

PLAYING BIG
Facilitators Training

The Playing Big Facilitators Training

October 16, 2017 – April 20, 2018

Created and led by author and women's leadership expert, Tara Mohr, the [Playing Big Facilitators Training](#) is a one-of-a-kind program for coaches, educators, managers and mentors who want to play bigger in their own careers and more powerfully support those they work with – clients, students, team members and mentees.

This in-depth training combines two layers of learning and exploration:

- 1) individuals apply the Playing Big skills to themselves, and
- 2) they learn to incorporate the Playing Big skills and model to empower others.

Participants also receive a 4-hour *Introduction to Coaching Skills* and practice coaching throughout the program.

This course is accredited by the International Coach Federation (ICF) for 46.5 Continuing Coach Education (CCE) units.

Program tuition: \$2699

Program + three individual coaching sessions with a Playing Big coach: \$3599

A Leadership Model That Delivers Results



Our program graduates report these results:

- 94% report they **share their unique ideas, questions, and critiques** more frequently and more boldly
- 94% report they have **more confidence**
- 87% report they are **less afraid of criticism**
- 81% report they are **more powerful communicators**
- 87% report they **negotiate and/or approach difficult conversations with greater skill** and confidence
- 70% feel **more comfortable with self-promotion**
- 84% report they can **tap into their inner wisdom** more easily
- 88% feel a greater **sense that they are "enough"**
- 94% now see themselves as a part of a **global network of women** seeking to make positive change
- 85% feel an increased sense of **power to make a positive difference**
- 91% report that they are **playing bigger**

This is what organizations see:

- **Increased performance.** Playing Big graduates capitalize on their strengths, speak up more often and take more initiative.
- **Creative innovation.** Participants contribute their unique ideas and questions more frequently and more boldly.
- **A robust and ready talent pipeline.** Women who play big are eager for increased responsibility and see themselves as ready for it. They're powerfully engaged, powerfully contributing, and more easily promoted.
- **Higher retention and engagement.** When women share their individual voices and manage their fears and self-doubt, work is less stressful and more meaningful. When they have a highly resonant career vision, they can proactively craft and manage their own career path.
- **Strong networks and mutual mentoring.** Women who participate together in a program gain a shared vocabulary for mentoring conversations, performance reviews, and supporting each other, and they pass on the Playing Big tools to the employees they mentor and manage.

The Playing Big Experience

The Playing Big Facilitators Training is a multi-phase, experiential program that engages participants in learning by doing because behavioral change comes from *putting new ideas and practices into action in daily life*. The program includes:

- Weekly 90-minute interactive online workshops (participants may join live or view the recording)
- Reading from chapters in Tara Mohr's book, *Playing Big: Practical Wisdom for Women Who Want to Speak Up, Create, and Lead*
- Exercises and daily practices to apply the learning
- Many supplementary resources including videos, audios, guest experts, articles, and inspirational artwork
- An online discussion forum where participants can share learning and discuss the material
- Check-in emails and optional text reminders from Tara between training sessions to help participants stay on track
- Optional small groups of three to four participants who meet to support one another and deepen their learning between training sessions
- One-on-one supplementary coaching with a Playing Big coach can be purchased in addition to the core training

A Flexible Format for Working Professionals

Participants can participate in training sessions via any device and can attend sessions live or listen to the recordings at their convenience. All materials are downloadable so that individuals can refer to the materials well after the course ends.

Group Discounts

Participating in the program with a group of women greatly maximizes learning and application of the Playing Big skills. Groups build a common language and expectations, and provide each other with both support and a sense of accountability. Group discounts are available for five or more who enroll together. Contact gretchen@playingbig.org to find out more.

Certificates of Completion

Participants who complete all sessions, live or recorded, and pass a written assessment, will receive a certificate of completion of the Playing Big Facilitators Training, upon request.

The Playing Big Facilitators Training is also accredited by the International Coach Federation (ICF). To receive a letter of completion for 46.5 ICF Continuing Coach Education units, individuals must complete all modules; attend at least 10 of the 25 course calls live, at the time they occur; watch the recordings of the remaining calls; and pass the final written assessment.



The Playing Big Facilitators Training Curriculum

The Playing Big Facilitators Training starts with a strong foundation of inner work and then builds on this with training in practical skills. The Facilitators Training adds an additional layer, teaching women to mentor and coach other women using the Playing Big model.

What is Playing Big?

You'll learn the surprising definition of Playing Big that has resonated so powerfully with women globally. You'll also begin to clarify what playing big means for you at this particular stage of your life and work and how to help others clarify their Playing Big.

Quieting Your Inner Critic So You Can Play Big

We all grapple with self-doubt. You know the amazing things your team members, mentees, students or clients could do, and the joys they could experience, if only they weren't being held back by insecurity. This module is about how to help them get there.

Your Inner Mentor: Tapping into the Guidance Inside You

As leaders, coaches, managers and mentors, we seek to help the people we support uncover and strengthen the wisest and most authentic part of themselves. The inner mentor is a reliable, accessible tool for doing that time and time and time again. Experience this tool for yourself and learn how to guide others to discover their authentic inner wisdom.

Unhooking from Praise and Criticism

When women are crushed by criticism or dependent on praise, they can't innovate, share controversial ideas, or effect change. Tara's distinctive work on women's relationship to praise and criticism has been recognized widely by publications ranging from *goop* to *Harvard Business Review*, and was the subject of her #1 Most Emailed *New York Times* essay. In this module, Tara teaches her approach to identifying, understanding, and addressing women's being hooked by praise and criticism – including a radical way to understand and strategically use feedback.

Getting Wise About Fear

Fear stands as an enormous block to women playing bigger – but it doesn't need to. Learn Tara's innovative approach to distinguish between two types of fear and learn how to skillfully respond to each so you and the women you support can manage the fear that comes up when you step out of your comfort zone.

Leaving the School Room

The habits that high-achieving women learned as “good students” in school *hold them back at a certain level in their careers*. Learn how to help women “make the switch” to competencies such as influencing authority, self-promotion, risk-taking, improvisation, and trusting your own knowledge.

Hiding & Leaping

Discover the common ways brilliant women hide from playing bigger while convincing themselves that they are diligently working toward their goals. Then learn to teach a special, highly specific kind of action that gets women out of hiding and into playing bigger now.

Communicating with Power

“I just think...” “I actually disagree...” “I’m no expert in this but...” Recognize the common habits women use in their speech and writing that decrease our influence. Find out how to work with your clients to help them more consciously and effectively do their tightrope walk between perceived competence and likability at work.

Navigating Negotiations & Difficult Conversations

Powerful leadership requires skilled negotiation. Discover a unique framework that leverages women’s strengths so they can negotiate and have difficult conversations with confidence and clarity.

Let it Be Easy: Alternatives to Self-Discipline

Tara teaches why self-discipline won’t help us play bigger. Learn how to work with your clients, mentees, or team members to set up a proven 12-part framework to achieve their professional, personal, and creative goals – a system that gets results without relying on the harshness and pitfalls of self-discipline.

2017 Facilitators Training for Women in Higher Education

This year, our Playing Big Facilitators Training will have a special sub-cohort for women in academia, with sessions focusing on:

- how to apply the Playing Big tools in an academic career
- using the Playing Big approach to foster cultural change within university settings so that women faculty, staff and students are more empowered
- how to mentor, advise, and teach young women in the pioneering Playing Big model

In addition to these special sessions, participants in academia will have access to an online discussion group for women in higher education. This is a place to share learnings, challenges, questions and dilemmas around your own Playing Big journey in academia and using this model with others in university settings. Alumnae of our courses who work in academia will also be part of these discussions, sharing their lessons learned and examples of how they are using the approach in their teaching, advising, and for their own career development.

The Playing Big model has been seen in:



The Playing Big model has been used in a wide variety of organizations.



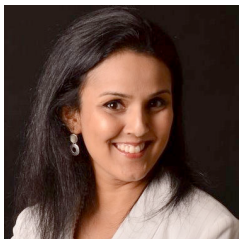
Coaches Talk About The Impact Of The Facilitators Training



“The Playing Big Facilitators Training has taken my coaching practice to a deeper level. With Inner Mentor and Inner Critic work as a foundational language with my clients, I have been able to facilitate shifts in perspective and daily practices far seamlessly than I had in the past. I truly feel like I have left with an additional toolkit that can stand alone or integrate into my existing work. Tara’s work fits into private practice and corporate settings, and is easily translated to different organizational cultures. I’ve quickly been able to apply what I learned to professional and personal coaching scenarios and to professional development sessions. The fact that these very tools created major transformation for me made this training a gift to both myself and my coaching. It feels natural and necessary to raise the Playing Big tools to the forefront of my sessions. This transformational work MUST be shared.” *Krysta McNutt, Empath Coaching & Consulting*



“My practice is on a roll. The skills and ideas I have learned in Tara’s program have blended so well with my other training. I am now confident that I have a strong, complete set of tools that I KNOW will be helpful for my clients. That confidence helps me market and price my services in a way that (finally) feels like it honors and reflects my value.” *Laura Grisolano, President, Bridge Mediation and Leadership Solutions LLC; Organizational conflict consulting, mediation, and leadership development services*



“When I facilitate leadership journeys for senior women executives, I often use a selection of the Playing Big tools. I have rarely found tools that have such a profound impact in such a short period of time.” *Dr. Tanvi Gautam, Founder, Leadershift Inc.*



“As a Playing Big alumni, joining this training was a no brainer. It surpassed my expectations in every way. It’s a beautifully designed course with sensitive, experiential learning at its core. It drives so much depth into Tara’s incredible tools. When I weave Playing Big tools and techniques into my groups, and when mentoring clients and students, magic always happens. It’s awe inspiring to watch women have those ‘Aha’ moments. To witness them step truly into themselves with ease and from a place of joy, celebrate in their gifts and align with their BIG-ness. Powerful and incredible! Tara, your generosity in sharing your work and expertise are inspirational. I feel privileged to have been a part and to have grown with other exceptional women. I am so excited to be taking the work I do to another level.” *Ruth Polden, Yoga Mentor and Facilitator*

“This was, hands down, the most well-conducted, relevant, practical and comprehensive training I have received as a coach. I could not recommend it more highly.” *Colleen Boselli, Executive Coach*



“The women in my *Beyond the Empty Nest* groups love the principles of Playing Big that I have incorporated into the programming. The new perspectives that they gain about their inner critics, their relationships with praise and criticism, and finding their true callings has helped empower them to leap into this next phase of their lives with confidence and excitement. The women who I coach are now Playing Bigger and so am I. I would recommend this training to any coach or therapist who is looking to make a bigger impact.” *Barbara Wasserman, LICSW, ACC, Midlife Transition Coach*



“Taking this course was the best decision I've made. My coaching feels richer and my clients are experiencing the joys of stretching and exercising their ability to deal with the blocks that surface. They feel empowered and I am loving being a witness of their growth (and mine!).” *Barbara Churchill, Leadership Coach, Trainer, Speaker*



“I sought out the Playing Big training for my own professional development and quickly realized that the tools would benefit my clients, too. The Playing Big tools and ideas have become an important resource that I use to help unsure leaders activate their visions and implement bold new projects and initiatives.” *Rochelle Williams, Founder and Principal Consultant, Gather*

What Managers Say About Playing Big



“I have been talking about the course ever since I signed up. I have truly learned some great lessons, I have shaken off some of the nonsense that was holding me back, and I'm REALLY ready to go after it and continue my journey. I want to say thank you to you, Tara, and your team for a great program, the professionalism involved, your approachability and the course. I am glad I gave myself this gift!” *Erin O'Malley, Corporate Trainer*



“This is an amazing course! It helped me figure out what my ‘playing bigger’ looks like and how it could be different as life evolves. The course is a nice balance of practical tools, self-reflection and guidance from Tara and resonant stories from others. I thought it was fabulous I could do this with my own time and without judgment. I would highly recommend this (and have been) to other women who desire to make a bigger difference in their lives in an authentic way.” *Zeryn Sarpangal, Vice President of Human Resources & Corporate Affairs at Achaogen, Inc.*



“After attending the Playing Big course, I am much better at communicating from a place of strength. I realize I was undermining myself with my choice of words. I mentor several colleagues. So often now, concepts we discussed in Playing Big jump out when I’m coaching these ladies. I’m glad I can share some ideas to help them play bigger in their careers. I feel much better about my abilities and contribution in the world. I’m sure this confidence is evident to others. But most of all, I am happier about what I am doing.”

Meg Mosley, Finance Executive

“I have gone through numerous leadership trainings (covering many of the same topics), but Playing Big really struck a cord. Maybe because we are focusing on “women specific” challenges for each topic, but mostly because of the delivery – the images used, the targeted questions raised, and the practical exercises used to bring it home and make it personal. I had numerous “ah-ha” moments – there is no doubt playing big has helped me unlock what was holding me back and is setting me up for a successful return after my maternity leave.” *Valerie Pisano, Engagement Manager, McKinsey & Company*

“I started Playing Big at the same time I moved into a corporate senior management role—a huge leap from the isolated desk research role that I had been in. I turn to the lessons when I find a new struggle that I can’t resolve and the content leads me to look at situations in new ways, opening new solutions and opportunities. Playing Big has increased my confidence and effectiveness, while lowering my stress and worry. Perfectly delivered to help me grow into the leader that I have been asked to be.”

Yvonne, Director, Retail Company



“I am impressed that Tara is personally present at every call, delivers all the materials live, and creates space for questions and on-the-spot coaching. Her personal attention and presence at every call makes this course the incredible value that it is. Thank you for you Tara, and for what you do for women! This training opened me to think bigger and ‘play’ better with my fears without being held hostage to them; to move forward in every area of my life. I am now able to coach my clients and the young leaders I oversee, through their fear to playing bigger; assist them to trust their inner wise women with the inner mentor tool; help them understand the difference between being impacted by ‘praise/criticism’ and being ‘hooked.’ These two tools alone are opening up new doors and creating magic for them! None of these would have happened if I hadn’t taken the leap and signed up for this training.” *Nukhet Hendricks, Executive Director, Homeward Animal Shelter, Fargo ND; Leader Catalyst, Assisting women to unleash the fearless leader within*

Comments From Our Graduates In Academia



“Tara Mohr’s Playing Big has changed my life. I started the course amidst a terrifying professional transition. I was welcomed and supported by Tara’s dynamic community of women from all over the world who not only affirmed that there is room for my gifts in the world, but also encouraged me to leap into my brilliance with courage and conviction. Since starting the program my salary has more than doubled, I have started my own LLC, and strategized next steps for my personal and professional success, all while learning to live with, and not be paralyzed by, my inner critic. Playing Big is filled with engaging content and

effective exercises that mine women’s innermost aspirations and dreams. As a professor and public religious leader, I cannot say enough about the difference Playing Big has made in my life. Playing small is no longer an option!” *Reverend Dr. Eboni Marshall Turman, Assistant Professor of Theology and African American Religion at Yale University Divinity School*



“Tara delivers substantive, practical content – manageable even for those people with busy, full lives – that will stay with you long after the formal program is over. Playing Big offers great benefit for academics, helping us better tap into our creativity, vision, and power. I am a faculty member at a women’s college; the mission of my work is to support women playing bigger. As a psychology researcher, I value empirically-supported strategies. As a health scholar, I aim to improve community well-being. As a mentor, I know that the most sustainable approach to developing leadership capacity is to acknowledge

people in their messy, glorious complexity – including mind, body, heart. I only wish I knew about the Playing Big program earlier, as it profoundly supports each of these values.

Benita Jackson, PhD MPH, Associate Professor, Department of Psychology, Smith College



“I’ve experienced significant changes because of this program. I am able to put my learning, qualifications, and skills to best use because I communicate more clearly. I find that others are more clear about my role and contributions, which means they know when to come to me for input and when the request should go elsewhere. My profile is also growing in the industry, which is positive for the organization I work for. I manage my time better because I understand my role and worth, so delegate tasks more easily when appropriate. I also communicate more confidently with senior managers and with the people who report to me. I

am generally more professional, happier, and putting energy into areas that align with the organization’s mission, as well as my own values.” *Joelle Adams, Adjunct Professor*



“I’m EXTREMELY satisfied with what I got from this course! It is a collection of absolutely essential and brilliant tools that will be useful throughout my professional and personal life. THANK YOU for all the brilliance, work, thoughtfulness, knowledge, experience, connections, and (very importantly!) the love and passion that you put into this course!” *Beth Molnar, Associate Professor, Northeastern University & President, Board of Directors, Boston Area Rape Crisis Center*

Leading Voices Speak To The Playing Big Model



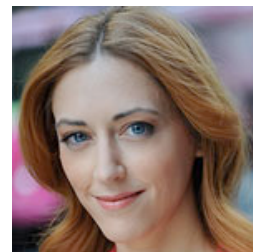
“At last. At last this very important book has been written, encouraging women to take up all the creative space they deserve in the world. I hope it will empower legions of women to step into their greatness. I couldn’t be happier about this publication.” *Elizabeth Gilbert, Author of [The Signature of All Things](#), [Eat, Pray, Love](#) and [Big Magic](#)*



“Tara Mohr shows us how to replace self-doubt, inadequacy, and worry with confidence, self-worth, and courage. She is a brilliant writer and teacher whose warmth and passion fill these pages. Full of examples and practical tools, this is a gem of a book.” *Rick Hanson, PhD, Author of [Hardwiring Happiness: The New Brain Science of Contentment, Calm, and Confidence](#)*



“If you’ve ever struggled (as I have!) with feeling like you have so much more to offer the world yet are unsure of the next step, *Playing Big* will give you the road map. I felt Tara was speaking directly to my soul. Tara’s tools will help you excavate your voice, clarify your mission & message, and fuel yourself renewably from the inside out.” *Manisha Thakor, CEO of Moneyzen Wealth Management, author of [On My Own Two Feet](#)*



“Tara Mohr offers a new model of leadership, one that acknowledges and embraces the complex realities of women's lives. She shows us how to take the leap, even when we don't feel ready. *Playing Big* is the perfect catalyst for any woman who wants to go outside her comfort zone, find her voice, and embrace the biggest possibilities of her life.” *Kelly McGonigal, PhD, author of [The Willpower Instinct](#)*



About Tara, Creator of the Playing Big Program

Tara Sophia Mohr is an expert on women's leadership and well-being, and an author, educator and certified coach. She is the author of *Playing Big: Practical Wisdom for Women Who Want to Speak Up, Create and Lead*, published by Penguin Random House, and named a Best Book of the Year by Apple's iBooks. Tara is the creator of the pioneering Playing Big leadership program for women, and Playing Big Facilitators Training, for coaches, therapists and managers who support women in their personal and professional growth. Her work been featured on *The Today Show* and in publications ranging from *The New York Times* to *goop* to *Harvard Business Review*.

She's been a speaker at venues ranging from BlogHer to TedxWomen to Emerging Women Live. Her Playing Big model has been part of leadership development programs at Starbucks, Google, Bank of America, Amazon.com, and many other companies. The Playing Big concepts have also been incorporated into middle and high schools in the US and UK to support girls' leadership development.

Tara received her MBA from Stanford University and her BA in English Literature from Yale University.

More than 50,000 women from around the world follow Tara's writing and wisdom. She lives in San Francisco and loves dance, art, and long walks with her family. [Learn more about Tara here.](#)