

10 Insights from *Laser-focused Coaching*

1 | Coaching changes what's not working or improves what is working in a client's life

- What can coaches do to facilitate conversations with clients that lead to changed lives?
- How do you help clients surface their most pressing issues in life and ministry?

2 | Coaches help clients distinguish truth from perceptions of truth

- What phrase do you use to challenge your clients' beliefs and perspectives?
- How do you help your clients separate facts from their perception of facts?

3 | Great questions arise from great listening - they don't arise from a list

- When does your list of questions become a hindrance rather than a help?
- How comfortable are you with not knowing where the coaching conversation might go?

4 | There's a reason behind everything a client shares in a coaching session

- How often do you ask yourself, "Why is the client telling me this?"
- How often do you ask yourself, "What's making this a problem for my client?"

5 | The first question a coach asks after the client's story is usually the most important

- What's the crux of the issue based on the client's story?
- What does the client's story reveal about their vision, purpose, beliefs and perspectives?
- What are the most common reasons your client becomes stuck?

6 | Effective coaches find ways to challenge their client's interpretations of the truth

- What may have been true in the past but no necessarily true now?

7 | Most coaching conversations involve giving, receiving or claiming permissions

- How can coaches help clients ask for what they need and want?
- How can coaches help clients claim what they need and want?
- What phrases indicate that clients don't feel that they have permission to want or need?

8 | The agreement defines what clients wish to focus on in coaching sessions

- How do you know if you're addressing the right things in a coaching conversation?
- What are some typical indicators of a leverage point that may be worth going deeper with?

9 | A client's most common limiting belief is the belief that one has no other options

- What limiting beliefs do your clients elicit?
- What types of language indicate limiting beliefs?
- What are some examples of fault thinking?

10 | Listen for the leverage points in coaching conversations

- What shifts in assumptions do you experience in coaching conversations?
- What shifts in approaches or strategies do you experience in coaching conversations?
- What shifts in perspectives do you experience in coaching conversations?



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