

## Coaching Tip: 10 Best Questions That Will Help Your Clients Make Cleaner Decisions – Part One

Welcome to my Coaching Tip of the week on the 10 best questions that will help your clients make cleaner decisions.

Coaching your clients around making the “right” decisions can be challenging especially when they’re contemplating a complex and potentially catalytic change like whether to stay in a marriage or leave, moving or staying put, or whether to leave their long-time career. When faced with big decisions, your clients may be in a state of confusion and ambivalence and it’s not unusual for them to try and engage you in their story or their decision making process. In fact, they might right out ask you what they should do if they’re feeling any degree of desperation. As a result, it’s critically important that you stay as neutral as possible even though it may be as clear as the moon that their relationship is doomed or that they’re in a soul-sucking job that will never fulfill them.

As Martha Beck coaches, our job is to help clean up our client’s thinking so that they make conscious decisions that are aligned with their truth and their values. This requires not only patience and tenacity as you coach them but also the right questions to help reveal and bring clarity to what’s motivating your client to make a decision either way.

Way before I trained with Martha, I was trained by the late Debbie Ford. What most impressed me about Debbie was her ability to craft powerful and strategic questions to bring awareness and insight into what motivates us to make the choices we make.

Debbie articulated 10 essential questions that I often use in my practice to help my clients make sound decisions in order to create the life they envision for themselves. I'm going to share five essential questions this week and the next five in my next coaching tip of the week. I hope these questions will support you as you guide your clients through the decision-making process no matter how large or small they are.

**1. Will this choice propel you toward an inspiring future or keep you stuck in the past?**

Whatever your client's answer is, follow up with "say more" or "why". This will immediately surface any fears, worries or concerns your client has about moving forward and/or will help them focus on fleshing out their vision of their future self and life.

**2. Will this choice bring you long-term fulfillment or will it bring you short-term gratification?**

In other words, will this choice support your client's goals or dreams, make them feel strong and empowered, help them move forward, make progress toward their desires or will it fulfill their lizard fears – the need for safety, security and familiarity? This question will provide enough fodder for an entire session.

**3. Are you standing in your power or are you trying to please another?**

This question immediately reveals if there's a hidden motivation to be liked, loved or approved of. Coach them around what that "approval" means to them, what it brings to their life, if it disempowers or empowers them and what that desire costs them.

**4. Are you looking for what's right or are you looking for what's wrong?**

This is one of my favorite questions of all time. I love asking this question because it can change the lens of my client's perceptions. You see, the mind has a negativity bias and it's simply not natural for us to look for what's right but when you do, it can be a game changer. Looking for what's right not only shifts our perspective but it can change our negative feeling state to a more positive and grateful one. For example, if you have a client who chronically complains about her husband, you can lead with this question and then ask her what she

loves about her husband. Same applies to a client who complains about his/her boss, kids or neighbors. By blaming something outside of ourselves, we put the responsibility of our feeling state into someone else's hand. As a homework assignment, ask your clients to create of a list of what they love about their husband.

### **5. Will this choice add to your life force or will it rob you of your energy?**

There are so many choices we make that rob us of our life's energy... even the choice to ruminate over something like a mistake we made, for example, can deplete us – same applies to when we rehash situations or events that we have little to no power or control to change. In what ways does this choice/decision add to your life force or rob you of it is a great follow up and will show your client if they're in or out of integrity.

I invite you to use any of these questions the next time your client is faced with a decision or a choice no matter how difficult or easy. And... let me know how it goes!

In two weeks, I'll be sharing Debbie's five other essential questions.

If you're enjoying these coaching tips, please let me know by hitting "reply" - and if you're feeling challenged by a client please let me know that too and I may craft a tip just for you.

Cheers,

Jackie