



Module 1: Effective Coaching Skills: Class #5

FIRST QUESTIONS TO START WITH YOUR COACHING CLIENTS

THE FIVE LISTENING REFERENCE POINTS:

1. Choosing the Destination:

- a. Where do the clients want to _____? What is the _____?
- b. What do they want to work _____?

2. Getting ready for the Journey:

- a. What do the clients _____ for the journey?
- b. What is _____?

3. Anticipating the Hurdles:

- a. What _____ are in the way?
- b. How are they going to _____ them?



4. Finding the Shortcut:

a. What is the most direct _____ to their destination?

5. Taking in the new perspective:

a. How are you _____ now?

b. What is going on _____ you now?

c. How have you _____?

d. Can you see the _____ now ?

e. How _____ have you come _____ we did the process?

DYNAMIC LISTENING

1. Ask questions that are _____, _____ - _____ questions.

2. Ask questions that begin with _____, _____, _____, _____ OR _____.



THE KEYS TO ASKING _____ COACHING QUESTIONS

1. Ask _____ - _____ questions
2. Ask _____ questions
3. Ask _____ questions
4. Ask _____ questions
5. Ask _____ questions
6. Ask _____ questions

LIST OF POWERFUL QUESTIONS:

- ❖ Who do you need to be, to reach your goal?
- ❖ What is your agenda?
- ❖ What do you want from coaching today?
- ❖ What do you want to happen?
- ❖ What is your immediate goal or objective?
- ❖ Where are you willing to change now?
- ❖ What is missing for you right now?
- ❖ How did it feel when that happened?
- ❖ How did it feel when you accomplished that?
- ❖ How much is it costing you to continue to have that pattern?



- ❖ How would you like to be coached around this issue?
- ❖ What would it take for you to achieve your goal?
- ❖ What part of this can you take responsibility for?
- ❖ What is your next step?
- ❖ Who are you being right now?
- ❖ What would you like to change?
- ❖ Is that your truth?
- ❖ What is that costing you?
- ❖ What are you building towards?
- ❖ What are you focused on?

THERE ARE THREE SPECIFIC EXPERIENCES THAT ARE OUR BIRTHRIGHT:

The objective of our life is _____

The basis of our life is _____

The result of our life is _____



HOW TO PREPARE FOR YOUR COACHING:

A. Move through your week consciously, intentionally and deliberately focused on:

1. _____?
2. _____ do you want it?
3. _____ you want to _____ in every given moment?

B. As you _____ your way with this, begin coaching your clients to do the same around whatever issues are coming up for them.

1. _____ them _____ they are (that does not mean lower your vibration or get sucked into their energy).
2. _____ where they are as being perfectly okay. "Where you are is where you are. And now, based on where you are, where would you like to go from here? And how do you want to _____ on this journey there?"



C. Make more decisions in every day.

1. Decide what do _____ want to _____.
2. Decide _____ you want to _____.
3. Decide _____ you'll put your _____.
4. Decide the _____ you want to _____ and _____, in any given _____ of your day.

THE TASK OF THE WEEK

Practice answering the above questions for yourself, to understand the _____ they can have.

Whenever ready, coach your clients to do the _____ and check in with them on how they are doing each week.