

Coaching Tip: How to Distill and Refine Universally Shared Beliefs

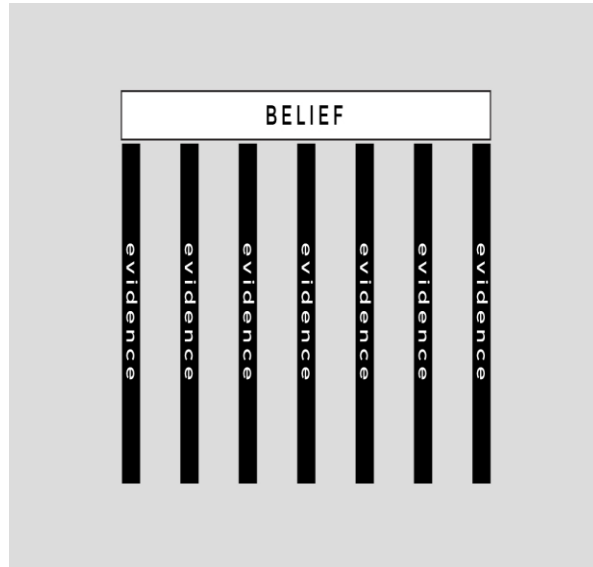
Welcome to my coaching tip of the week on how to distill and refine universally shared beliefs.

One of the biggest mistakes new coaches make is taking a wide-lensed approach to their client's problems. Although it can be enormously helpful to bring awareness to where in their life these concepts are showing up for your clients (the brain that observes itself, changes itself), you only want to work with thoughts that are specific to a situation rather than coaching what is referred to as universally shared beliefs – thoughts that every human being has at one time or another. If you've ever attempted to work these types of beliefs, and I'll share some examples with you in a minute, the process and ultimately the outcome will potentially be too shallow and general to create true sustainable shifts or Turtle Steps to effect real change.

Here are some examples of universally shared beliefs:

- I'm not good enough
- She doesn't respect me
- He doesn't love me
- I don't deserve it
- I'm a failure
- People are judging me
- I'm too fat (too thin)
- There's not enough time
- There's something wrong with me

Should you drill down to one of these beliefs or others that are equally vast and vague, try identifying and framing up the building blocks that hold up these bigger concepts. If you chip away at those, chances are that those bigger thoughts will lose their potency and the house of cards will come tumbling down. Of course this doesn't happen instantaneously as our thought patterns have been well grooved in our brains for years and quite possibly for decades but it will at the very least begin to dislodge the perceptions that keep your clients stuck.



So the next question becomes, how do you mine and excavate those building blocks?

Find the proof!

Here are my top 7 questions for identifying those building blocks:

- Ask your client to make a list of why they're not good enough.
- Ask: What's your proof that you're a failure?
- Ask: What led you to the conclusion that he doesn't love you?
- Ask: What are you not good enough to do? (Identifies specific situation)

- Ask: Why do you believe you're not good enough to write a book, run a marathon, and get that promotion? (question the result they want to get to the specific thoughts)
- Ask: Why are you not a good enough manager, employee, wife, parent, sister, Coach?
- Ask them to compare themselves to an ideal imaginary person they believe is a better (runner, manager, blogger, parent, etc.,) than you. Listen for the attributes or characteristics they describe. That's a sure fire clue for what they think is missing or lacking within themselves.

When you hold your clients accountable to their proof, you are:

- A. Disrupting thought patterns that send them down the rabbit hole
- B. Encouraging them to evaluate the logic of their thinking
- C. Discouraging them from swimming around in the muck of those universal beliefs that keep them stuck in fight, flight or freeze mode
- D. Demonstrating how shallow and/or untrue their story is

Although having eagle vision (grasping the big picture, what is vast and wide and all encompassing) can be useful, your ability to adopt a mouse vision (narrowing in on the painful thoughts that arise on a day to day basis) will help your clients get out of their own way, stop the tug of war in their mind, take inspired action and get the results they want.

If this tip was helpful and/or valuable, will you please drop me a line and let me know? Jackie@jackiegartman.com

Jackie