



## Module 2: True-me® Method: Class #6

### THE MOST IMPORTANT THINGS FOR YOUR CLIENTS

During this session, you will elicit the \_\_\_\_\_ of the clients. To do the process effectively, ask your client(s) to choose or verify a field (such as career, finances, relationships etc.) – that is important for them and that he/she would like to work on the day.

This can be \_\_\_\_\_ automatically from the reason that the client started \_\_\_\_\_ with you in the first place and was expressed in the “problem” session.

Nevertheless, you can give the clients the \_\_\_\_\_ to do the process for their \_\_\_\_\_ in total. As a coach, you should be able to envision what would be most \_\_\_\_\_ for your clients and suggest it to them – but at the end of the day is their call and would \_\_\_\_\_ what their focus is right now.



## QUESTIONNAIRE TO ELICIT \_\_\_\_\_

1. *What is important for you in relation to .....*?
2. *What else? What else?* Concentrate at least 6-8 items

To check that the client has not forgotten anything important, ask the following question:

3. *Can you remember a time when you were totally \_\_\_\_\_ in relationship with this \_\_\_\_\_? Go back in time and see what you saw, hear what you heard, feel what you felt.*

3.1 *What was the \_\_\_\_\_ you felt immediately before you \_\_\_\_\_ totally motivated?*

Make your clients write down all their \_\_\_\_\_, and ponder about them.



\_\_\_\_\_ OF CLIENTS \_\_\_\_\_

4. if you could have \_\_\_\_\_ of the above  
\_\_\_\_\_, what would you choose?

4.1 if you could have \_\_\_\_\_ one, what would be your  
\_\_\_\_\_ choice?

4.2. .... and another one, and another one... etc. until all the  
\_\_\_\_\_ have been place in a \_\_\_\_\_.

Once you have the final order, you will spend some time capturing the  
\_\_\_\_\_ of each \_\_\_\_\_ for the client. Take one  
\_\_\_\_\_ at a time.

5. What does \_\_\_\_\_ X mean for you? (Under the context it is  
examined) Why is it \_\_\_\_\_?

When a value is well defined ask the following question:



**6. In the absence of \_\_\_\_\_ X, what exists?**

This question will give you the \_\_\_\_\_. They are created during the time of important \_\_\_\_\_ events, when the client decided \_\_\_\_\_ what would be good to avoid in the future. When \_\_\_\_\_ emotions are released, these \_\_\_\_\_ will also disappear.

**WEIGHTING THE TWO EXTREMES**

The next step is to put percentages that denotes if the clients are moving “\_\_\_\_\_” or “\_\_\_\_\_” their \_\_\_\_\_ and \_\_\_\_\_.

Ask now you clients to create a T in a new page. In the left hand side of the T they will list the \_\_\_\_\_ and in the right hand side of the T, they will list the \_\_\_\_\_.



**7. You have 100 points which you need to share between \_\_\_\_\_**

**X and \_\_\_\_\_ Y.**

*7.1 What percentage would you give to this \_\_\_\_\_ as far as your efforts to \_\_\_\_\_ it? What is its current \_\_\_\_\_ in your life?*

*7.2 What percentage would you give to this \_\_\_\_\_ as far as your efforts to \_\_\_\_\_ it? What is its current weight in your life?*

Focus in all the \_\_\_\_\_ separately, one at a time. When you are done doing it, your client has a T table with \_\_\_\_\_ and \_\_\_\_\_ that are \_\_\_\_\_. Explain the meaning of what you have just guide them to do.

Usually, it is expected that clients will have some \_\_\_\_\_ scores in the \_\_\_\_\_ area. That is ok, as that is why they have come to you in the first place. Your job is to support the clients \_\_\_\_\_ the



percentages in that list, whilst increasing the percentages in the \_\_\_\_\_ list.

Once you have captured all the \_\_\_\_\_ from your clients, you should ask your clients to \_\_\_\_\_ about the table. It is a snapshot and they have taken all the learnings.

After you are done releasing \_\_\_\_\_ emotions (next module), it is good to allow the clients to \_\_\_\_\_ this table. In that sense, they will see the \_\_\_\_\_ they would have done and feel greatly \_\_\_\_\_. You can also revisit this page at the \_\_\_\_\_ of the program, again for the client to realize the great \_\_\_\_\_ he/she will have made.

## THE TASK OF THE WEEK

Answer the above questions for yourself. Practice the above with a client or a colleague.