

WAY OF A WARRIOR

Area Coordinator Handbook



*Whenever
the group
shares
a common vision,
a spark of creativity
is ignited.*
KBB

Purpose of the Handbook

Namaste Hello! Thank you for saying YES! and joining the international team that will be sourcing and creating Way of a Warrior.

Purpose This handbook is designed to be a resource guide for you in sourcing **Way of a Warrior** in your community. At your fingertips is the valuable information you can use to be a successful Area Coordinator.

Your Creation This is YOUR handbook the information within it is meant to be a framework to support you. The most important information will be what you add. I hope your manual will be full of brainstorm, processes, lists, scribbles and doodles by the time Warrior begins.

Feedback If while you are using this information you have difficulty understanding something, finding what you need, or you have ideas on information that is not enclosed, please jot down your feedback on the page in this handbook called "Notes to International Coordinator." Your input is appreciated.

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Sharon's Vision and Goals for 2006

Vision A room full of alert, enlivened LT students from around the world coming together for a rich and profound experience of life. We are open to life's possibilities; we have taken a stand for how we will live; and we are bringing forward the best parts of ourselves -- willingness, acceptance, truth-telling and courage -- qualities of a spiritual warrior.

Enrollment goals The enrollment goals are:

- * Way of a Warrior II - 56 participants and 4 team members
- * Way of a Warrior I - 104 participants and 30 team members.

Personal goals My personal goals are to:

- * be enrolling with Area Coordinators, community leaders, other trainers and prospects
- * create a powerful, deep partnership with Dreena Tischler, Logistics Coordinator
- * do what I say I will
- * be straight, bold and loving with my support and acknowledge often
- * take care of myself
- * be aware of, attentive to and thankful for my lifeshocks
- * keep a fresh eye on how I am going about creating WOW – be willing!

What might get in the way These are things I do that get in the way of me creating the above:

- * getting too busy with the "important stuff" and dropping myself out
- * doing tasks without noticing the space I am in
- * not asking fully for the help I want or need.

My intentions I will do the following to keep myself on track:

- * write lifeshocks and process regularly
- * use my calendar and timeline daily and track my time
- * keep in regular contact with my support partner
- * have regular phone calls with Sue and Dreena

Projected Timeline for Way of a Warrior 2006

FEBRUARY

- 22 Prepare and mail WOW I letters out to prospects
- 28 * Coordinators' RIVAS in
- 28 * Pick WOW Preview Date for your area

MARCH

- * **PHONE TEAMS IN YOUR AREA**
- * **HAVE WOW EVENTS THIS MONTH**

- 05 Prepare and mail WOW II letters out to prospects

APRIL

- * **PHONE TEAMS IN YOUR AREA**
- * **HAVE WOW EVENTS THIS MONTH**

- 07 Logistical packets sent to WOW II participants

MAY

- 01 Early Tuition Registration Deadline for WOW II
- 04 Logistical packets sent to WOW I participants
- 15 Early Tuition Registration Deadline for WOW I

JUNE

- 01 **Balance of Tuition due for WOW II**
- 01 **Intention Letter from WOW I & II participants and team due**
- 01 **Medical forms for WOW I & II due to Dreena Tischler**
- 15 **Balance of Tuition due for WOW I**
- 20 WOW II Sharon and Dreena arrive at Cohutta Springs
- 21 WOW II team and trainers arrive at Cohutta Springs
- 23 WOW II registration begins 6:00 pm
- 29 WOW II ends at midnight
- 30 WOW II graduates leave in morning
WOW I team goes back to Cohutta Springs
- 01 Additional WOW I team arrives and team meeting
- 02 WOW I registration begins at 6:00 pm

JULY

- 08 WOW I ends
- 09 WOW I graduates leave in morning
- 18 * Acknowledgment notes to people who helped you

After Warrior

- * Celebrate and acknowledge what you created
- * Update area prospect list and send back to Sharon Parish
- * Send Evaluation and Notes to Sharon

Actions items with a () involve the Area Coordinator directly*

Responsibilities of Area Coordinators

Introduction You will be sourcing **Way of a Warrior** in your area, what an awesome and rewarding role. You will be the provider of - information, guidance, and the *warrior spirit* - for the people in your community.

Your Role You will be the main promoter, supporter and “space holder” for WOW in your area by:

- creating and holding a vision for WOW participation in your community
- working in partnership with your local leaders to promote WOW
- modeling what you have learned from your WOW experience
- sourcing active enrolling in your community
- letting your enthusiasm and passion for WOW evoke others.

Specific Activities Below are some specific activities of your role:

- review the handbook
- complete your RIVAS and send to your International Coordinators
- update area prospect list
- create a phone team that will contact and inspire prospects in your area
- source a WOW Preview or WOW Events
- support people who have said YES
- provide feedback to the International Coordinators
- *have fun !*

Support There are many support resources available to you:

- the International Coordinators with regular and as needed conversations
- the other coordinators for ideas, inspiration, and support
- your processing journal
- the energy and excitement in your community as WOW is created
- other support you have or put in place for yourself.

Area Coordinator List for Way of a Warrior

**Names listed
alphabetically
by area**

Here are contact people or area coordinators as of 2/22/06.
Stay in touch with one another for ideas and support.

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Logistical

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Follow this page with your personal RIVAS

Result

I choose to

Describe exactly what you want to create and by when.

Intention

Because

Determine your deepest reason for creating this result.

Vision

I see . . .

Picture yourself doing or having the result.

Describe what you see and feel.

Actions

Therefore I am willing to

Commit yourself to measurable time dated actions that will create your result.

Support

I want

Determine what support you want to carry through with your actions. What is it? Who will provide it?

Area Coordinator's Results

Result I choose to Describe exactly what you want to create.

DATE DUE

Intention Because Determine your deepest reason for creating this result.

Vision Picture yourself doing or having the result.

Actions Therefore I am willing to

Commit yourself to measurable time dated actions that will create your result.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Support Determine what support you want to carry through with your actions.

What is it? _____

Who will provide it? _____

Reliving Warrior

Introduction

Use this page to list **your** memorable moments from Way of a Warrior and changes/benefits you have noticed in your life since.

Memorable moments from WOW

1. _____

2. _____

3. _____

4. _____

Benefits received or results created from WOW

1. _____

2. _____

3. _____

4. _____

5. _____

Fact Sheet about Way of a Warrior 2006

| | Wow I | Wow II |
|--|---|---|
| Dates <i>Registration Begins</i> <i>Course Begins</i> <i>Course Ends</i> <i>Travel Day</i> | Sunday, July 2 at 6:00 p.m. Sunday, July 2 at 9:00 p.m. Saturday, July 8 at midnight Sunday, July 9 breakfast served | Friday, June 23 at 6:00 p.m. Friday, June 23 at 9:00 p.m. Thursday, June 29 at midnight Friday, June 30 breakfast served |
| Reduced Tuition | \$1795 US/UK \$1495 NZ \$1395RSA | \$1995 US/UK \$1695 NZ \$1595 RSA |
| Regular Tuition | \$1995 US/UK \$1695 NZ \$1595RSA | \$2195 US/UK \$1895 NZ \$1795 RSA |
| Options <i>To Register</i> <i>Reduced Tuition</i> <i>Regular Tuition</i> <i>Payment plans</i> | \$395 non-refundable registration fee \$395 reg fee & \$500 before May 15 Balance by June 15, 2006 \$395 reg fee after May 15 Balance by June 15 See registration form | \$395 non-refundable registration fee \$395 reg fee & \$500 before May 1 Balance by June 1, 2006 \$395 reg fee after May 1 Balance by June 1 See registration form |
| How to pa | Registrants can pay by check made payable to Way of a Warrior or The Kairos Foundation or by credit card. We honor VISA, Mastercard, and American Express. <i>Note: We ask that you pay in American dollars</i> | |
| Incentives | 1) Area Warrior Coordinators receive a \$200 discount on an Advanced Course for their calendar year of service. 2) Couples credit: If a couple attends an Advanced Course together, they receive a \$200 credit toward the total of their combined course fees. 3) Family credit: If three or more members of a family attend an Advanced Course together they receive a \$500 credit toward the total of all course fees. | |
| Refunds | 1.) If a student cancels before 60 days of the course, the total of any fees already paid are transferable in full to another advanced course for the same year or the next year OR to another person for the same year OR can be a donation to The Kairos Foundation. In addition, at any time prior to the training, a full refund minus the registration fee will be given to those who are not able to attend because of a death in the family or a major emergency. 2.) If the student cancels and wants a refund, the money returned will be reduced by the non-refundable registration fee and the following: a. 90 or more prior to the course, \$100 b. 60-89 days prior to the course, \$250 c. 30-59 days prior to the course, \$500 d. less than 30 days prior to the course, \$750 3.) Refunds will be made from the Administrative Center within 30 days of the confirmation of cancellation with the course coordinator. | |
| Being on team | Contact TS, Nickee Higley , in the UK 01279 465 794 nickeehigley@hotmail.com | <i>Team for 2006 already chosen.</i> |
| Send registrations to or ask questions | Sharon Parish , WOW I & WOW II 8708 South View Road Austin, TX 78737 USA Phone: 512-288-6560 Fax: 512-288-6852 Email: sharon.parish@MoreToLife.org | Dreana Tischler , Logistics 2307 Berwick Round Rock, TX 78681 Phone: 512-671-8880 Fax: 512-218-4738 Email: dreana.tischler@MoreToLife.org |

Promoting Way of a Warrior in Your Community

Introduction There are many ways you can promote **Way of a Warrior** in your community. It is important to keep a fresh edge and don't just do something because it was done that way before. Use your creative genius!

Share your experience One-on-one conversation is the most effective way to promote WOW. Keep your own experiences alive and talk about them at every opportunity.

- Stay in touch with your specific meaningful events regarding WOW.
- Share your transformational moments from WOW and the breakthroughs you have had in your life since WOW.
- Let your enthusiasm show on your face and in your conversations.

Get the word out about WOW Make sure More To Life students are getting information about **Way of a Warrior**.

- Have WOW brochures and videos available at all events including trainings and mentor courses, team meetings, E-groups and social occasions.
- Create an eye catching display and/or post information at your Center.
- Get in partnership with your steering group and local trainers. Involve you steering group in your vision and your plans.
- **Send Dreena Tischler prospect names along with their contact information when you receive them. They will be added to the database and sent Brad's letter, a brochure and/or other information.**

UPDATE If your area publishes an UPDATE or a regular mailout, use this as a way to reach out to WOW prospects.

- Publish quotes from past WOW graduates in your area.
- Have a WOW graduate write a short story about their experience.
- Print photos from WOW.
- Include information about dates, times, tuition, and who to contact.

Schedule a WOW Event With the support of other leaders in your community, decide what type of WOW event would be effective in your community. Don't get trapped in thinking you have to repeat the previous years' event.

Ask yourself these questions then we can talk about your ideas.

- What kind of event do you think people will respond to?
 - When you imagine different scenarios, what gets you excited?
 - Do you want a trainer or experienced WOW graduates to facilitate the evening?
-

The Trainers Take advantage of the Trainers' powerful enrollment skills!

- Make contact with them prior to trainings, share your vision with them and ask them to talk about WOW during trainings or focus courses.
 - Provide them with a *short* list of your hot prospects that are playing on team.
 - Schedule a trainer for your WOW evening if possible.
-

Enrolling for Way of a Warrior

Introduction You may find the following information helpful in connecting with others regarding **Way of a Warrior**. Keep in mind that your main objectives are to help them discover why WOW I or II is their next step and give them the information they need to make **their** choice.

Preparation Using the following steps, take 10 to 15 minutes to prepare yourself before sharing with prospects your experiences of WOW.

1. Use the sheet titled "Reliving Warrior" to get in touch with the benefits you received from WOW.
 2. Do a quick (5 minute) Purpose Generator to deepen your intention for wanting to pass on the experience of Way of a Warrior.
 3. If you are feeling rushed, driven, obliged, overwhelmed, etc. about the task at hand do a Drivenness Generator to clear up any dis-ease and claim the truth about yourself and your purpose.
 4. Have your "Fact Sheet" in front of you as well as dates to a WOW event in your area.
-

Connection Know that life will bring you plenty of opportunities to pass on WOW. You will find that most connecting conversations can/will be enrollment opportunities if you:

- are willing to listen carefully and deeply to graduates. They will tell you what is happening in their lives.
 - initiate conversations about WOW with the people in your community.
 - discern specifically how he/she may benefit by going to WOW I or WOW II.
-

Conversation During the course of your conversations you will be telling your story and listening for the mindtalk coming from both of you.

While telling your story remember to:

- Stick to specific benefits/shifts you experienced from participating in WOW.
 - Describe what results you have created in your life as a result of WOW.
 - Make sure what you are talking about is relevant to their interests and concerns.
-

How to handle mindtalk Listen to their mindtalk in response to what they have to say and handle their concerns using this 4-step method:

- 1 **Repeat back what you hear.**
This will insure to them that you are listening deeply and are accurately discerning their concerns.
- 2 **Welcome their concerns.**
Share with them similar concerns you may have had before you attended.
- 3 **Give the facts.**
Stay on their side as you give them the facts to clear up their concerns.
- 4 **Repeat steps 1-3 throughout the conversation as necessary**
Clear up any concerns because this removes obstacles that prevent them from taking the next step toward taking WOW.

Note: An obstacle that is not expressed and not cleared is unconscious, unnoticed, and impossible to get past.

Stay clear If you find yourself getting frustrated or positioned take a breath and relax. Remember you are supporting them to make a clear choice for themselves.

Invitation Summarize all the benefits specifically for them if they choose WOW and **invite them to go for it!** Put everything you've got behind this invitation. Some will go simply because you recommend it. People in your community respect your experience, your authority, your truth and your recommendation. Asking is free and many times it pays off.

Their Choice

| IF they are . . . | THEN . . . |
|-------------------|--|
| Yes | <ul style="list-style-type: none">➤ Acknowledge their willingness➤ Tell them their next steps to register➤ Check their address and phone numbers for accuracy |
| No | <ul style="list-style-type: none">➤ Thank them for their time➤ Make note if they want to be called next year or if they want to be taken off prospect list |
| Maybe | <ul style="list-style-type: none">➤ Se up another time to talk with you and/or the International Coordinator➤ Invite them to the WOW Preview➤ Suggest they talk with other graduates or trainer in your area➤ Be sure to follow up. |

Acknowledgment Celebrate your success. Learn from your misses. What worked? What didn't work? Acknowledge yourself fully for what you did and more importantly for who you are.

Guidelines for a WOW Event

Introduction This section is a suggested guideline for setting up a Preview, materials you may need, preparation for the actual evening

Definition A **WOW Event** is a discovery time for students to hear about WOW, ask questions, share concerns and decide if attending is for them.

Preparation Use these steps to help you plan an event for your community.

| Weeks prior to event | Actions | Check |
|----------------------|---|-------|
| 5 | Decide what kind of Preview you want to create in your community. | |
| 4 | Have trainer or presenters in place to facilitate the event. | |
| 4 | Choose a place for the event such as: <ul style="list-style-type: none"> ➤ center ➤ nice home ➤ community room | |
| 4 | Enroll a TS and support team. | |
| 3 | Send invitations to prospects. | |
| 1-2 | Visit room and decide set up arrangements and materials needed. | |
| 1-2 | Invite several WOW graduates who enjoy talking about their experience and that are good enrollers to support the event. | |
| 1 | Personal calls to invite prospects. | |
| 1 | Make name tags. | |

Presentation materials Here is list of materials you may want:

- Name tags
 - Sign-in sheet
 - Music
 - Flowers
 - Healthy refreshments
 - Poster with details for WOW I & WOW II dates, times and prices
 - WOW group photos or individual photos
 - WOW video
 - TV & VCR
 - Paper & pens
 - WOW brochures & registration forms
-

Guidelines for a WOW Event, *continued*

Before the Preview At least thirty minutes prior to start time make sure the following are taken care of:

| Step | Action |
|------|--|
| 1 | Sit down with your WOW team to: <ul style="list-style-type: none">➤ Share meaningful changes that have occurred since taking WOW.➤ Focus on what you want to create this evening.➤ Share how many you want to enroll➤ Practice being open and receptive to one another. |
| 2 | Double check these items: <ul style="list-style-type: none">➤ Is the room conscious?➤ Is the floor clean?➤ How are the lights?➤ Are the refreshments nourishing and appealing?➤ Is there a place for coats and purses?➤ Are there greeters ready?➤ Is the music appropriate?➤ Are the WOW photos displayed? |

Ask for prospects to sign up After the presentation and question time **ask** the prospects to register. It is very easy to drop this part out because of mindtalk and/or fear. Make registration forms available and take checks or credit card numbers. If prospects have additional concerns or questions, make sure they talk with a team member.

Acknowledge After the evening:

- Acknowledge your TS and team.
 - Acknowledge yourself.
-

Finishing touches Please do the following as soon after the WOW Event as possible.

- Fill out the section in the Coordinator's questionnaire regarding the event.
 - Turn in any new names and addresses to the International Coordinator.
 - Turn in registrations or reservations to the International Coordinator
 - If something worked really well please send your ideas to the International Coordinators or discuss this at your next call.
-

Guide for Phone Callers

We suggest that you use **Section 3-2 Enrolling Way of a Warrior** as a guide and perhaps even a handout for your phone team. You may also want to create a script for them to follow.

Things to remember when calling:

- Introduce yourself and the reason for the call. Ask if they have time to talk now.
 - Ask if they have received information about WOW
 - Help them express what it is they want to get out of the training or,
 - What they were attracted to as they read the information.
 - Thank them for the call
 - If they cannot talk at that time establish a time when you can call them back.
-

WAY OF A WARRIOR PREVIEW OUTLINE

The purpose of this evening is to:

- *create a warm, safe and inviting atmosphere for More To Life students interested in deepening their work with the More To Life Program to learn about what **personal benefits they may receive from Way of a Warrior I & II***
- *for More To Life students to get a sense of how WOW graduates from their community have been supported by what they have learned at WOW -- to take a stand for themselves, become more fully integrated and able to meet life head on as a spiritual warrior*
- *to have people move through any concerns or objectives and make a clear choice about going to Way of a Warrior, if they are a Yes for them to register.*

Information for Presenters

You may want to refer to the sheet in your WOW Handbook titled Guidelines for a WOW Event for support to create your WOW Events. Have some index cards and a pen under each chair for the exercises.

The times are suggested and approximate. They will vary depending on the group you are with and the experience they are having. Be flexible and know your priorities.

This Preview can be presented by one person or partners. Be sure to prepare yourselves by handling any mindtalk prior to the evening and getting in touch with what your purposes and edges are for the evening.

Way of a Warrior is a significant investment that people make in their development and the benefits will last for years. WOW only happens once a year and it is worth the effort, time, and money it takes to get there.

10 min 7:00 pm **WELCOME AND INTRODUCTION**

Warmly welcome everyone

Introduce yourself -- name, when you took training, when you participated in WOW, your role in community

If there are less than 15 people, you may want to have everyone introduce themselves quickly

How many of you have taken WOW II?

How many of you have taken WOW I?

How many of you have not yet experienced WOW?

Give brief overview of evening

10 min

7:10 pm **8 COUNT EXERCISE**

Have people move everything off their laps, place hands in laps and feet firmly planted, eyes open and looking out and down to a spot about three feet in front of themselves.

Start resonant breathing (in through the nose, breathing up into head, down the spine, filling up chest and then out through mouth as if you are blowing out a candle).

Instruct them to take at least eight of these breaths and as they are breathing, relax areas in their bodies they notice are tense, let go of events that have happened today and come fully present into the room.

As they continue breathing have them soften their eyes, hear the sounds around them, and feel air in the room.

Have them come out of the breathing and look around at others in the room. Encourage them to stay in the space they have created for themselves.

At this point you could have them pair up with a partner and have a 1-minute bell share about how they are feeling or what they noticed.

If you have time you can do the exercise a second time for deepening the experience even more. Follow with a second bell share.

20 min

7:20 pm **WOW VIDEO**

Introduce the video. Made at Forrest Hills several years ago and shows footage of Forrest Hills, participants and trainers. The video is about 20 minutes long.

5 min

7:40 pm **1st TESTIMONIAL**

Have a WOW graduate that has prepared beforehand, give a short share on a specific benefit they have received from their participation in WOW. Be specific and enrolling.

Acknowledge the graduate

15 min

7:45 pm **VISION EXERCISE**

Have group break into pairs or triads depending on the number of folks and how your time is going. Pair up WOW grads with non-grads if possible.

Have group members number off and ask these questions (write them on a board or pad). Let groups know how much time they will have per person and give them cues about changing partners.

What is it that you are going for in your life right now?

Where are you taking a stand?

Do you have some specific goals or purposes you want to create?

As the person is sharing, the others in the small group are active listening. At the end, have small groups acknowledge each other

10 min 8:00 pm **GROUP SHARE about VISION**

Ask people to share some of what they came up with and write on board or pad. Go for specifics.

Acknowledge.

15 min 8:10 pm **BREAK**

Have healthy light refreshments available.

Let people know where the bathrooms are

15 min 8:25 pm **CHALLENGE EXERCISE**

As people sit back down after the break you may want to remind them to take a few breaths and get back in touch with their “I” before they start the next exercise.

In the same groups as before ask these questions (write them on a board or pad). Let groups know how much time they will have per person and give them cues about changing partners.

What are the challenges in your life right now?

What stands in the way of getting/ creating what you want?

As the person is sharing, the others in the small group are active listening.

At the end have small groups acknowledge each other

15 min

8:40 pm **GROUP SHARE about CHALLENGES**

Ask people to share some of what they came up with and write on board or pad. Go for specifics. **At this point it is important relate the challenges to specific exercises or themes of WOW that will support them to move through the blocks or create new behaviors.** Be familiar with the information about WOW I and WOW II on the next page.

Acknowledge.

5 min

8:55 pm **2nd TESTIMONIAL**

Same as above

5 min

9:00 pm **3rd TESTIMONIAL - if there is time**

Same as above

10 min

9:05 pm **QUESTIONS & LOGISTICAL INFORMATION**

Ask WOW prospects what kind of questions/concerns they have and write them on pad or board. Encourage them to be bold and voice what's on their minds. After all questions are asked, then start going through and answering. If appropriate, other WOW graduates in audience can answer some of the questions.

If you can cover any of the following in the Q & A time -- *great!* Otherwise at the end of Q & A let people know any of the following information that seems appropriate:

Logistical information for WOW I and WOW II

- Dates, cost, travel days
- When registration starts
- What it takes to register

WOW I: Self-awareness exercises, getting in touch with your physical body, deepening your ability to use the Life Training Program daily, learning to discern what your lifeshocks are telling you, integrating parts of yourself that may have been lost since childhood, taking a stand for how you will live your life, accessing your higher faculties of humanity, authenticity and love-ability, finding the Yes or gifts in your lifeshocks, experiencing camaraderie and community with others from around the world, becoming bolder and deeper,

WOW II: Building on foundation of WOW I, investigating what is getting in your way of living out fully who you are, experiencing the empathetic connection with our planet and the people on it, breaking through more levels-physically, emotionally, and spiritually, experiencing team building and teamwork at its best, experiencing true community, using the challenge course and white water rafting as a laboratory for what you have learned.

5 min 9:15 pm **INVITATION TO REGISTER**

Here is where you want to ask clearly where people are at with their decision for attending WOW

*How many of you know you are a Yes for WOW this summer?
How many of you for a year in the future?
How many are a definite No?
How many of you are a Maybe?*

Ask the Yes people to go back to the registration table after the evening ends.

Have the Maybes pair up with WOW graduates to talk about their concerns.

If before the meeting you can have a system worked out with team or WOW graduates present to connect with the guests after the meeting before they leave, you may catch a few people who are going to try to sneak out. The purpose here is for everyone to make a clear choice.

5 min 9:20 pm **ANNOUNCEMENT OF OTHER WOW EVENTS**

Announce any other WOW Events you have planned in your area.
Pass out flyer about events if you have one

5 min 9:25 pm **ACKNOWLEDGMENT AND CLOSING**

Acknowledge everyone for attending the Evening.

9:30 pm **END OF SCHEDULED TIME**

HAVE WOW GRADUATES AVAILABLE TO ANSWER QUESTIONS AND REGISTER THOSE WHO HAVE SAID YES

WOW Area Event Feedback, *continued*

6. What benefits did you receive from coordinating the event?

7. Were there any lifeshocks during the event that you didn't like? How did you turn your "NO!" into a "YES!"? And, if you didn't get to your "YES!", how are you going to get support?

8. What would you do differently at the next WOW Event based on your discernment?

9. In what way could The International Coordinator better assist you in accomplishing what you are wanting to for the next WOW Event in your area?

Self-Acknowledgment Exercise

Use this process when you have completed a task or reached a goal and want to complete with yourself

1. State or write down some results you have created of which you are proud.
2. Visualize yourself creating these results, and experience your feelings as you do this.
3. List what you did in order to create your results:
 - a) beliefs you were required to step through
 - b) fears that you needed to overcome
 - c) actions you took
 - d) support you enrolled
4. List the personal qualities that were evoked in you through doing this.
5. Keep writing, visualizing, and reflecting on what you created, until you are in touch with all that it means to you. Then complete these two sentences:
 - a) *“What this means to me now is . . .”*
 - b) *“My purposes for the future are . . .”*

Note A. This process may be used without writing by simply changing the word “List” to “State” in steps 3 and 4. Also, omit the word “writing” in step five.

Area Coordinator Evaluation 2006

Purpose The feedback you provide is very important for the refinement of the production of Warrior and invaluable for my personal growth. I suggest you fill it out while you are being coordinator instead of at the end.

- Questionnaire**
1. What stands out as most meaningful to you in your role as WOW coordinator?

 2. What stands out as least meaningful?

 3. To what extent did you or did you not create the results you wanted?

 4. In what ways did you feel supported by the International Coordinator?

 5. In what ways did you feel unsupported?

Area Coordinator Evaluation 2006, *continued*

6. How many people were invited to the WOW Event in your area? _____
How many WOW graduates attended? _____
How many prospects attended? _____
How many people signed up at the Event? _____

7. What worked about your WOW Event?

8. What didn't work about your WOW Event?

9. Any suggestions on how to improve the WOW Event for the next year?

10. Is there anything you want the WOW Trainers to know about sourcing Way of a Warrior in your community?

11. Would you consider being Coordinator next year? If not, do you have suggestions for a Coordinator for your area?
