



Module 4: True-me® Method III: Class #4

DEFINING THE NEW IDENTITY OF YOUR CLIENT

WHAT IS IDENTITY?

It's all the beliefs clients use to define their _____, what they believe – consciously or unconsciously- that make them _____. These are usually very strong beliefs about what is possible and what is not, either for self or for others. It rarely concerns the real abilities of clients but rather concerns what they _____ about themselves.

It is extremely important for your client to understand it, because what they have created in their life to date is closely related to what they _____ about themselves.

If they think that they are fearless, powerful, the master of their life and of their circumstances, they will be able to overcome _____, move on to the _____ with faith and always _____ their life.



On the contrary, If they believe that they cannot do something, there may be thoughts like: "*Unfortunately, this is not for me*» or "*I am not this kind of person,*" "*I could never do it.*" This means they have put _____ on their identity.

Depending on the degree of _____ a person has about what he or she is, they make their identity stronger, more concrete, and create a _____, in which they live.

As a first step, it is important that you clients realize where they stand to date – or just before they started their coaching program. Give them some time to think and record the person they think they were or are. You can use the following questions:

- _____
Give all the details about your abilities, capabilities, habits, behaviors that you believe create your _____ to date.

- _____ ?
- _____ ?



As they have work on that, it is now important to identify if there is something they don't want or they should love to do less of, or if they want to do more of.

- _____
- _____

Give some time to the exercise to include all the _____ that you would like to incorporate in your new persona. Include also all your existing strengths, as expressed before.

MY ASTOUNDING SELF

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The following question is key for your clients' development and the alignment of all they have learned so far:

- _____

- _____

Help them take their filters _____ by _____ and check them all, from the work the clients have previously done. If something is _____, ask the clients to _____ it to the description of themselves. Continue with this work until it is done.

ESTABLISHING THE NEW IDENTITY

Once the clients have determined their new identity, and they have aligned all of their mind filters to support them, what they need is to create _____.

To achieve that, ask them to develop an _____ that will support their new identity and lead them to _____ live what they



define. This is something that they can review for some time, until they feel that they have it. Nevertheless, it is important that some _____ is taken now, for their mind to be able to realize the new desired path and support them. So, ask them:

- _____

YOUR IDENTITY AS A PERSON AND A COACH

We have covered all the necessary steps that you will need to take with your client. Do not forget though that you, as a coach, need also to have a clear _____ of who you want to be. Once you have recorded all those things that would make you feel proud and complete, imagine yourself _____ with that new reality. Imagine how you will _____, how you will _____, how you will _____, how you will _____ your clients. That is, how would you be and feel when you have _____ fully the identity you desire.

So, give sometime to this work and write down the below statement of you:



MY WONDERFUL SELF AS A COACH

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