



Sacred Depths Certification

Question Categories and Sample Question Sequences

1) Am I getting that right? Questions

When to Use: After you've reflected back to a client or Created Awareness by Mirroring.

Examples:

- I'm hearing X, am I getting that right?
- It sounds like you're saying Y. Did I hear that correctly?
- As you were speaking, I could almost sense that Z. Am I getting that right?

(Opportunity to create awareness – how you language what you're hearing; you can insert some of your own perceptions and view of the situation and see if it resonates)

2) Definition Questions

When to Use:

--You may think you know what the client means when they use a certain term to say a certain concept, but don't make assumptions. You may actually be working with a different definition than them, so it's important to ask. Also, it's so powerful for the client to define something for yourself. Examples: Freedom, Family, Romantic Relationship, Success, Balance. A way of helping connect the dots.

Examples:

- What does X mean to you?
- Define "Y"
- Explain "Z" a little more --Tell me more about....
- How is X different than Y (ex: How is Space in your Schedule different than Space in your Mind or Body? Or How is Self-Trust different than Self-Confidence?)

3) **Clarifying Current Situation Questions**

When to Use: To gather more details on current situation both for you as coach as well as to create more awareness and understanding for client. Only go as far as the details you need.

Examples:

- What exactly did she say during the team meeting?
- When you say no one signed up...was there interest? Enrollment convo?
- How did that date go badly?
- Tell me a little bit more about...
- What are you overlooking?
- What was your intention when you cancelled that doctor's appointment?

4) **Visioning Questions** (not "big" vision like our Visioning Module, but "little" visioning that is vital up as you coach)

When to Use:

- a) Something needs to change
- b) Something needs to be tweaked
- c) An issue needs to be resolved and seen in a different way
- d) There is a new creative idea, projective or incentive ready to emerge that needs support
- e) Client is ready for expansion

Examples:

- What would it look like if....you owned your own business, you had a child, you were pain-free, you found your perfect home
 - If you could change 1 think about X, what would it be? (GAP/VISION)
- If you could have this any way you want, how would you have it?
- What would the best possible outcome look like here?
- What would an ideal X look like? (relationship? Wedding? Program launch? Schedule? Job? Team?)
- What would you like to have happen here?
- Share with me the details, round out this picture....
- What do you see when you step out of the box?
- Where does the Universe want you to stretch next? (Spirit Question)
- What else?

5) **Feeling Questions** (Body or Heart Level)

When to Use:

- a) After a series of Intellectual Awarenesses/Mental Level Learning
- b) When you sense client needs to connect deeper than Mental level
- c) When you sense there is not an emotional resonance with what you are discussing

Examples:

- How would that feel?
- How do you feel in your body right now? Or How do you feel in your body as you describe that?
- What does your heart tell you about this?
- What energy do you associate that with?
- What do you notice about the tone of your voice?
- What's underneath that? (There is usually an emotion or feeling UNDERNEATH stated feeling, particularly for confusion, worry or anxiety; Generally fear or anger or grief lay beneath those)
- What is an image or metaphor that reflects X situation? (Also powerful for coach to provide the metaphor or image – "it reminds me of a race horse waiting at the gate...")
- What would feel exciting here? (or Joyful or Inspiring...whatever is a value of the client's)
- What would help you feel happy?

6) Motivation Questions

When your clients are aware of their motivation, it's easier for them to move forward

When to Use:

When you sense your client needs motivation, a bigger reason, a mission, or inspiration in order to move forward

Examples:

- Why?
- What's your deep why?
- Why is that so important to you?
- What about that excites you?
- You can continue and ask WHY? 3-4 times and get deeper and deeper
- What value does this experience have for you?

7) Percentage of Number Questioning

When to Use:

When a client needs support distinguishing story from reality; when a client is unclear about their "Truth"; when a client is confused about something in their life. Use after they have shared something that seems misaligned to you or confused.

Examples

- On a scale of 1-10, how true is that statement?
- What percentage of your friends are actually not thinking about your best interest?
- On a scale of 1-10, how much do you actually want to apply for that job?

8) Uncovering the Obstacle Questions

Examples:

- What's standing in your way?
- What's challenging here?
- Why?
- What are you scared of?
- **What's at risk for you?
- Pretend You know the answer. What would it be?

9) Insight into the Obstacle Questions

Examples:

- Why are you so attached to this particular obstacle/fear?
- What would be possible for you if you were to let go of this fear?
- How has this obstacle impacted other areas of your life?

10) Strategizing Questions

Examples:

- What would you like to do differently?
- What can you change about this immediately? --What are 3 action steps you can take this week to...
- How do you plan to achieve that?
- If you were to move past this obstacle, what would you do, no matter what? --What NEW belief would you like to step into? What would be the next step around that?

11) Getting Support Questions

When to Use:

When a client is overwhelmed or taking on too much

Examples

- Who can help you with this?
- If you knew they'd say yes, who would you ask for help?
- What can you delegate?
- What request can you make

12) Simplifying Questions

When to Use:

When a client is overwhelmed, taking on too much, or unhappy with a current situation; also on the full moon if you are tracking lunar cycles

Examples:

- What can you say no to starting today?
- What are you tolerating?
- What can you simplify?
- What's no longer serving?
- What's no longer aligned?
- What's the priority?

13) Integration Questions:

When to Use:

After a lot of awareness has been created, or different strands/threads/ideas have come to the surface, or at end of session

Examples:

- What are you seeing for yourself here?
- What's important about this?
- What are you learning?
- What's your takeaway?
- What's the wisdom that's coming forward here?

14) Yes/No Questions

When to Use:

Very sparingly; they will be most powerful if only used seldomly, and in moments when a client is on the verge or making a serious commitment or decision.

Examples:

- Are you done with staying up so late?
- Are you ready to commit to blueprinting everyday?
- Are you willing to let go of your relationship?
- Will you continue to complain everyday?
- Are you finished allowing yourself to be a doormat?

15) Interruption Questions:

When to Use:

When a client has been talking too much and not getting to the point or distracting themselves with details or unimportant threads

Examples:

- What is the essence of what you're saying?
- What feels most important about all you're sharing?
- I sense you're beating around the bush. What are you avoiding here?

16) Challenge Questions:

These aren't exactly questions, more like invitations. Moments when a client is ready to stretch beyond their perceived limitations in a serious way. It lovingly pushes a client beyond what she thinks is possible. Involves measurable action.

Examples:

- I challenge you to generate 3 sales calls this week. How does that land for you?
- I challenge you to stop complaining for a full week. What do you think?
- I challenge you to reduce your expenses this month.
- I sense that's too easy for you. How can you go further?

Your client can accept, decline or negotiate the challenge. The trick is to make it motivating, but also not shameful if client isn't up for it.

17) Intention Setting Questions

When to Use:

When a Client is ready to make a new commitment, inner or outer; also on the New Moon if you are tracking lunar cycles

Examples:

- What intention would you like to set?
- What will your focus for this month be?
- What is the new energy you're bringing in?

18) Confrontational Questions (Bold & Fierce Questions)

When to Use:

These are questions that help clients jump over blocks by being slightly confrontational with them...and loving at the same time. Important to make sure client is in the right place before you ask Qs like this.

Examples

- What if what you just shared was actually not true at all?
- I feel like I want to call BS on what you just said. What do you think?
- Is it possible your relationship is wrong for you?
- How have you been clinging on to this relationship to keep you safe?

19) Encouraging Questions

When to Use:

When a client is thinking about stretching herself, but needs extra encouragement, assurance, motivation

Examples

- What do you need to say yes to creating an online dating profile?
- It feels like you're almost there. What do we need to tweak – inner or outer – so you feel ready to create an online dating profile?

20) Assessment Questions

When to Use:

When a project or initiative has either come to an end or come to a turning point or come to an obstacle

Examples:

- What's working?
- What are your resources and strengths in the project/situation?
- What's not working about the situation? Why?
- What can you learn from the situation?

A Few Sample Question Sequences

1) Reflect the Truth + Ask Question

- You don't have to be a Victim here. You have a choice. What would you like to do? --The most effective ways of expanding your community are networking, JV projects, speaking and ads. Which feels aligned for you over the next 6 months?
- The longer you continue to cling onto this belief, the longer you will suffer. Are you willing to let this belief go?

2) Awareness + Insight + Action = Results

- What's Standing in Your Way here? What would be possible in your were to let go of this fear? What Action can you take around this?

3) Mind + Heart + Spirit + Action

- What do you know you want in a relationship? How does it feel to not have that relationship right now? What does your Inner Wisdom want you to know about this? What's one thing you can do this week to support that inner wisdom?

4) Percentage or Numbering Question followed by a What would it take questions

- On a scale of 1-10, how ready are you to apply to graduate school? (Client answers 7) What would it take to get you from 7 to 10 (or 9)?