



Resource Sheet

A Checklist of Things to Listen For

- ✓ Client's emotional state
- ✓ Client's engagement with what he's talking about
- ✓ Silence
- ✓ Pacing
- ✓ Tone
- ✓ Client's Essential Nature
- ✓ How connected the client feels to you as a coach
- ✓ Specific language and terms the client uses
- ✓ Match or mismatch between behavior, goals, and commitments
- ✓ If something seems misplaced with the rest of the conversation
- ✓ What the client ISN'T saying
- ✓ Inconsistency between who you now your client to be and what they're saying
- ✓ If the client repeats anything
- ✓ What is motivating the client
- ✓ Client strengths
- ✓ Client wins and celebrations
- ✓ Shifting of goals and vision
- ✓ What the client is becoming aware of
- ✓ Client's obstacles and potential obstacles
- ✓ Client's beliefs
- ✓ Who is influencing the client (who are they listening to or modeling)

- ✓ What inspired the client
- ✓ What the client is scared of
- ✓ Your own intuition and hunches

Assignment: On your next few client sessions (or conversations with others), see how many of these things you can listen for. The more you do this intentionally, then eventually the less you will have to think about it, and the more it will come organically and naturally to you.