**Consider your clients through this lens:**

* Based on what you know of your client, put yourself in their headspace.
  + How would you answer these questions? (answering as your client)
* Based on what you know of your client, put yourself in your coach’s headspace.
  + How would you answer these questions? (answering as yourself, the coach)
* Based on the answers you put down, how would you approach your coaching sessions with this client?
* What questions would you ask?
* How might you need to modify your questions?
* What tools would you use?

**Jack Canfield’s Questions -   
The Difficult / Troubling Situation Session**

* 1. “What is a difficult or troubling situation in your life?” **(Present Discomfort)**
* 2. “How are you creating it or allowing it to happen?” **(Taking Responsibility)**
* 3. “What are you pretending not to know/see?” **(The coach’s belief that the client has the information necessary to change – Elicit/Evoke)**
* 4. What is the payoff for keeping it like it is?” **(Sustain Talk)**
* 5. What is the cost for NOT changing?” **(Change Talk)**
* 6. What would you rather be experiencing?” **(Preferred Alternative Present)**
* 7. What actions will you take / requests will you make to get it?” **(Forming a plan with action steps and packing – resources/supports)**
* 8. By when will you take that action?” **(Deadlines provide structure / set up an accountability plan)**

**Tony Robbins’ Questions –   
3 Questions that will change everything**

**1. What are you going to focus on?”**

* + Focus = Feeling
  + Whatever you focus on becomes true for you.
  + Most of what your brain does is: **Distort, Delete, Generalize** – It makes life simple.

**Three Patterns of Focus: Which of each pattern is most dominant for you?**

* + Do you focus on **what you have** or **what is missing**?
  + Do you focus on **what you can control** or **what you can’t control**?
  + Do you focus on **the past**, **the present**, or **the future**?

**2. “What does this mean?”**

The minute you focus on something you have to give it a meaning.

* + **Is this the end or the beginning?**
  + Is God **Punishing you**, **Challenging you**, or **is this a Gift**?

Based on the meaning you make, you will have specific emotions.

**3. “What am I going to do about it?”**

* + Based on the emotions you have created, you will be inspired to take different actions.