

Coaching Tip: Uncomfortable Questions

Happy New Year Coaches! I hope you had a joyous and peaceful holiday! I'm back with some fresh tips for 2018 and I couldn't be more excited.

Today my coaching tip of the week is about how to respond to uncomfortable questions.

Last month I attended a transformational three day workshop called [The Power with Men:101](#) taught by Kasia Urbaniak. Kasia, a former Dominatrix, helps women all over the world expand their personal power and ask for anything they want in their relationships with their partners, siblings, children, bosses, and even their pets. By playing with the attention states of "dominance" and "submission", she teaches you to confidently express your desires, ask for what you want without wonky energy and get what you desire most in a way that others feel good about it too.

Today I want share a very simple technique that Kasia taught us when someone asks a question that feels uncomfortable. It's called "turning the spotlight," which simply means turning the attention off of yourself and back onto the other person by asking them a question. For example when someone asks "why are you still single"? "How much did you pay for your house"? Or "Why didn't you have any children"? (Insert your most uncomfortable question) Rather than feeling trapped, being silent, or ignoring the question all together you can retrain your brain when you go speechless by asking a question back. Brilliant, right????

Here are some playful and clever ways to "turn the spotlight" onto the other person. This is not meant to be rude. It's about shifting the

attention to the other person instead of going mute, or worse, overriding your body compass and defensively answering a question that you don't want to answer.

Here are some examples:

Q. Why aren't you married?

Turnaround (TA): I bet you're jealous, aren't you?

Q. Why are you still single?

TA. Why? Do you want to introduce me to someone wonderful?

Q. How much money do you make?

TA. I'll tell you Auntie, if you tell me the last time you had an orgasm

Q. What ethnicity are you?

TA. I don't know, why don't you check the label?

Q. How old are you? How long have you been married? Why did you have 3 kids?

TA. Why don't you wait to read my biography? Then you'll know everything!

Q. Why did you marry him/her?

TA. What would you say if I told you that I ordered him from a catalog?

Q. How much did you pay for your house/what is your rent?

TA. Why? Do you want to help contribute to the mortgage/rent?

Q. What don't you find a job you're passionate about?

TA. Funny, because I had the same question for you about (insert: your job, partner, cat, hobby)

Q. Would you like to go on this trip/vacation with me?

TA. Are you offering to pay for my first class accommodations?

Now it's your turn. Maybe these questions are uncomfortable for you too or perhaps you have some that are unique to you. Write them down and play with your responses. Share this with your clients by modeling it, and then have them craft their own clever questions.... or give it to them as a homework assignment. By "turning the spotlight", you begin to remap your brain instead of going into fight, flight or freeze mode.

One caveat - when you're working with a client, your first line of response is to mine for what's underneath the discomfort, excavating and examining any "dirty pain" around those difficult questions through the mind and body.

With that being said, in the pursuit of helping our clients move toward their North Star, I have found practical techniques to be very useful in encouraging self-expression, self-advocacy, boundary setting and ultimately self-empowerment.

Thank you for listening/reading my coaching tip of the week! As usual, I'd love to hear how this tip and any other tips are working for you. How are you integrating these into your practice? What's working? What's not?

Email me at Jackie@jackiegartman.com and tell all!

Cheers,

Jackie