



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 placed 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 would have made.

THE TASK OF THE WEEK

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