

When you are committed to becoming the best of the best:

## Sacred Depths Coach Training

Become a Master of Rapid Client Breakthroughs,  
Client Transformation, and Client Results

### Worksheet #1 The Energetics of a Powerful Coaching Relationship

As we discussed on our call - Creating a powerful, effective, and successful coaching experience for your clients starts with a powerful, healthy and aligned coaching relationship.

#### The 7 Foundations of a Powerful Coaching Relationship:

- |                                |   |
|--------------------------------|---|
| 1 Mutual Trust                 | 5 Mutual Respect                          |
| 2 Partnership                  | 6 Room for Creativity                     |
| 3 Clear & Honest Communication | 7 Belief in Vision and Highest for client |
| 4 Healthy Boundaries           |   |

Here are some exercises and assignments to help you take the work we did today on the Energetics of your coaching relationships (& all relationships!) deeper:

### **1) Fully Knowing & Believing that Your Clients are Whole & Complete Exactly as They Are**

- Pick a particular client or person in your life that you know you need to step into this belief with even more.
- Start with the prompt “[Insert Person’s Name] is whole and complete exactly as they are.”
- Write for 5 minutes defending that prompt statement – no stopping, no editing, just keep on writing about it.
- You can do this journaling exercise just once, or multiple times throughout the week (or month) to keep it top of mind and energy.

### **2) Fully Knowing & Believing that YOU are Whole & Complete Exactly as You Are**

- Journaling Question #1:  
What did you parents, family, teachers and culture teach you (or not teach you) about being whole & complete exactly as you are?
- Journaling Question #2:
  - ⊗ Start with the prompt “I am whole and complete exactly as I am.”
  - ⊗ Write for 5 minutes defending that prompt statement – no stopping, no editing, just keep on writing about it.
  - ⊗ I recommend doing this journaling exercise a couple of times over the next week or two.

### **3) You Don't Need to Be Anything But Yourself for Your Clients & Coaching Sessions**


Even when we intellectually “know” this Truth, because of our programming and patterning, we can forget it pretty easily when we are with clients, or on sales calls, or marketing.

To go deeper into this principle, journal on the following questions:

- When you show up for clients (or imagine doing so), who are you “trying” to be (instead of simply being who you are)?
- Why? Where did you learn you “need” to be those things?
- Instead of trying to be someone or something you're not, which of your innate qualities & learned wisdom do you want to bring fully present when you're with clients? Why?

### **4) To Keep the Playing Field Equal, Don't Take Over-Responsibility for Your Clients**

- Where are the places you've been taking over-responsibility for your clients (or for people in your professional or personal life)?
- Why are you taking over-responsibility in those areas? (i.e – what beliefs are yourself or others are you holding that activate you to take over-responsibility?)
- What would aligned responsibility look like in these areas?



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### *Worksheet #2*

# **The Energetics of a Powerful Coaching Relationship**

#### **1) Amazing Coaching Relationships Help Clients Feel Seen, Heard & Loved**

- What are some things you do to help clients (or others) feel seen, heard and loved?
- What are some things you do that stand in the way of clients feeling seen, heard and loved?
- How well do the people around you (in the past & present) help YOU feel seen, heard and loved?
- What are some things that others do that help you feel seen, heard and loved?

## **2) Your Intuition is one of your greatest assets as a coach**

I invite you to begin becoming more aware of and tracking your intuition when it comes to sensing how others are feeling and what they are believing.

The easiest way to do this is to pick 2-3 conversations you have everyday – with clients or others – and after the conversation, write down what you sense about the other person – how they feel, what they think, what they know.

## **3) Practice Curiosity in your everyday life**

As you will see, curiosity will be one of your main strengths when it comes to formulating powerful questions that create breakthroughs for your clients.

I invite you to practice curiosity everyday and cultivate that muscle for yourself. Become curious about the people you speak to, about things you read, about your environment. Allow yourself to explore.

Best way to do this is to keep a log for a week of things you are curious about throughout your daily conversations.

Remember to post revelations, new ideas, or bumps in the road as you do your homework assignments this week!



## **CHECKLIST FOR ESTABLISHING A STRONG START TO YOUR COACHING RELATIONSHIP**

*Just like building a house, there are certain foundational processes that you will want to put in place at the beginning of your coaching relationship or each coaching session in order to get off to a strong start that will create strength, endurance, and a fabulous coaching experience.*

Here is a checklist of things to put in place:

- ✓ **Coaching Contract**
- ✓ **Welcome Questionnaire:** create a client questionnaire that will help you learn any necessary background information from your client, as well as give your client an opportunity to assess and state where s/he is, who s/he is, and what she wants to achieve through the coaching relationship.
- ✓ **Establish Your Clients Coaching Goals:** It's so important to be 100% clear on your client's goals and vision at the start of your coaching relationship and then to check in on how those goals may or may not be changing on a regular basis. This helps you stay focused on your client's agenda, and know when you're getting off-track or distracted. Some great ways to establish client coaching goals are: 1) include a question about it on your welcome questionnaire 2) take the time to discuss goals in your first meeting, and 3) check on goals regularly during sessions.
- ✓ **Include a Special "Kickoff Conversation":** I highly recommend adding a special "kickoff session" at the start of your coaching sessions. The purpose of this special session is to have the time and space to establish trust, to get super clear on the client's goals and visions, to also get clear on the client's obstacles and sabotaging techniques or patterns, to learn more about the "who" of your client, and to establish any important protocols or procedures for your work together.
- ✓ **Start Each Session Powerfully and with Intention:** How you start each coaching conversation can make a huge difference in the power, effectiveness, clarity, and progress of each call. Don't jump right in to your coaching any current situations, but instead take the time at the start of each session to create an environment of presence and establish focus and goals for that session. I often start coaching calls with a short meditation that allows clients to become more present to themselves, their bodies, and the call, and then ask a question or two that establishes the focus of the call. For example, you can ask questions like: "What would you like to focus on for today's call?",

“What are your intentions for our time together today?”, or “What would you like to walk away from this session with?”

- ✓ **Focus Report/Progress Report:** You may find it very helpful to create a short progress report that your client can fill out and return to you before each coaching session. The progress report can include questions that help you get a sense of your client’s experience since you last spoke. For example: what your client has accomplished, where s/he has gotten stuck, what s/he has learned, and where s/he wants to focus next. A progress report is also a great supplemental tool that helps your client assess their forward movement and locate where they are on a regular basis.





## *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.



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### *Worksheet #3* **Listening Skills – Identifying Your Unproductive Listening Filters**

An Unproductive Listening Filter is ANY assumption or held belief about anything you have acquired over the years that stands directly in your way of hearing the meaning, energy and truth in your client's words, voice, and posture. If you enter a coaching conversation with an unproductive listening filter, the filter will literally get in your way of hearing the full picture for your client.

In order to engage in Soul-Centered Listening, you want to eliminate your unproductive listening filters. This is a 3-part process that includes:

## 1) Clarifying Your Unproductive Listening Filters

Take some time to clarify your unproductive listening filters by writing your filters down. You won't be able to be comprehensive with this, but it is helpful to clarify as much as possible. There are some of the most popular categories where people tend to hold filters:

- ⊗ Religious background
- ⊗ Economic background
- ⊗ Geographic location
- ⊗ Race
- ⊗ Gender
- ⊗ Age and aging
- ⊗ Parent or no parent
- ⊗ Family Relationships, connections and dynamics
- ⊗ Health background
- ⊗ Education background
- ⊗ Employment background
- ⊗ Cleanliness and Organization

## 2) Listening for your client's truth, background, beliefs and filters

For each client, ask yourself "What are this client's beliefs, filters, truth and background?" as you engage in the conversation. You can also ask yourself after the conversation or write out a chart of filters for each of your clients to practice identifying them. As you practice this concretely more and more, it will become second-nature to you, and you'll be processing this information with much less effort.

### 3) Getting clarification on what you sent

Let your client know what you are hearing, and ask: “Am I getting this right? I’m hearing that.....”

- 
- ⊗ Pick 3 of your filters, and for each one list out the biases and beliefs that you’ve acquired as a result of that filter
  - ⊗ Name 3 instances where you haven’t been able to fully hear someone because you had an unchecked filter in place
  - ⊗ Name 1-2 instances where you haven’t been fully seen or heard because the listener had unchecked filters in place
  - ⊗ Name 3 instances where your filters have helped you listen more efficiently and effectively



## Worksheet #4

# Soul-Centered Listening Practice Exercise

**Client #1:** *“I left my career as a lawyer when I gave birth to my first child, and that was 7 years ago. Since then, I’ve happily been a stay-at-home mom, but the last few months, I’ve felt a little unsatisfied with my life. Being with the kids is fun and amazing, but there’s something nudging me. When I think about going back to work, the thought of a law office repulses me. But am I really going to look for a new career at this point in my life? It’s just been so long since I’ve been in the workforce, I don’t even really remember how to use that part of my brain or be professional. Also, what if my kids need me at home? What will my other stay-at-home-mom friends think? Will my partner be amenable to doing laundry sometimes?”*

What are you hearing?

What are you NOT hearing?

What are you curious about?

Which of your filters do you want to check to make sure you don’t bring assumptions or biases to your Listening?





**Client #2:** *“I’ve been working on my thesis for months now, and I’m in the homestretch. All I need to do is the last pass of edits. It’s been sitting on my desk for 3 weeks now, and I still haven’t done it. Every time I sit down to work on it, something else comes up – a phone call, an important email, I get hungry, etc. If I could only just get it done! Then everything in my life would change – I could graduate from my Masters program, get a job, have more time. But it’s just like the Universe doesn’t want me to finish this or something.”*

What are you hearing?

What are you NOT hearing?

What are you curious about?

Which of your filters do you want to check to make sure you don’t bring assumptions or biases to your Listening?

**Client #3:** *“I’m fed up with my sister. My whole life, she’s given me a hard time. It doesn’t matter how nice I am to her, how much love I show her, what I do for her, she just always finds ways to insult me, to leave me hanging, to disappoint me. The latest disaster: I’m moving tomorrow. My sister promised me weeks ago that she’d come over today to help me finish packing. At the last minute, she texted to tell me she’d be late. I waited. I just waited there, waiting for her to mess up, because I knew she would. She always does. And sure enough, she did. She just didn’t show up. Ha! I knew it from the moment she told me she’d help out. So, she just didn’t show up, and I just sat in my apartment overeating, and worrying that I’ll never get fully packed for my move.”*

What are you hearing?

What are you NOT hearing?

What are you curious about?

Which of your filters do you want to check to make sure you don’t bring assumptions or biases to your Listening?



## Worksheet #5: Reflecting the Truth & Creating Awareness

- 1) Think about people in your life you care about (friends, family members, colleagues, clients)
  - a. Pick 5 people, and for each person - What is a possible awareness you see that may be in their blind spot right now?
  - b. For each truth that you see:
    - i. Check your filters to make sure you are seeing objectively
    - ii. On a scale of 1-10, how scary does it feel to share that awareness?
    - iii. If there is fear, what do you fear might happen if you share the awareness?
    - iv. How would this individual benefit if you shared the awareness?
    - v. What would you need to shift inside of yourself to reflect the Truth?
    - vi. Is there a personal anecdote that would be helpful or applicable for you to share with this individual?

**\*\*Important note:** The point of this exercise is NOT to actually Reflect the Truth with these individuals (though you may choose to do that if it feels aligned). The point is to go through the discovery process around it that is outlined above.

- 2) What are 3 Truths about YOURSELF that your own Inner Coach wants you to become aware of?

1.

2.

3.



## Worksheet #6: Reflecting the Truth (A Tool for Creating Awareness)

### How to Reflect the Truth (Preparation)

- Question to Keep Top of Mind: What is my client NOT seeing, accepting or fully embracing that would create a shortcut to their growth or results?
- Almost always ask enough questions first to see if they can come to the awareness on their own FIRST, before moving on to Reflecting the Truth
- Check in with your inner wisdom on whether or not the client is ready to hear the truth (this is not a perfect science; do they have a history of being defensive? What is client's mood today?)
- Be willing to be wrong, not that it's ok if you are wrong, leave open the option to be wrong (Delivery is key in this)
- Reconnect to your LOVE of your client and to the trust that they are whole and complete exactly as they are
- Make sure you've got an Equal Playing Field. If it's skewed to where you think your client is better than you, you won't have the confidence and courage to share what you are seeing. If it's skewed to where you think you are better than your client, you run the risk of "Guru-ing" them and disempowering them.

- Strategy 1 for Reflecting the Truth
  - 1) Ask Permission
    - ✦ For example: *“There is something I’m noticing about what you’re sharing that you may or may not be aware of. Would you be open to me sharing this with you?”*
  - 2) Share the Truth that you are Seeing. For example: *“I may not be getting this correct, and I trust your inner wisdom, so you will let me know. I’ve noticed X....am I getting that right?”*
  - 3) Follow up with a deeper question about it.
- Strategy 2 for Reflecting the Truth – Personal Anecdote:
  - Remember: Only use Personal Anecdote if it’s truly applicable
  - 1) Ask Permission to tell a personal anecdote: For example: *“Your situation reminds me of something similar that happened to me. Can I share? I think it would be beneficial for your learning here.”*
  - 2) Help Client Make Connection between your Anecdote and their Needs: For example: *How might this relate to your situation? Or if it doesn’t, let me know! I may be off here.*
- Strategy 3 for Reflecting the Truth: (1/2 Reflecting, ½ Questioning)
  - Introduce language into your questioning that the client hasn’t yet used
    - ✦ Example: Client is Working, working, working all the time. Doesn’t want to but works all the time anyway.
    - ✦ Question: *So when did you become addicted to working? Or So when did you decide that you were going to risk everything in your life, even your health, for your work?*

## PREFRAMING

- If you're know that you're about to Reflect a Truth that has the potential to be hard, or triggering, or uncomfortable, or angry making....preframe in Step 1 when you are asking permission.
  - For example, you can say something like:  
"I'm noticing a pattern that I'd like to share with you. When I first mention it, it may have the potential to piss you off, but it feels important for us to look at together. Would you be open to me sharing this with you?...and if it pisses you off, just let me know!"  
or  
"There's something I'm noticing about what you're sharing that you may not be aware of. Would you be open to me sharing it with you?" [Client says YES, and you say:] "Great, so it might sound odd or maybe even make you feel uncomfortable at first, but bear with me...."
- These are both examples of PREFRAMING. When you pre-frame, you are already calling out the resistance or the trigger before your client has a chance to go into resistance or be triggered...and it can be a very powerful tool in avoiding resistance and trigger....or at the very least making your client AWARE of her reactions before they happen. It also signals to your client that their anger or reaction or whatever it is is welcome in the container and that you and the container can handle it, that it's normal and that you can work through it.
- As the saying goes: "An ounce of PREFRAMING is worth a pound of REFRAMING"





## Worksheet #6: Acknowledging & Celebrating

- 1) **A great way to practice the skill of celebrating...is to practice celebrating yourself.** I have a daily practice of acknowledging all of my celebrations at the end of every day. I don't just "think" about them. I find it important to write my celebrations down. My rule is that I must find at least 3 things from the day to celebrate (note: this is different than Gratitude. Celebrating is about celebrating YOURSELF).

Each evening for the next week, write down at least 3 things from the day that you would like to celebrate. They can be big or small, inner or outer. Anything that you are proud of and would like to Acknowledge. Notice how your feelings about yourself and your activities shift the more you do this.

- 2) **One of the best ways to Celebrate Clients is to take Time (out of session) to name the Celebrations you see for them.**

For each of your clients, make a list of AT LEAST 5 inner or outer accomplishments or forward movements that they have had over the last 12 months.

You can integrate these celebrations into your next session or write them a separate "New Year's" email where you share with them what you really want to acknowledge about their last year.

- 3) **Another great way to practice the skill of celebrating is to acknowledge and celebrate those around you** – your team members, your family members, your friends, the checkout person at the supermarket.

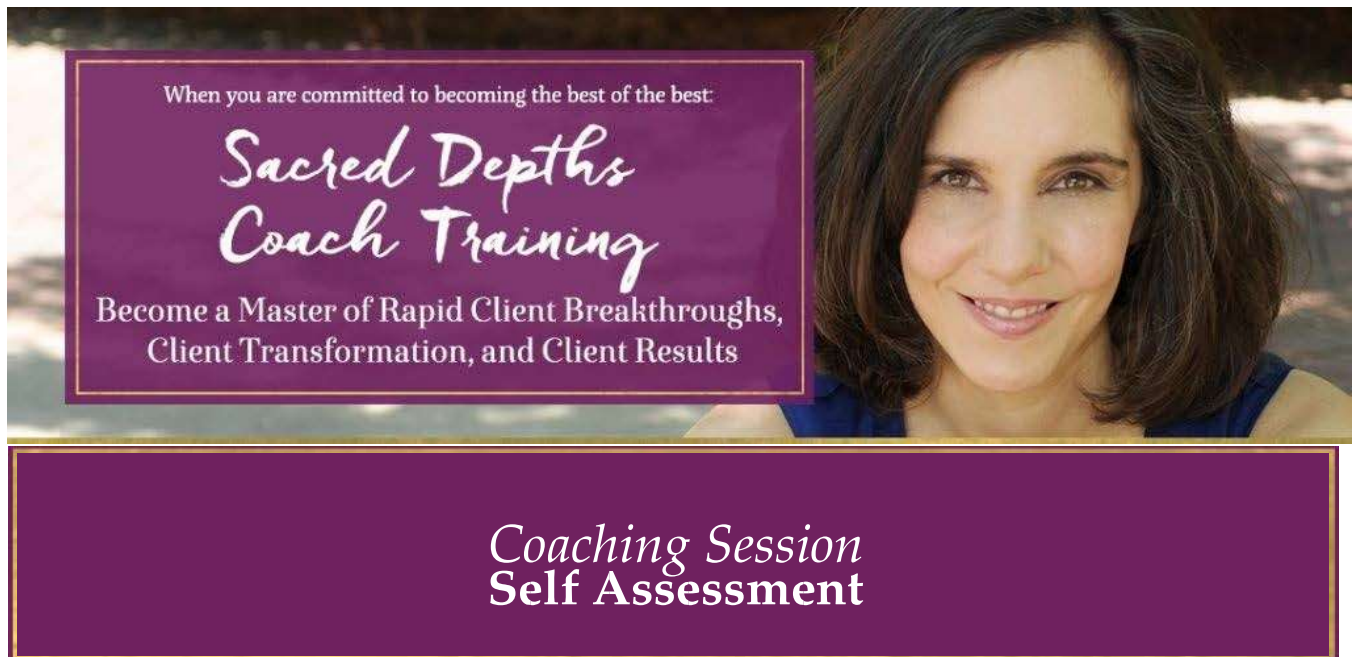
Make a commitment to reflect a celebration to someone you interact with every day. Notice how your feelings about yourself and others - and your outlook on life – shifts as you do this.

- 4) **Journaling Work:** Complete the following sentences by writing them down and then continuing to write quickly without stopping for at least 2 full minutes (preferable 3-4). Write as fast as you can, don't stop to think or use correct spelling or grammar....just write.

--I deserve to be seen because....

--When I focus on my strengths, I....

--When everyone is celebrated and celebrates each other...



Name of Client: \_\_\_\_\_

Session Date: \_\_\_\_\_

What did I do really well in the coaching session?

**What didn't work or go as well as I would have liked?**

**What is my intuition telling me about this client?**

**What do I want to work on for next time?**

**What questions could I have asked?**



## *Strengthening Questioning Skills through Inner Work* **Worksheet**

1. Write out in a few paragraphs a current confusing or upsetting situation, obstacle, or experience you are having...or one you sense is ripe for exploration.



**2. Read over what you just wrote.**

**3. Intentionally craft 3-5 powerful coaching questions based on what you just wrote.**

**4. Journal on those questions.**

# *Sacred Depths Coach Training*

## The Activation Course

### *Resource Sheet* **50 Questions**

1. What do you really want?
2. How can I help you right now?
3. Have you ever considered...
4. Why do you think that's so?
5. What is that?
6. What's the dynamic here?
7. What's your role in that?
8. How long have you been doing that?
9. What is the permanent solution?
10. If you had a choice, what would you do?
11. Really? Are you sure?
12. What's the message here?
13. What is life asking you to do differently?
14. What gets in your way in this area?
15. What is your biggest fear about that?
16. What are the 3 steps to achieve that?
17. How could you over-respond to that?
18. How do you know that?
19. Is it or isn't it?
20. Does this really matter to you?
21. Whose life are you living anyway?
22. What question should I be asking?
23. What is your strategy for that?
24. What do you most need right now?
25. What kind of support would be helpful?
26. What would give you the most joy?
27. What is currently motivating you?
28. How healthful is that for you?
29. What are you tolerating?
30. Why are you pushing this hard?
31. Where is your integrity soft?
32. How are you underutilizing technology?
33. Isn't that delegate-able?
34. Why are you spending time on that?
35. Would environmental changes help?
36. Are you being selfish enough?
37. How could you simplify that?
38. What is the truth here?
39. Why is that so frustrating?
40. What is your vision?
41. If you were the coach, you'd say...
42. What is your next evolutionary step?
43. What would make that perfect?
44. Where might you get stopped?
45. What is your unique talent?
46. How is this problem perfect?
47. Who can get you that answer?
48. How are you?
49. Will you tell me everything?
50. How are you best coached?



## Sacred Depths Question Categories and Sample Question Sequences

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### 1) Am I getting that right? Questions

When to Use: After you've reflected back to a client or Created Awareness by Mirroring.

Examples:

- I'm hearing X, am I getting that right?
- It sounds like you're saying Y. Did I hear that correctly?
- As you were speaking, I could almost sense that Z. Am I getting that right?

(Opportunity to create awareness – how you language what you're hearing; you can insert some of your own perceptions and view of the situation and see if it resonates)

### 2) Definition Questions

When to Use:

--You may think you know what the client means when they use a certain term to say a certain concept, but don't make assumptions. You may actually be working with a different definition than them, so it's important to ask. Also, it's so powerful for the client to define something for yourself. Examples: Freedom, Family, Romantic Relationship, Success, Balance. A way of helping connect the dots.

Examples:

- What does X mean to you?
- Define "Y"
- Explain "Z" a little more
- Tell me more about....
- How is X different than Y (ex: How is Space in your Schedule different than Space in your Mind or Body? Or How is Self-Trust different than Self-Confidence?)

### 3) **Clarifying Current Situation Questions**

When to Use: To gather more details on current situation both for you as coach as well as to create more awareness and understanding for client. Only go as far as the details you need.

Examples:

- What exactly did she say during the team meeting?
- When you say no one signed up...was there interest? Enrollment convo?
- How did that date go badly?
- Tell me a little bit more about...
- What are you overlooking?
- What was your intention when you cancelled that doctor's appointment?

### 4) **Visioning Questions** (not "big" vision like our Visioning Module, but "little" visioning that is vital up as you coach)

When to Use:

- a)Something needs to change
- b)Something needs to be tweaked
- c)an issue needs to be resolved and seen in a different way
- d)there is a new creative idea, projective or incentive ready to emerge that needs support
- e)Client is ready for expansion

Examples:

- What would it look like if.....you owned your own business, you had a child, you were pain-free, you found your perfect home
- If you could change 1 think about X, what would it be? (GAP/VISION)
- If you could have this any way you want, how would you have it?
- What would the best possible outcome look like here?
- What would an ideal X look like? (relationship? Wedding? Program launch? Schedule? job? Team?)
- What would you like to have happen here?
- Share with me the details, round out this picture....
- What do you see when you step out of the box?
- Where does the Universe want you to stretch next? (Spirit Question)
- What else?

## 5) **Feeling Questions** (Body or Heart Level)

When to Use:

- a) After a series of Intellectual Awarenesses/Mental Level Learning
- b) When you sense client needs to connect deeper than Mental level
- c) when you sense there is not an emotional resonance with what you are discussing

Examples:

- How would that feel?
- How do you feel in your body right now? Or How do you feel in your body as you describe that?
- What does your heart tell you about this?
- What energy do you associate that with?
- What do you notice about the tone of your voice?
- What's underneath that? (There is usually an emotion or feeling UNDERNEATH stated feeling, particularly for confusion, worry or anxiety; Generally fear or anger or grief lay beneath those)
- What is an image or metaphor that reflects X situation? (Also powerful for coach to provide the metaphor or image – “it reminds me of a race horse waiting at the gate...”)
- What would feel exciting here? (or Joyful or Inspiring...whatever is a value of the client's)
- What would help you feel happy?

## 6) **Motivation Questions**

When your clients are aware of their motivation, it's easier for them to move forward

When to Use: When you sense your client needs motivation, a bigger reason, a mission, or inspiration in order to move forward

Examples

- Why?
- What's your deep why?
- Why is that so important to you?
- What about that excites you?
- you can continue and ask WHY? 3-4 times and get deeper and deeper
- What value does this experience have for you?

## 7) Percentage of Number Questioning

When to Use: When a client needs support distinguishing story from reality; when a client is unclear about their “Truth”; when a client is confused about something in their life. Use after they have shared something that seems misaligned to you or confused.

### Examples

- On a scale of 1-10, how true is that statement?
- What percentage of your friends are actually not thinking about your best interest?
- On a scale of 1-10, how much do you actually want to apply for that job?

## 8) Uncovering the Obstacle Questions

### Examples:

- What's standing in your way?
- What's challenging here?
- Why?
- What are you scared of?
- \*\*What's at risk for you?
- Pretend You know the answer. What would it be?

## 9) Insight into the Obstacle Questions

### Examples:

- Why are you so attached to this particular obstacle/fear?
- What would be possible for you if you were to let go of this fear?
- How has this obstacle impacted other areas of your life?

## 10) Strategizing Questions

### Examples:

- What would you like to do differently?
- What can you change about this immediately?
- What are 3 action steps you can take this week to...
- How do you plan to achieve that?
- If you were to move past this obstacle, what would you do, no matter what?
- What NEW belief would you like to step into? What would be the next step around that?



### 11) Getting Support Questions

When to Use: When a client is overwhelmed or taking on too much

#### Examples

- Who can help you with this?
- If you knew they'd say yes, who would you ask for help?
- What can you delegate?
- What request can you make

### 12) Simplifying Questions

When to Use: When a client is overwhelmed, taking on too much, or unhappy with a current situation; also on the full moon if you are tracking lunar cycles

#### Examples:

- What can you say no to starting today?
- What are you tolerating?
- What can you simplify?
- What's no longer serving?
- What's no longer aligned?
- What's the priority?

### 13) Integration Questions:

When to use: After a lot of awareness has been created, or different strands/threads/ideas have come to the surface, or at end of session

#### Examples:

- What are you seeing for yourself here?
- What's important about this?
- What are you learning?
- What's your takeaway?
- What's the wisdom that's coming forward here?

### 14) Yes/No Questions

When to Use: Very sparingly; they will be most powerful if only used seldomly, and in moments when a client is on the verge or making a serious commitment or decision.

Examples:

- Are you done with staying up so late?
- Are you ready to commit to blueprinting everyday?
- Are you willing to let go of your relationship?
- Will you continue to complain everyday?
- Are you finished allowing yourself to be a doormat?

**15) Interruption Questions:**

When to Use: when a client has been talking too much and not getting to the point or distracting themselves with details or unimportant threads

Examples:

- What is the essence of what you're saying?
- What feels most important about all you're sharing?
- I sense you're beating around the bush. What are you avoiding here?

**16) Challenge Questions:**

These aren't exactly questions, more like invitations. Moments when a client is ready to stretch beyond their perceived limitations in a serious way. It lovingly pushes a client beyond what she thinks is possible. Involves measurable action.

Examples:

- I challenge you to generate 3 sales calls this week. How does that land for you?
- I challenge you to stop complaining for a full week. What do you think?
- I challenge you to reduce your expenses this month.
- I sense that's too easy for you. How can you go further?

Your client can accept, decline or negotiate the challenge. The trick is to make it motivating, but also not shameful if client isn't up for it.

**17) Intention Setting Questions**

When to Use: When a Client is ready to make a new commitment, inner or outer; also on the New Moon if you are tracking lunar cycles

Examples:

- What intention would you like to set?
- What will your focus for this month be?

--What is the new energy you're bringing in?

### 18) **Confrontational Questions** (Bold & Fierce Questions)

When to Use: These are questions that help clients jump over blocks by being slightly confrontational with them...and loving at the same time. Important to make sure client is in the right place before you ask Qs like this.

#### Examples

- What if what you just shared was actually not true at all?
- I feel like I want to call BS on what you just said. What do you think?
- Is it possible your relationship is wrong for you?
- How have you been clinging on to this relationship to keep you safe?

### 19) **Encouraging Questions**

When to Use: When a client is thinking about stretching herself, but needs extra encouragement, assurance, motivation

#### Examples

- What do you need to say yes to creating an online dating profile?
- It feels like you're almost there. What do we need to tweak – inner or outer – so you feel ready to create an online dating profile?

### 20) **Assessment Questions**

When to Use: When a project or initiative has either come to an end or come to a turning point or come to an obstacle

#### Examples:

- What's working?
- What are your resources and strengths in the project/situation?
- What's not working about the situation? Why?
- What can you learn from the situation?

## **A Few Sample Question Sequences**

### **1) Reflect the Truth + Ask Question**

- You don't have to be a Victim here. You have a choice. What would you like to do?
- The most effective ways of expanding your community are networking, JV projects, speaking and ads. Which feels aligned for you over the next 6 months?
- The longer you continue to cling onto this belief, the longer you will suffer. Are you willing to let this belief go?

### **2) Awareness + Insight + Action = Results**

- What's Standing in Your Way here? What would be possible in your were to let go of this fear? What Action can you take around this?

### **3) Mind + Heart + Spirit + Action**

- What do you know you want in a relationship? How does it feel to not have that relationship right now? What does your Inner Wisdom want you to know about this? What's one thing you can do this week to support that inner wisdom?

### **4) Percentage or Numbering Question followed by a What would it take questions**

- On a scale of 1-10, how ready are you to apply to graduate school? (Client answers 7) What would it take to get you from 7 to 10 (or 9)?