



# Group ELI Assessment & Debrief

Masterclass



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## In today's masterclass, we will explore:

- The differences between the individual and group ELI assessment debrief.
- The LCBI sales process, which will help you identify opportunities and sell the group ELI to potential clients.
- How to prepare for and conduct a group ELI debrief.
- How you can integrate the group ELI assessment and debrief into your coaching practice.



**What is the Group ELI Process?**

# Differences Between Individual & Group EI

## The Group EI:

- Focuses on the energy of a group, not just one individual, and how they work together.
- Requires some additional preparation:
  - Aggregating all results into one report.
  - Identifying patterns and interplay of the collective.
- Explores energy and consciousness as it relates to the collective and introduces the concept of entrainment.



## Types of Group EMI Clients

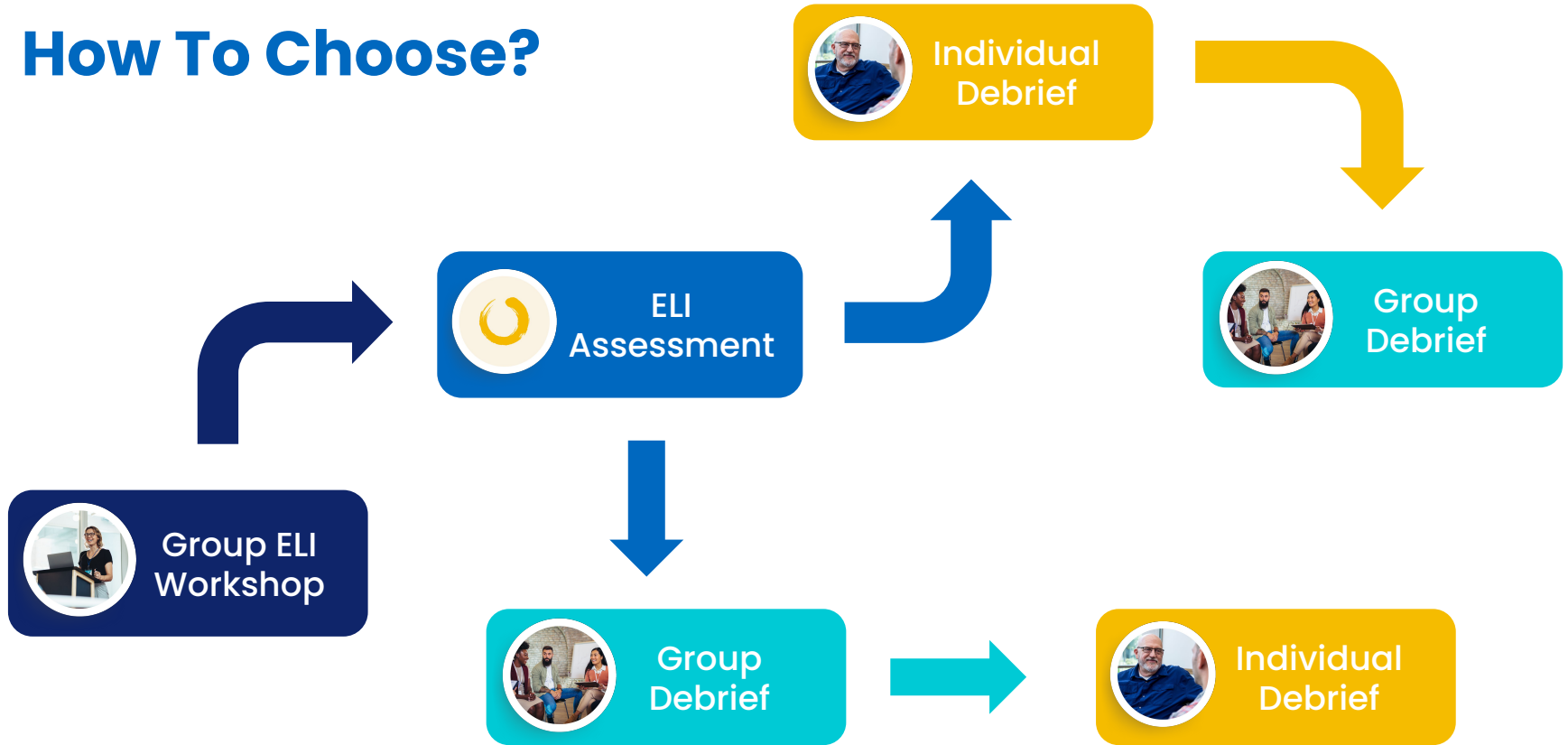
- Organizational Clients
- Couples and Families
- Unconventional Groups



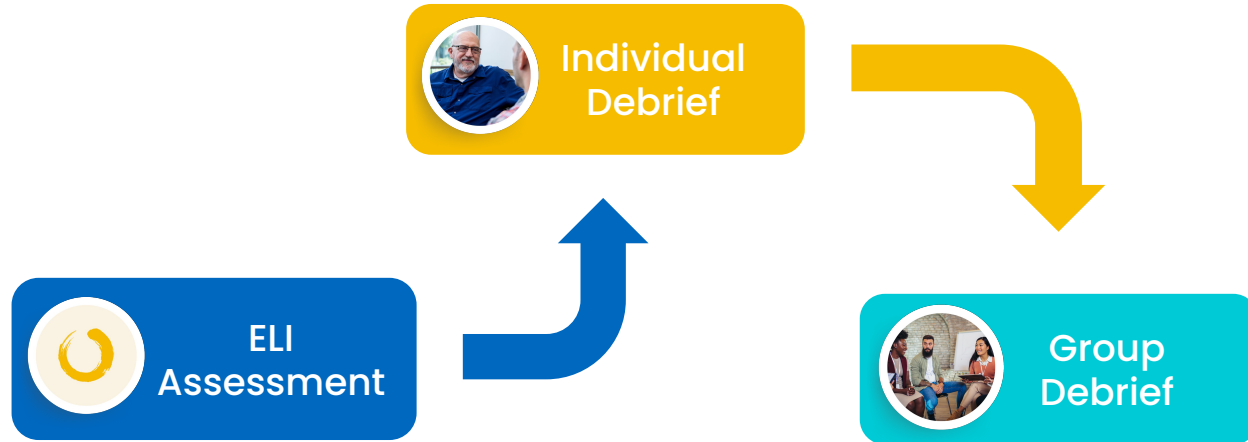
**Choosing the Best Group ELI  
Pathway for Your Client**

So Many Options.

## How To Choose?

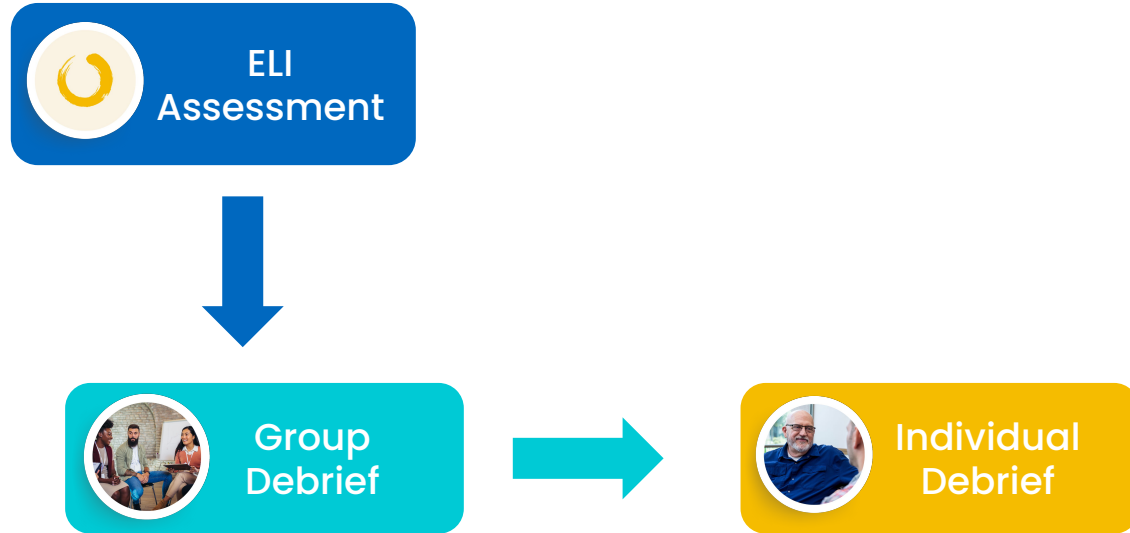


# Pathway #1: Individual ELI Debrief to Group ELI Debrief

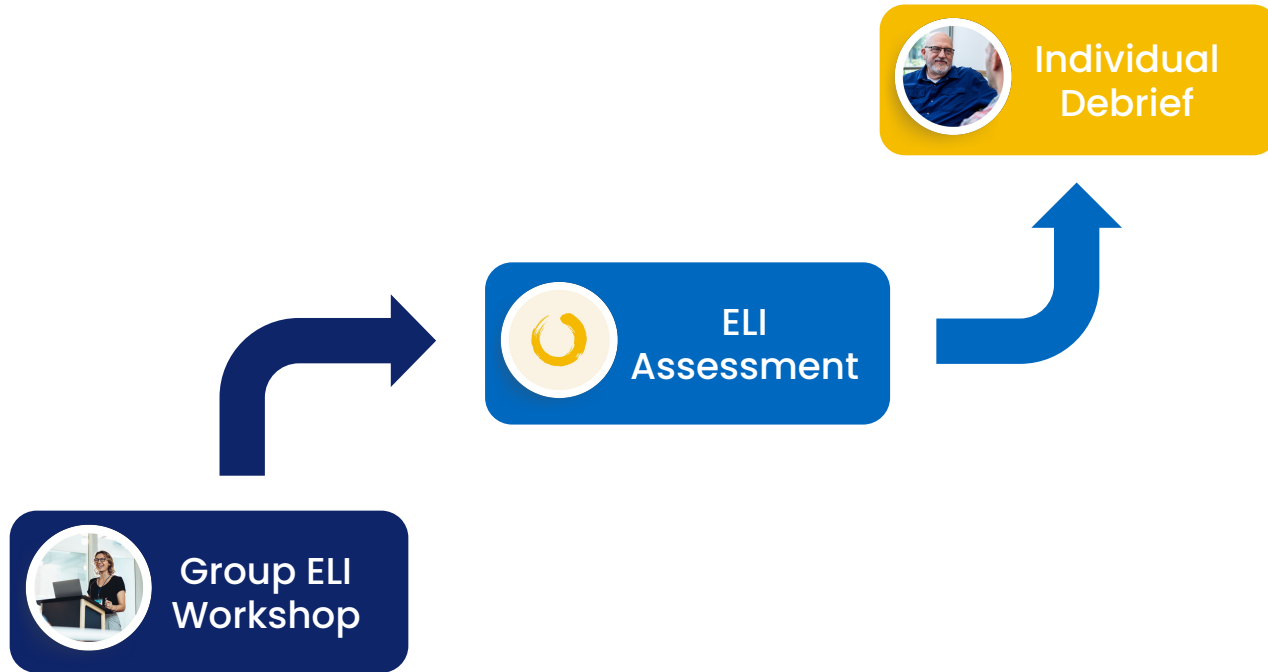




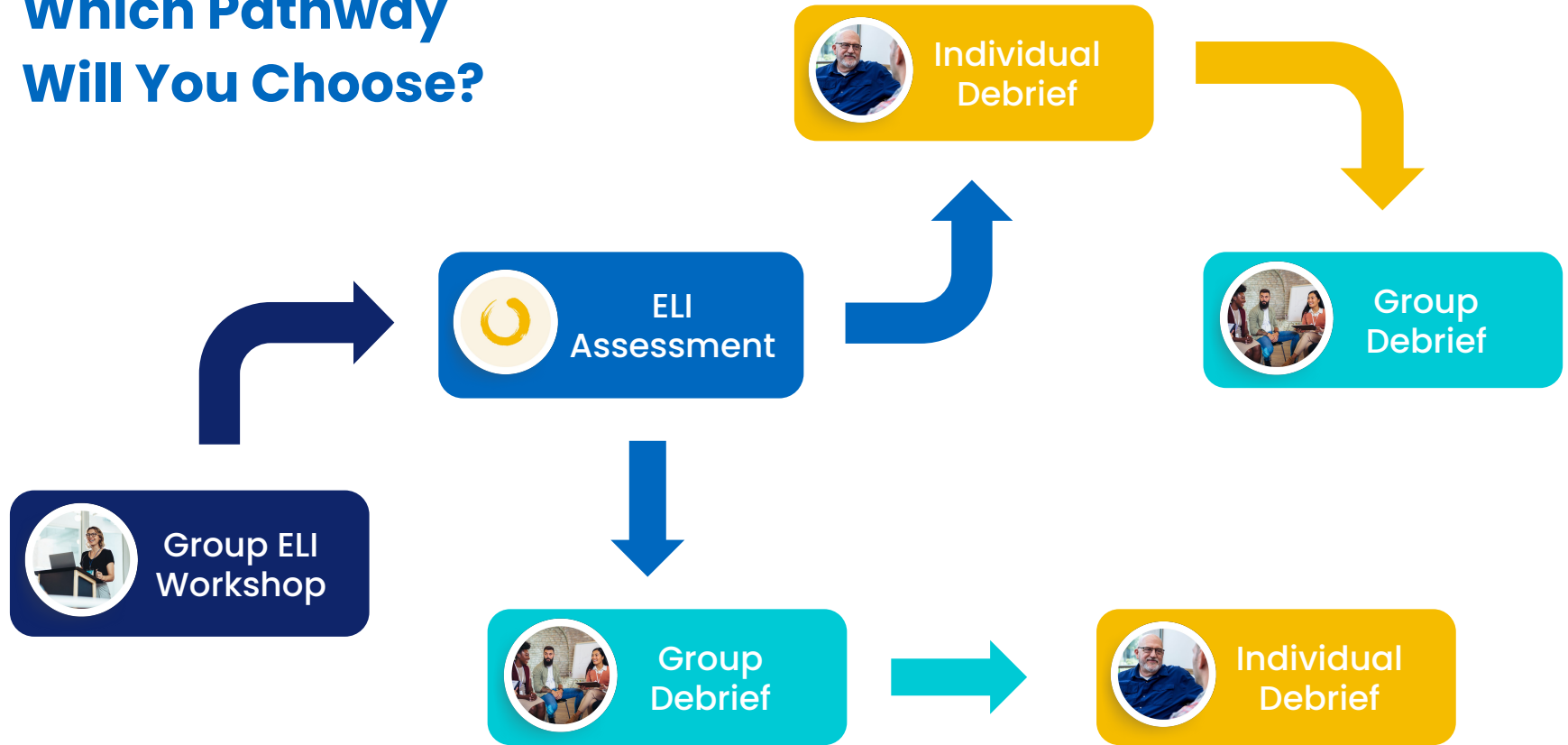
## Pathway #2: Group Debrief to (optional) Individual ELI Debrief



# Pathway #3: Group Energy Leadership™ Workshop & (optional) ELI



# Which Pathway Will You Choose?





## **Selling the Group ELI**



## The LCBI Sales Process

- L:** Listen for group opportunity
- C:** Coach your prospective client to get to the root
- B:** Get buy-in
- I:** Invite the prospective client to learn more about the group ELI





**Preparing for and Delivering a  
Powerful Group ELI Debrief**

# Gather Information About the Group

- What are the group's goals?
- How does the group work together?
- What are the group's challenges?
- How many people are in the group?
- How bought-in are the members of the group around taking the ELI assessment?



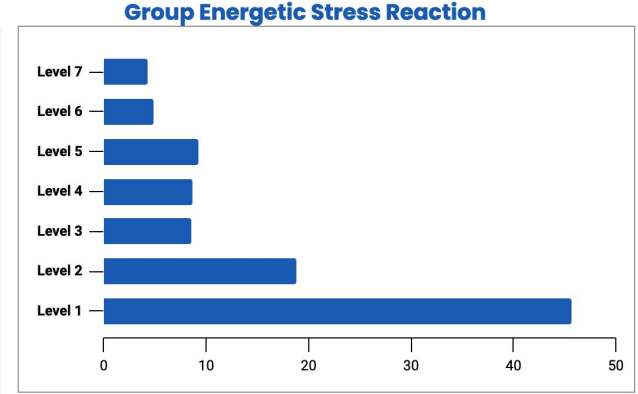
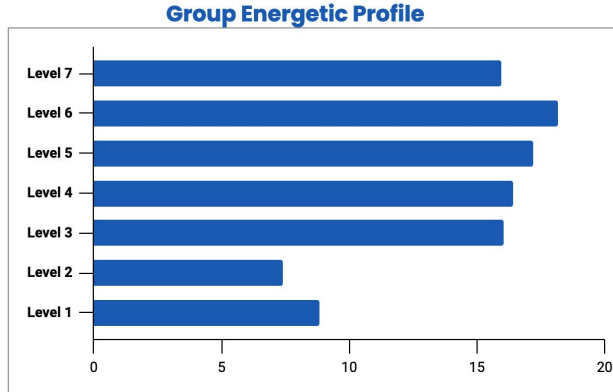
# Set Up Logistics

- Gather email addresses and assign each an ELI assessment
- Combine the results into one group report using the calculator in the Assessment Manager



Right click on outer border of charts and select copy. Then, paste the charts into your own document.

# Group Calculator Example



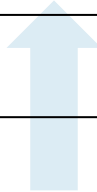
**Group Average Resonating Level of Energy (ARL): 3.47**

	Energetic Profile							Energetic Stress Reaction							
Subject	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6	Level 7	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6	Level 7	ARL
1	10.8	9.6	15.3	17.8	15.9	17.2	13.4	49.1	21.7	6.9	8.1	7.2	3.9	3	3.25
2	6.9	5.2	16.8	15	18.5	19.1	18.5	42.2	15.8	10.2	9.1	11.2	5.8	5.6	3.68
3															
AVG	<b>8.85</b>	<b>7.40</b>	<b>16.05</b>	<b>16.40</b>	<b>17.20</b>	<b>18.15</b>	<b>15.95</b>	<b>45.65</b>	<b>18.75</b>	<b>8.55</b>	<b>8.60</b>	<b>9.20</b>	<b>4.85</b>	<b>4.30</b>	<b>3.47</b>

# Group Calculator:

## Level 6 Example


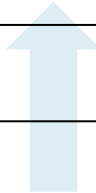
### Energetic Profile

Level 5	Level 6	Level 7
15.9	17.2	13.4
18.5	19.1	18.5
		
<b>17</b>	<b>18</b>	<b>16</b>

# Group Calculator:

## ARL Example

Level 6	Level 7	ARL
3.9	3	3.25
5.8	5.6	3.68
<b>4.85</b>	<b>4.30</b>	<b>3.47</b>



## Group ELI Debrief Prep, continued

- Label Primary and Secondary/Default and Secondary Levels
- Consider the Energy Interplay of the group
- Look at the long bars in the Answer Keys and Satisfaction Surveys for patterns and discrepancies



# **Group ELI Debrief Script**

# Parts of a Group ELI Debrief Script

**Part 1:** Introduction and Structure of the Debrief

**Part 2:** Understanding Energy

**Part 3:** Group Results

**Part 4:** The 7 Levels of Energy

**Part 5:** Observations, Reflections, and Next Steps



## Use Slide Template to Present Group Debrief





## **Facilitating a Group ELI Debrief**



# Tips for Facilitating a Powerful Group EMI Debrief

- Gather relevant context
- Set clear expectations
- Create an energetic container
- Hold space
- Remember that you are the energy expert!



# Troubleshooting

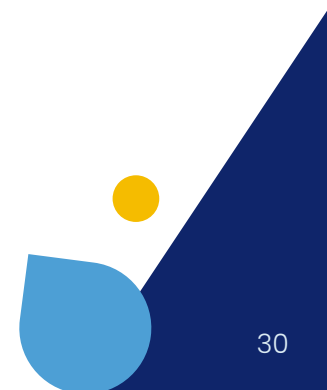
**What if the group has a  
low ARL and/or has some  
judgment around their  
results?**

**What if group members  
single out certain  
individuals about how  
they are impacting the  
group's energy?**



**What if the group or part  
of the group isn't very  
engaged in the process?**

**What if group is so large  
that the discussion is  
difficult?**





**Maximizing the Potential of the  
Group ELI for Your Coaching Practice**

# You Can Use the Group EI to...

- Introduce yourself and your coaching services to groups
- Generate additional opportunities for individual or group coaching after the group debrief
- Add a valuable learning component to your team or group coaching packages
- Scale your coaching business







**How might you use the group  
ELI in *your* coaching practice?**



## In today's webinar we learned:

- The differences between the individual and group ELI assessment debrief.
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- How to prepare for and facilitate a group ELI debrief.
- How you can integrate the group ELI assessment and debrief into your coaching practice.



Thank You



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