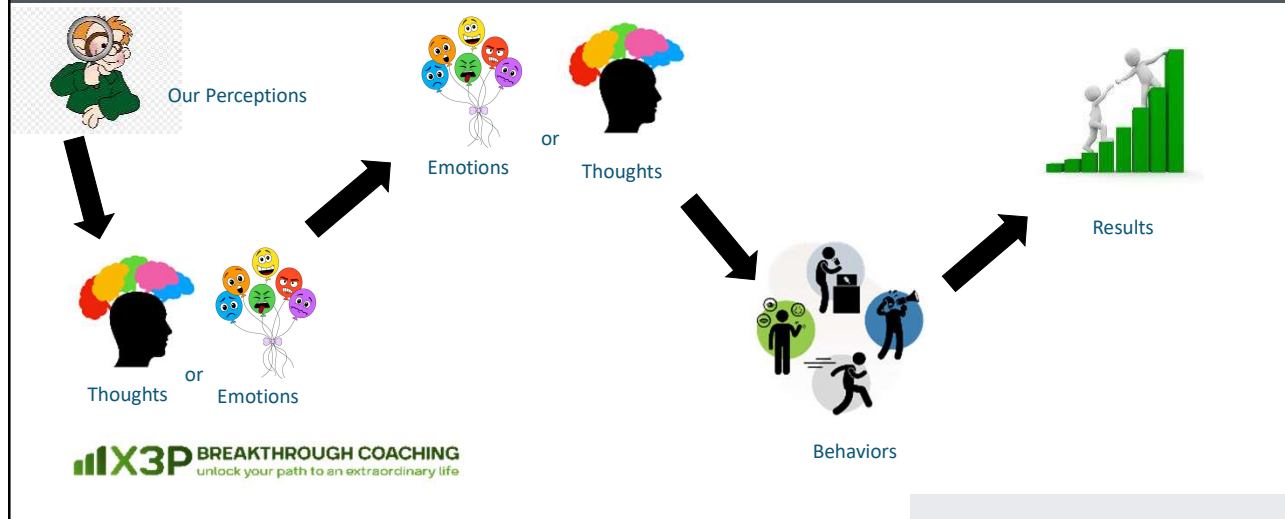
Shifting from seeing obstacles to opportunities

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HOW WE GET RESULTS



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TWO TYPES OF ENERGY

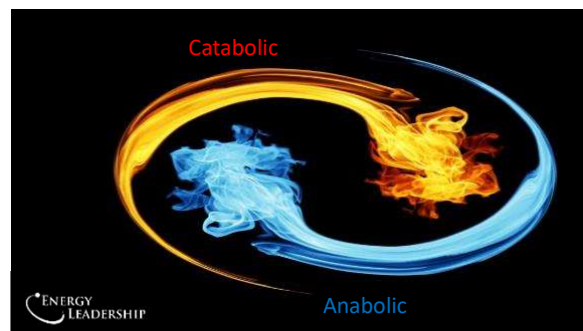


› Anabolic Energy

- › Constructive energy
- › Associated with less stress
- › The brain releases anabolic hormones that are designed to optimize systems

› Catabolic

- › Destructive energy
- › Associated with stress
- › The brain creates catabolic hormones like adrenalin and cortisol to help push us through the stress



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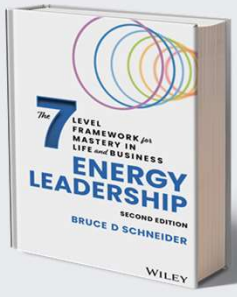
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ENERGY LEADERSHIP – SELF - PERCEPTION CHART



7 Levels of Energy



<https://www.energyleadership.com/>

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Level 1

Core Thought: **Victim**

Core Feeling/Emotion: **Apathy**

Core Action/Result: **Lethargy**

"I lose"

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Level 2

Core Thought: **Conflict**

Core Feeling/Emotion: **Anger**

Core Action/Result: **Defiance**

“You lose”



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Level 3

Core Thought: **Responsibility**

Core Feeling/Emotion: **Forgiveness**

Core Action/Result: **Cooperation**

“I win, and if you win too, great”

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Level 4



Core Thought: **Concern**

Core Feeling/Emotion: **Compassion**

Core Action/Result: **Service**

“You win, and if I win too, great”

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Level 5



Core Thought: **Reconciliation**

Core Feeling/Emotion: **Peace**

Core Action/Result: **Acceptance**

“We both win”

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Level 6

Core Thought: **Synthesis**

Core Feeling/Emotion: **Joy**

Core Action/Result: **Wisdom**

“Everyone always wins”



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Level 7

Core Thought: **Non-judgment**

Core Feeling/Emotion: **Absolute Passion**

Core Action/Result: **Creation**

“Winning and losing are illusory concepts created by the ego”



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SEVEN LEVELS OF ENERGY



	Inward Focused	Strong Judgement	
<u>Thoughts</u>	<u>Feelings</u>	<u>Results</u>	<u>Concept</u>
1 Victim	Apathy	Lethargy	"I lose"
2 Conflict	Anger	Defiance	"You lose"
3 Responsibility	Forgiveness	Cooperation	"I win, and if you win too, great"
4 Concern	Compassion	Service	"You win, and if I win too, great"
5 Reconciliation	Peace	Acceptance	"We both win"
6 Synthesis	Joy	Wisdom	"Everyone always wins"
7 Non-Judgement	Absolute Passion	Creation	"Winning and losing are illusionary concepts created by the ego"
	Outward Focused	No Judgement	

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PRACTICE SCENARIO



Husband and Wife

- › You are married and your partner asks you to help with a small project around the house.
- › You say no; and give no further explanation.
- › Based on your partner's level of energy, they will most likely view that as follows...



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PRACTICE SCENARIO



Husband and Wife

- › **Level 1** - Why doe she always do this to me?
- › **Level 2** - She makes me so angry when she won't help me.
- › **Level 3** - I don't need her help. I will do it myself!
- › **Level 4** - I wonder what is going on with my partner? Maybe something is bothering them?
- › **Level 5** - Maybe I should help them with what they are doing and then they can help me?
- › **Level 6** - We can wait until later when we both have more time to work together.
- › **Level 7** - This is not worth getting upset about. Its not that important.



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SCENARIO 1



Scenario 1 – Interview

- › You just had an interview with a company that was on your short list. You struggled to answer some of the questions and were not invited to the next step.
- › Based on your level of energy, you will most likely view the situation as follows...



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SCENARIO 2



Scenario 2 – Resume Review

- › You just spent \$300 to have someone update your resume. You had your resume reviewed by 3 coaches at NKYAG. The recommendations were to redo it with a new format and more detailed content.
- › Based on your level of energy, you will most likely view the situation as follows...



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SCENARIO 3



Scenario 3 – Networking

- › You went to NKYAG after losing a job that you had for 15 years. Your coach tells you that networking is key to landing that next role. You have never had to do this before as your previous jobs came through recruiters.
- › Based on your level of energy, you will most likely view networking as follows...



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STRATEGIES TO SHIFT YOUR ENERGY



What things did you ask yourself?

What questions did you ask yourself?



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STRATEGIES TO SHIFT YOUR ENERGY



Things to ask yourself

- ›What can I learn from this situation?
- ›How can I make the best of this situation?
- ›What am I grateful for in this current situation?
- ›How can I transform this into a win for myself?
- ›How Can I transform this into a win for someone else?



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STRATEGIES TO SHIFT YOUR ENERGY



Things to ask yourself

- ›How can I turn this into a win for myself and some else?
- ›How can I take this opportunity to help someone else right now?
- ›What opportunities are there now that were not there before?
- ›How does the current situation allow me to do something different?
- ›How can I be less judgmental in this situation?



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SCENARIO 4



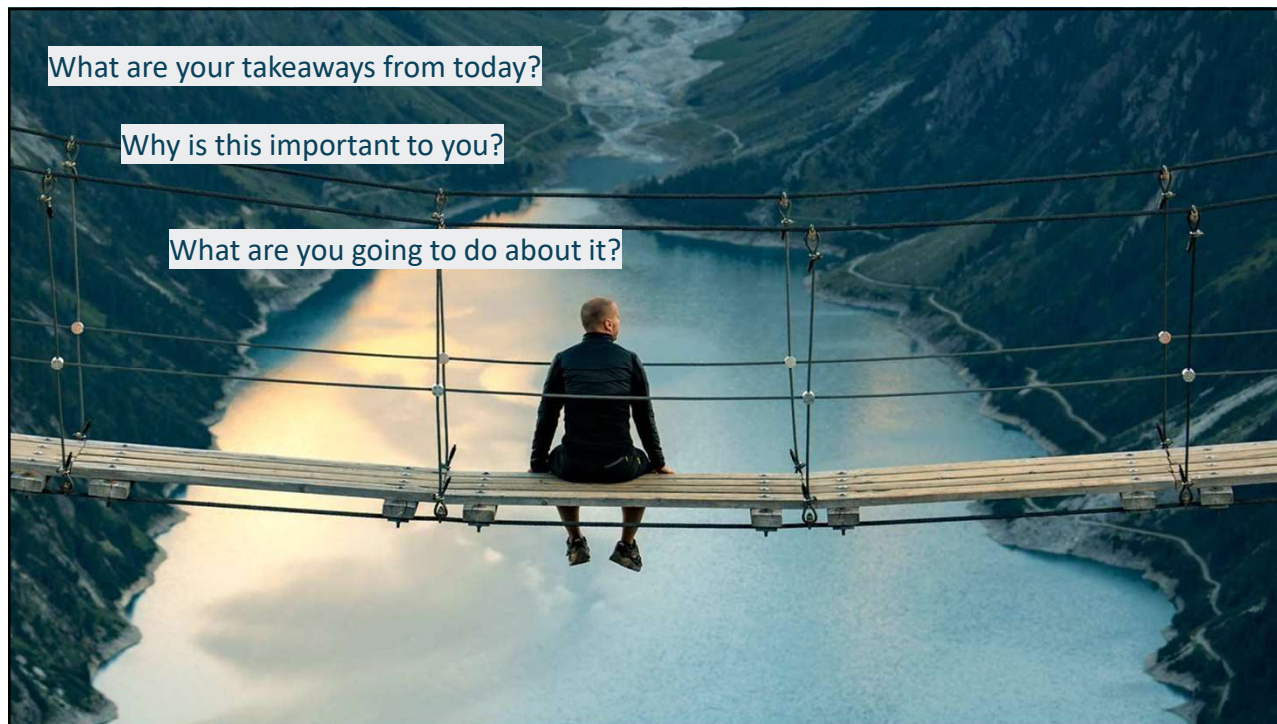
Scenario 4 – What is your scenario right now?

- ›What is your scenario?
- ›What are you thinking and feeling?
- ›What is your energy level?
- ›How can you challenge yourself to shift your perspective?
- ›What is one action you can take this week to shift your energy?



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ADDITIONAL INFORMATION

John Yockey, MBA, BSME, CPC, ACC

EDUCATION

- ✓ MBA - Merrick School of Business, University of Baltimore
- ✓ BSME - University of Maryland Baltimore County (UMBC)

CERTIFICATIONS

- ✓ Certified Professional Coach - Institute for Professional Excellence in Coaching (IPEC)
- ✓ Certified Executive Coach - IPEC
- ✓ Certified Life Coach - IPEC
- ✓ Energy Leadership Index - Master Practitioner - IPEC
- ✓ Associate Certified Coach - International Coaching Federation
- ✓ Certified Financial Coach - Ramsey Solutions
- ✓ Certified Project Manager - Xavier University
- ✓ Six Sigma Black Belt - Xavier University
- ✓ IMD International - Lafarge Management Development Program
- ✓ Duke University - Lafarge Management Development Program




John@x3pbreakthroughcoaching.com
859 919 1975



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