



**//////THE MAGIC OF TAPPING INTO PEOPLE'S INTRINSIC CAPACITY IS IT KEEPS WORKING LONG AFTER THE CLASS.  
- ROSIE WARD, INTRINSIC COACH®**

**//////DIG DEEP: THE POWER OF INTRINSIC MOTIVATION**

*Intrinsic Coach® and Spinning® Instructor Rosie Ward shares tips on coaching your participants from the inside out.*

**//////As** Spinning instructors, we're no strangers to the incredible value of coaching. But what exactly is coaching? Does it involve forcing your own agenda on your participants in an attempt to motivate them—or does it mean meeting your students where they are and teaching them to coach themselves?

**//////THE COACHING MINDSET**

Most people think of a coach as someone who helps individuals get to another level. There are three ways of doing this: helping, fixing and serving. When you seek to help people, you are seeing them as weak. When you try to fix people, you are seeing them as broken. Helping and fixing both draw attention to an individual's deficits. However, when you coach by serving, you are seeing the individual as whole and complete.

A mindset centered on serving leads coaches to approach their students from their assets, which forms a powerful foundation upon which to build. Because of this, an attitude of service should be the backbone of coaching, and is key to helping individuals develop the intrinsic motivation they need to accomplish their goals.

**//////EXPERT OR SERVANT?**

As Spinning coaches, we typically fill the role of "expert" as we guide class after class through powerful training sessions. However, acting in this capacity can put us in a fixing role, which can impede our ability to see the wholeness in our students. Fixing and helping others can create distance between student and coach, whereas serving promotes a connection. When you regard your students as capable, creative, and complete, you've taken the first step toward empowering them to motivate themselves.

When your students feel connected to their instructor

and their intentions, they are likely to come back for more and to approach each ride with energy, focus and determination. Service-oriented coaches get results because they enable their students to set and accomplish their own goals—not because they tell them what to do. This builds intrinsic motivation—a powerful force that leads to success on and off the Spinner®bike.

**//////THE RESULTS**

People make better decisions and achieve extraordinary results when they are intrinsically motivated. This is because they take ownership of their goals and are committed to achieving them. When your class is in touch with what is most important to them, they will ride with a newfound sense of purpose and commitment.

When your students ride from internally established goals versus externally imposed expectations, they're able to design the ride that meets their unique needs. This develops awareness that allows participants to push themselves harder or back off a little bit, depending on what they need on a given day. It's one thing to tell your participants to create their own ride—it's another to create a space where they take that on intrinsically.

Most people do not live life intrinsically. But the mind-body aspect of a Spinning class is a perfect place to start training our intrinsic muscles, which enables individuals to start connecting with what's most important to them—and empowering them to live their lives with more intention.

Rather than having a toolbox full of inspiring messages, visuals and quotes, try talking less and asking questions that direct your students inside their own minds. When you truly coach your riders, you can see and feel a different energy because they are riding for themselves and connecting to a spot inside that is likely neglected.

## **////WARMING UP**

Ready to go? Here's an example of how you might go about intrinsically coaching your participants during a warm-up. Begin by explaining the terrain so they know what to expect. For instance:

"Close your eyes and give yourself permission to let go of any expectations from the outside world. Your mission for today's ride is to get in touch with what's most important to you and ride from there. When you feel energized and inspired to push yourself, do so."

If your students appear to be struggling, encourage them to ask themselves some of the following questions:

- "How often did you think of others today or make decisions based on someone else's wants or needs?"
- "In doing that how many times did you compromise what you really want?"
- "What if just for these next 40 minutes you had complete permission to live just for you? This doesn't mean you don't care about the world around you but that you're living from what inspires you and makes you the happiest. Give yourself permission to let go of outside expectation and see what happens."

Encourage your students to differentiate between thoughts like "I should," "I need to" and "I want to" and become aware of how often they ignore their true selves. Awareness is the first step toward building strong intrinsic muscles.

## **////THE RIDE**

Periodically ask questions and then be quiet so students can reflect and ride from what's inside of them. Remember, coaches get results by asking powerful questions. Here are some examples:

- What do you want right now?
- What is most important for you on this stretch of road?
- What drives you and motivates you in life? How does that look in your riding?
- What if you stopped living by circumstances and started designing your life?
- What if you didn't have any limits?
- How much do you want your goals?
- What can you do differently on this stretch of road that will inspire you?
- What option for this stretch of road will bring out the best in you?

## **////THE COOL-DOWN**

This is the perfect time for reflection. Remind students that like other challenges they've faced, looking inward doesn't come easily and requires practice and patience. For instance:

"Let yourself take in what's present for you right now. What was it like to focus on you and get in touch with what you really want? How will you take this back out into your life this week?"

Using this approach is actually a lot less work for the instructor and both you and your students will leave feeling energized and fulfilled. The magic of tapping into people's intrinsic capacity is it keeps working long after the class. Don't be surprised if your participants tell you that they applied your questions to other areas of their lives or experienced profound breakthroughs. After all, the benefits of a Spinning class should last long after you dismount the bike.

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