



## Worksheet #6: Reflecting the Truth (A Tool for Creating Awareness)

### How to Reflect the Truth (Preparation)

- Question to Keep Top of Mind: What is my client NOT seeing, accepting or fully embracing that would create a shortcut to their growth or results?
- Almost always ask enough questions first to see if they can come to the awareness on their own FIRST, before moving on to Reflecting the Truth
- Check in with your inner wisdom on whether or not the client is ready to hear the truth (this is not a perfect science; do they have a history of being defensive? What is client's mood today?)
- Be willing to be wrong, not that it's ok if you are wrong, leave open the option to be wrong (Delivery is key in this)
- Reconnect to your LOVE of your client and to the trust that they are whole and complete exactly as they are
- Make sure you've got an Equal Playing Field. If it's skewed to where you think your client is better than you, you won't have the confidence and courage to share what you are seeing. If it's skewed to where you think you are better than your client, you run the risk of "Guru-ing" them and disempowering them.

- Strategy 1 for Reflecting the Truth
  - 1) Ask Permission
    - ✦ For example: *“There is something I’m noticing about what you’re sharing that you may or may not be aware of. Would you be open to me sharing this with you?”*
  - 2) Share the Truth that you are Seeing. For example: *“I may not be getting this correct, and I trust your inner wisdom, so you will let me know. I’ve noticed X....am I getting that right?”*
  - 3) Follow up with a deeper question about it.
- Strategy 2 for Reflecting the Truth – Personal Anecdote:
  - Remember: Only use Personal Anecdote if it’s truly applicable
  - 1) Ask Permission to tell a personal anecdote: For example: *“Your situation reminds me of something similar that happened to me. Can I share? I think it would be beneficial for your learning here.”*
  - 2) Help Client Make Connection between your Anecdote and their Needs: For example: *How might this relate to your situation? Or if it doesn’t, let me know! I may be off here.*
- Strategy 3 for Reflecting the Truth: (1/2 Reflecting, ½ Questioning)
  - Introduce language into your questioning that the client hasn’t yet used
    - ✦ Example: Client is Working, working, working all the time. Doesn’t want to but works all the time anyway.
    - ✦ Question: *So when did you become addicted to working? Or So when did you decide that you were going to risk everything in your life, even your health, for your work?*

## PREFRAMING

- If you're know that you're about to Reflect a Truth that has the potential to be hard, or triggering, or uncomfortable, or angry making....preframe in Step 1 when you are asking permission.
  - For example, you can say something like:  
"I'm noticing a pattern that I'd like to share with you. When I first mention it, it may have the potential to piss you off, but it feels important for us to look at together. Would you be open to me sharing this with you?...and if it pisses you off, just let me know!"  
or  
"There's something I'm noticing about what you're sharing that you may not be aware of. Would you be open to me sharing it with you?" [Client says YES, and you say:] "Great, so it might sound odd or maybe even make you feel uncomfortable at first, but bear with me...."
- These are both examples of PREFRAMING. When you pre-frame, you are already calling out the resistance or the trigger before your client has a chance to go into resistance or be triggered...and it can be a very powerful tool in avoiding resistance and trigger....or at the very least making your client AWARE of her reactions before they happen. It also signals to your client that their anger or reaction or whatever it is is welcome in the container and that you and the container can handle it, that it's normal and that you can work through it.
- As the saying goes: "An ounce of PREFRAMING is worth a pound of REFRAMING"