

The Green Lens



A Way of Seeing & COMMUNICATING with People that
Empowers

Group Coaching September 15, 2021

2021 Theme: Focus

September Theme: Communication & Listening

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Empowering Communication comes from the way we SEE OTHERS



The purpose of this today is for you to learn a way of seeing people... so *that you **create sustainable trust and a sense of all is well.***

People are empowered and inspired when they interact with you creating trust and ease.

Out of today, you will...

1. Learn or be reminded of HOW to use **“The Green Lens” Tool**

***So that you can** recognize when you are seeing someone through the best possible lens... to create the best possible outcome with them. This is a way of seeing that is empowering and full of possibility creating an environment of “all is well.”*

2. Learn or be reminded of the **Art of Acknowledgement** so you can USE the green lens in a practical everyday way.



Directions for Today:



1. Take out a paper and pen (yep, old school) to take notes. This work we do today may bring up questions, so please... jot those down. **Note: It is NORMAL for you to have questions, and we welcome them.**
2. If we don't get to your question or if you want to discuss it privately just ask your Coach. Or if you aren't in private Coaching:
3. Email us at GreenLens@YourCoachingMatters.com

The Key to Supporting Others



Supporting others is not as much about what we do or say but rather *how we SEE others* during our interactions with them

AND...

There ARE ways you can COMMUNICATE that you are seeing people as heroes.

We will PRACTICE each of the Green Lens elements today... so that you can USE it in your communication!

To Review: Conclusions are like Lenses

A colored lens filters out everything **except** that color

*Note: When we are under stress or facing a challenge, **our brains naturally filter for danger** before anything else.*

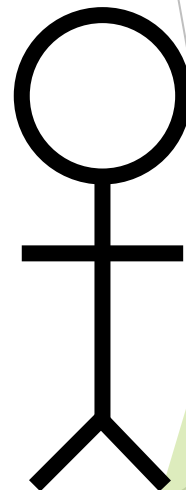
We may SEE danger even when there NO danger evidence around.



The Red Lens



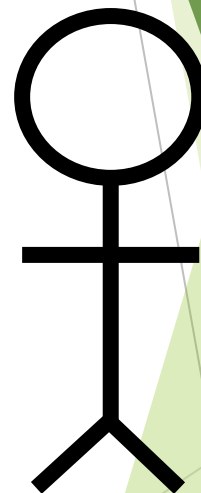
1. *There's something wrong with this person.*
2. *They do not have their own answers.*
3. *I do, and it's my job to show / fix them.*
4. *Their commitment and motivation are questionable.*
5. *They are a drain on me.*



The Green Lens



1. *This person is a hero, whole and complete.*
2. *This person has goals and dreams and a desire to make a difference.*
3. *This person has their own answers.*
4. *This person is contributing to me right now.*
5. *This person deserves to be treated with dignity and respect.*



The people who influenced Maria Nemeth in the development of the Green Lens



*Joseph
Campbell*



*Mother
Teresa*



*Jaime
Escalante*



*Nelson
Mandela*



*Dalai
Lama*



**The Green Lens Filter causes you to be
filled with
Compassion And Possibility**

In this context or space, the person you are seeing experiences being seen for **who they really are**,
A Space out of which they can more easily see what to do next.

One of the *most* powerful ways to create this result is through *acknowledgement*.



What is acknowledgement?

There are two dictionary definitions of acknowledgement that may help us -

- *The act of accepting the truth or existence of something*
- *A sign showing that somebody has seen or heard somebody else*

Taken together,
Acknowledgement is
*seeing the truth about a
person and letting them
know what you see.*





The Art and Power of Acknowledgement

When someone comes to you for support, as sellers and buyers, friends and family often do, they are likely stressed or preoccupied with a perceived “problem” or something they feel is “wrong.”

In this state, it is hard to think creatively.

For example, Action plans created from this mindset will not be as efficient and effective as those created when viewing ourselves through the green lens.



By acknowledging the person, you are supporting them to shift the focus of their attention away from “what’s wrong,” and *onto who they really are, and what is possible.*

This automatically puts them at ease, allowing space. They can relax and access their own voice of wisdom, generating their own creative solutions.

Authentic Acknowledgement - Tips



Be authentic: It's not as important what you say, as it is that you are being genuine. Simply feel how this person inspires you, and what you say will naturally express your inspiration.

Be discerning: Acknowledgement is like watering a garden. You don't want to flood the garden, and you don't want to wait until the garden dries up. Use pauses... and keep a steady gentle stream.

Acknowledging Phrases Using the Green Lens



What you say is a direct reflection of what you see. When you are seeing a person through the **Green Lens**, what you say will naturally follow the five Green Lens principles.

Let's look at and Practice some Examples



Here are examples:

1. This person is a hero, whole and complete.

- I appreciate you bringing this up/mentioning this.
- It takes some courage to be looking at this.
- Would it be ok to discover that what you're going through is normal?
- This points to an important moment going on right now. I'm glad to support you.
- I know you've got what it takes to do this. Let's see what needs to be clarified!

Write down 1 or 2 of these that you like.



2. This person has goals and dreams and a desire to make a difference.

- The fact that you're bringing this up/mentioning this points to how important this is to you.
- In what you're saying, it's so clear there's a real difference you want to make.
- I can hear how dedicated you are to being successful with this.
- You have some important goals. It's a privilege for me to support you in achieving them.

Write down 1 or 2 of these that you like.



3. This person has their own answers.

- I know if we take some time to look at this, you'll see what to do next.
- I appreciate how committed you are to finding a creative solution here.
- I appreciate your ability to know what's most important to you about this.
- I appreciate that you're approaching this in such an intelligent and thoughtful way.

Write down 1 or 2 of these that you like.



4. This person is contributing to me right now.

- I'm honored to be someone you turn to for support.
- What you offer and the work you do is so valuable to others.
- This conversation says a lot about your courage and perseverance.
- I really admire how truthful and candid you're being about this!
- What's one thing you appreciate about the way you're looking at this?

Write down 1 or 2 of these that you like.



5. This person deserves to be treated with dignity and respect.

- You've got such a good heart and you're up to some very important work.
- I appreciate that you're willing to look at this, even when it's uncomfortable.
- I appreciate how you face obstacles and continue to go forward, nevertheless.
- I want you to know what a delight it is, just to be in your presence. I'm glad you're here.

Write down 1 or 2 of these that you like.

TIME TO PRACTICE

#1 — Take a screen shot of the Green Lens statements or just refer to them if you wrote them down:

1. *This person is a hero, whole and complete.*
2. *This person has goals and dreams and a desire to make a difference.*
3. *This person has their own answers.*
4. *This person is contributing to me right now.*
5. *This person deserves to be treated with dignity and respect.*

#2 From your notes, choose a favorite one or two examples, of each.
One statement per page is enough.

#3 You will now go into a Zoom Breakout Room with 2 or 3 others.

Person 1 identify yourself and say something about your life or business. Less than 1 minute.

Everyone else in the space THINK “Green Lens Thoughts” and then Read ONE example that supports any one of the Green Lens statements.

Then move to the Next Person and repeat.
Keep going round robin until I bring you back.

No other comments. JUST green lens. NO discussion or solving!



WELCOME BACK!

What was that experience like?

Who is willing to share?

Think of some ways and with whom
you could use this in your business
and life today.



Examples: Cooperating agents, lenders, inspectors,
buyers or sellers, co-workers, staff, etc.

Examples in other areas of our life in general: Children,
parents, siblings, even others you may meet out in the
world like an Uber driver, service provider, or a waiter.

How about using it
when looking at
yourself?





► Thank you for joining us today!
It is a privilege to share with all of
you, and we know you are up to big
things on your journeys!

► Feel free to contact us with any
remaining or personal questions!

► Do you all HAVE a Green Lens
Card? If not, contact the office at
770-726-1256.

