



# *Sacred Depths*

## COACH CERTIFICATION

### 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 the client can come to the awareness on their own, 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, but consider: Do they have a history of being defensive? What is their mood today?)
- Be willing to be wrong. Tell the client that it's okay if you are wrong and leave open the option to be wrong (delivery is key in this).
- Reconnect to your LOVE for 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" and disempowering them.

#### Strategy 1 for Reflecting the Truth

1. Ask Permission
  - 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.
  - Example: “I may not be getting this right, 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 the topic.

### Strategy 2 for Reflecting the Truth: Personal Anecdote

1. Remember: Only use a Personal Anecdote if it’s truly applicable.
2. Ask Permission to Tell a Personal Anecdote
  - Example: “Your situation really reminds me of something similar that happened to me. May I share it with you? I think it would be beneficial for your learning here.”
3. Help Client Connect Your Personal Anecdote to Their Needs
  - Example: “How might this relate to your situation? And if it doesn’t, let me know! I may be off here.”

### Strategy 3 for Reflecting the Truth: 1/2 Reflecting, ½ Questioning

1. Introduce Language into Your Questioning that the Client Hasn’t Used Yet.
  - Example: The Client is working, working, working all the time. Doesn’t want to but works all the time anyway.
    - Question: When did you become *addicted* to working?; or
    - Question: So when did you decide that you were going to *risk everything in your life*, even your health, for your work?

## Pre-Framing

When you Pre-frame, you are already calling out the resistance or trigger before your client has a chance to go into resistance or get 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 together.

1. If you know that you're going to Reflect a Truth that has the potential to be hard, triggering, uncomfortable, or anger-inducing, Pre-frame it in Strategy 1 when you are Asking for Permission.

- Example: "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 . . .".
2. Remember: "An ounce of PRE-FRAMING is worth a pound of REFRAMING!"