



# COACHING

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# QUESTIONS

**The Art of Asking the Right Questions**

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## The Art of Asking the Right Questions

One of the most powerful skills you can develop as a Life-Force Coach is the art of asking the right questions.

A question can be a very powerful tool. In Asian cultures, teachers and masters often used a **kōan** as a teaching device. The intent of a **kōan** was to present a question or anecdote which, by its nature, snaps the student out of their current frame of mind and allows them to tap into their intuition – outside of the current box or problem they're holding themselves in.

In light of this, the right question can trigger your client to tap into their own intuition bringing forth insights that birth new perspectives, with more clarity and/or creativity.

The best coaches develop the skill of asking the right type of "**open ended**" questions in the right situation. These are questions that can't be answered with a simple yes or no response, or a single word answer. They require some personal introspection.

Sounds simple, right?

It is! However, some coaches feel challenged asking these types of "open ended" questions as they won't know the answer the client will share ahead of time and yet, as a coach, they feel being in an 'authority' position, they should know all the answers.

But that's the real beauty of life-force coaching, NOT knowing the answer is where the magic lies. This is a process of helping your client to awaken their OWN inner knowing!

And that's why there's real skill involved in asking the *right question* at the *right time* in the *right form* – again one that's open-ended and will not only lead your client into the unknown, but also allow them to feel safe at the same time.

On the next pages, we'll dive into better understanding these types of open-ended questions so you can add them to your coaching tool-belt and develop rock solid confidence that will help you make a profound impact for your clients.



You got this!

**Tristan & Sabrina Truscott**

## 3 Main Types of Coaching Sessions

There are several different types of Coaching Sessions that each require different types of Coaching Questions, so let's take a moment to review the 3 main types of Sessions.

### 1) The Discovery Session:

This is the session where you are deciding if you and your potential client are a good fit to work together. This session is typically free and more like a consultation.

### 2) The Onboarding Session:

This is a paid session (usually the first session) where you expand on the Discovery Session by drilling down deeper into your client's goals, building their profile and perhaps doing an energy assessment.

### 3) The Ongoing Sessions:

These are the paid sessions that are part of the coaching package your client invested in. During these sessions you will use your various Life-Force Coaching tools such as the Pillars, Activators, Process, including specific Coaching Questions to help your client attain their goal.

**Coaching Session Structure: Here's a quick reminder of the basic session structure that you follow for each of your Ongoing Sessions:**

PHASE 1 – CONNECT: (5 minutes)

PHASE 2 – ASSESS: (10 minutes)

PHASE 3 – COACH: (20-30 minutes)

PHASE 4 – REFLECT: (5 minutes)

PHASE 5 – ASSIGN: (5 minutes)



## Different Questions for Differing Times

Like with every good story, every good session needs a beginning, a middle and an end. Therefore, as we continue with the "Ongoing Session" structure, please notice how the beginning, middle and ending questions pair up with phases 2, 3 and 4 in the Coaching Session Structure:

**The Assess Phase** – This is where you'll use "**Beginning Questions**"

**The Coach Phase** – This is where you'll use "**Middle Questions**"

**The Reflect Phase** – This is where you'll use "**Ending Questions**"

Now let's dive into the three main styles of "open-ended" coaching questions that you can use throughout your Ongoing Sessions. These are the three most powerful types of self-discovery questions for you to have in your coaching tool-belt!



## The Beginning Questions: (Assess Phase)

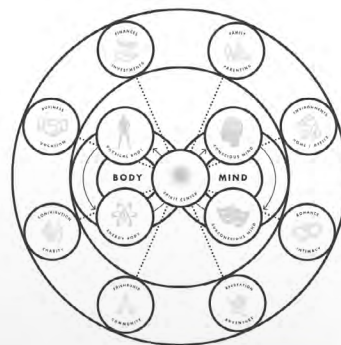
### THE 'FACT FINDING' QUESTIONS!

At the beginning of each new session, you are typically finding out what has changed since the last session. If your client had an assignment or a goal, you would ask how has that progressed? Think of it like a typical conversation when you meet someone and you're 'catching up.'

#### Here are some examples:

- What has been your biggest sense of growth since we last spoke?
- What's been on your mind since we last spoke?
- What have you implemented since we last spoke?
- What are you most grateful for Right Now?
- Tell me about all the good stuff happening with you right now?
- How are you finding your commitment level to your goals?
- What would make this a truly successful session for you today?
- What's really important to you right now? Why is this important right now?
- What's your biggest challenge (or fear) right now?

**TIP:** Remember if your client is feeling stuck you can use the Energy Assessment graphic to help them identify the high and low areas in their life right now.



## The Middle Questions: (Coach Phase)

### THE 'EXPLORATION' QUESTIONS!

Now you're entering into that real juicy part of the coaching session where you get to dig in with Exploration Questions! So what are the RIGHT questions for this middle part?

Well this style of question is geared towards creating the most powerful impact, which is INSIGHT! To get really good at helping provoke INSIGHT we will use 3 types of Exploration Questions.

One key thing to remember for ALL types of questions is that the focus is not on the problem. The focus is empowering the client and making them feel that they have agency in the situation. It is THEIR life, it is THEIR choice and at a deeper level, they already have the knowledge and the power to affect change!

The purpose of this type of question is to encourage clients to tap into their own inner guidance system – outside the box or perceived prison of their current situation.



**TIP:** Exploration Questions tend to be very specific to a client's story so it's difficult to share an exact format for them. A lot depends on your client's history, current challenges, story, support structure, etc. So in a sense you'll be custom designing these questions, but it's INCREDIBLY useful to know certain types of self-discovery questions that can have a big impact. Let's dive in!

## 1) "I Hear You" Exploration Questions

During your session, it's important that your client knows that you're listening to them AND hearing them. Additionally it's important to find out if what you heard is actually what they meant to express.

Often this is echoing back to them what you've just heard them say, so they can re-examine what they've communicated and clear up any miscommunications.

Probably the most mocked element of coaching happens in comedy skits, because it's usually presented as:

**Client:** *I don't have time to do my laundry.*

**Coach:** *I hear you saying you don't have time to do your laundry. Is that right?*

And yes, unless there is some irony or self-deception going on with the client that's not an appropriate time for an "I Hear You" question. Because the statement was pretty clear and straight-forward.

But what if your client starts rambling, or after a SERIES of "Fact-Finding" questions, you reflect back what you heard your client say – summarizing or clarifying what you've understood from what they've communicated – but there was something that needed to be cleared up due to a little miscommunication?

Then this type of question is a powerful way of gaining added clarity, as well as having your client reflect on their own words to clear up any miscommunication. It shows them that you are ACTIVELY listening to what they are sharing with you.

### Here are some examples:

- Repeat back what you heard and ask, "Is that right?"
- Repeat back what you heard and ask, "Did I miss anything?"
- Repeat back what you heard and ask, "Am I hearing you correctly?"



## 2) "Let's Clarify That" Exploration Questions

You can help your client with analysis or finding a new perspective and direction, but when it comes to the story, they know it. You don't. If you find yourself making assumptions or trying to 'fit' what they're saying NOW into what they've said before – stop trying to process it and INVITE THEM to process it for you.

**Here are some examples:**

- What do you mean when you say that?
- How does this relate to ... when you said ... ?
- When you say ... that seems at odds with what you said earlier.  
Can you help me better understand that?
- By saying yes to this, what are you saying no to? – Or – By saying no to this, what are you saying yes to?
- Is there anything else to that?

## 3) "Let's Dig Deeper" Exploration Questions

These are often a combination of 'Fact-Finding' and 'Let's Clarify' questions. But you're mainly looking for the STORY. Every story has a who, what, when, where, why and how. Sometimes a client will provide the story as an answer to a previous question, but these Dig Deeper questions are useful when you need to further flesh out the story.

**Here are some examples:**

- What were other options you considered at the time?
- How do you think things might've been different if you'd made a different choice?
- Why do you think that might not have occurred to you at that time?
- What's standing in your way? Or – What do you think is standing in your way?
- What do you think you're missing in order to move forward?
- Well if you had to guess at ... what do you think it could be?
- How does that serve you?

**TIP:** If a client veers into a different direction – because of either rambling or a defense mechanism – it's ok to steer them back onto the topic you're exploring. For example, "that sounds like a good topic we might revisit later, but I'd like to go back to what we were just talking about and unpack that a little more. Tell me more about..."



## The Ending Questions: (Reflect Phase)

### THE 'POSSIBILITY' QUESTIONS!

At the end of a session you'll use the following questions as a springboard for your client until you speak again, or as a check-in about how they're feeling with their progress or the effectiveness of their session.

Studies have shown that we learn best when we take a moment to reflect. The things you've talked about are recent and recall-able and taking a moment to reflect on them helps the client to acknowledge the experience and deepen the learning experience.

### Here are some examples:

- What had real meaning for you from what we've talked about today?
- What surprised you during this session? What challenged you?
- What was the most significant thing that came out of this session for you?
- What's emerging here for you? What new connections are you making?
- What are you most excited about exploring before we speak again?
- What's been your major learning, insight, or discovery so far?
- What's the next level of thinking we need to embrace?
- What's a new direction to explore until we speak again?
- If there was one thing that hasn't yet been said to reach a deeper level of understanding/clarity, what would it be?
- What's the next smallest step you can imagine to move toward...?
- What do you feel was the most useful part of this conversation?
- If you knew you wouldn't fail, what would you like to try?
- You've expressed interest in forming some new positive daily habits to ... how do you feel about investigating options that you might be interested in trying and we can talk about that next time?

**TIP:** During the Reflect phase of the coaching session it is also important for you as the coach to reflect back to your client all of the positive shifts you saw in them during the session as well as reinforce the overall transformation you are seeing in them week after week!



## Additional Helpful Questions

### THE 'WHAT IF' QUESTIONS

Use these questions if your client feels STUCK! These "What If" questions help to shift your client's mind into an alternate universe of conditions and invite them to imagine themselves OUT of their current situation and to consider a new direction moving forward.

These questions are a GREAT option for clients who have a hard time getting around their current circumstances or feelings – or feel obligated to be stuck in their current pattern given their current situation. So change the setting and let their mind "open up" to unbridled possibility and see if it sheds a light on a new direction to consider.

#### Here are some examples:

- What if you secretly DID know the answer? What might it be?
- What if all obstacles in your way ceased to exist? Where would you be?
- What if you had unlimited resources? What would you be doing?
- What if you had a magic wand and could change anything in this situation, what would it be?
- What would happen if you got offered that position? How would that affect you? What would change?
- Let's imagine a world where you never developed that fear... what would your life look like?
- How would you feel if you didn't have those restraints... what would you be doing differently?



## Questions To Use For Your Initial Session

### ONBOARDING QUESTIONS

During the Discovery Session (free session) you don't usually have the time to drill down super deep with a potential client, that's why the Onboarding Session (your first paid session) is a great time to dig in deeper.

Not only will the following types of questions help you dig deeper and get to know your client, but they will help you build a Client Profile!.

In this case, a client profile is not about identifying your target audience or ideal client for marketing purposes, but rather a profile sheet (that you'll build upon) about who your client is (their core values), their history, important people in their life, where they most feel stuck and what most makes them happy!

A client profile sheet is ever evolving... the more you work with, and get to know your client, the more you'll add to it — it helps you remember who they are, why they are working with you and how you can best serve them.

During the Onboarding Session we recommend that you ask some of the following drill down deeper questions and use them to build a Client Profile.



## Here are some examples for the Onboarding Session:

- How would you describe yourself?
- When you were a kid, what did you want to be when you grew up?
- What roles or responsibilities do you enjoy and feel good at?
- What sucks your energy dry?
- Name three specific things that would definitely be part of your ideal life/job/role, and name three things that definitely wouldn't.
- What has your life experience told you about your destiny?
- What relationships or people have influenced your sense of destiny? How?
- How would a good friend describe what you are like?
- Which of your personal traits seem to most stand out to others?
- What are you great at? What are your best talents or natural abilities?
- What do you feel has been revealed to you about your destiny or calling?
- What sense of purpose have you drawn from your culture or community?
- How do you feel about your support system that you have around you?
- Do you currently have any practices that you find constructive or helpful?

You may have covered questions like the following during your Discovery Session, but revisiting some of them can bring fresh clarity.

- What initially made you decide to contact me?
- What do you hope to accomplish working with me?
- What's your biggest source of frustration right now?
- What is the biggest challenge you are currently facing?
- What's the biggest obstacle or the hesitation keeping you stuck?
- What do you feel is your biggest passion in your life?
- If you could change anything, what would you be most excited to change?
- How will affecting change in your life with me as your coach, impact others around you? What does that look like? How does that make you feel?

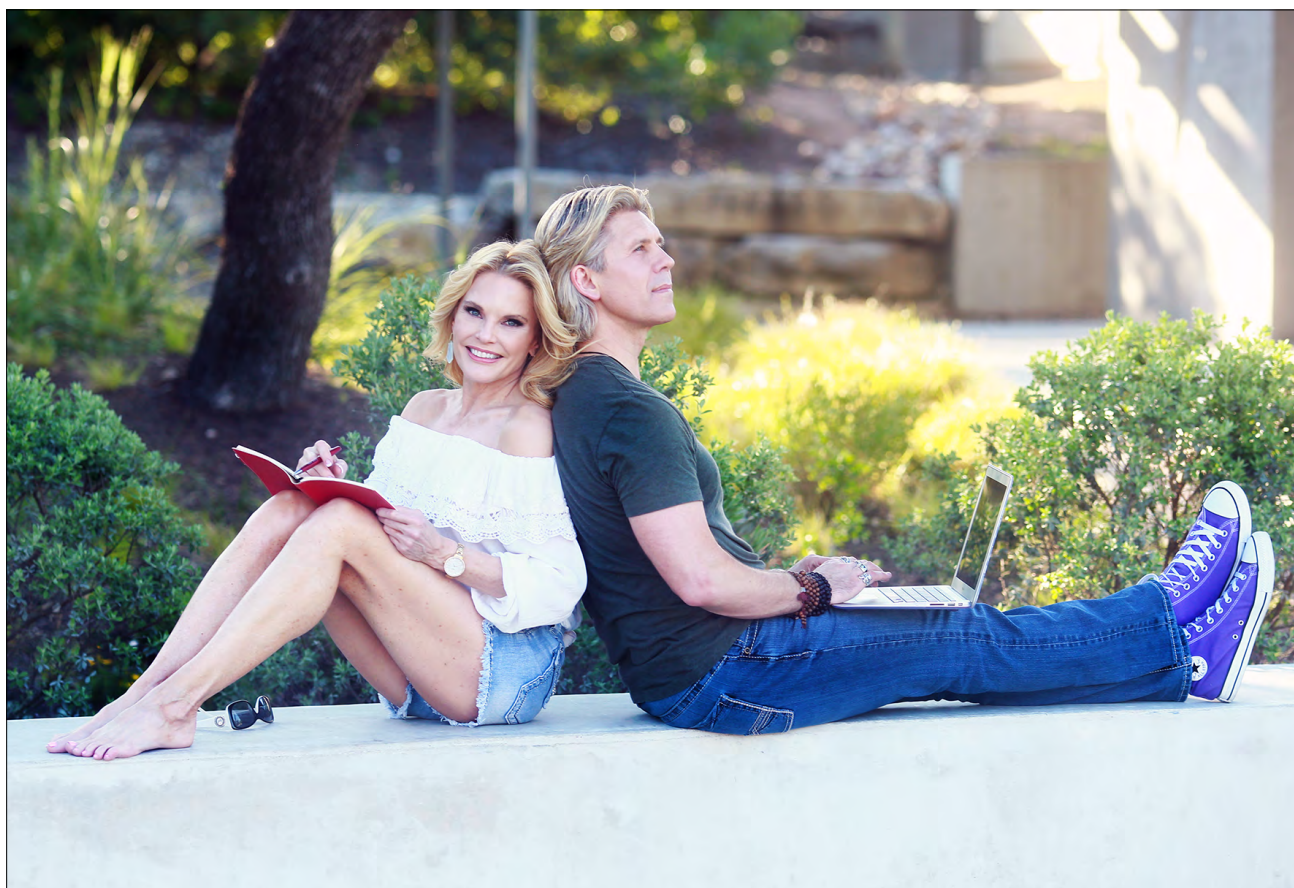


## When Questions Aren't The Answer

Coaching Questions are one of the main tools in a Coach's tool belt, but they aren't the answer all the time. Remember you have powerful tools such as Activators, Processes and the main S.A.T.O.R.I. Pillars to help you provide powerful sessions each and every time you coach.

Also give yourself permission to flow and be intuitive. During a session you may feel drawn to start with an Energy Activator, to help get the "issues out of the tissues", perhaps followed by a Meditation or a Mental Process.

Other times you may feel drawn to using an Energy Activator to open a session, and from there flow right into Coaching Questions — and round the session off with a Mental Process.



## The Best Advice We Can Give You

When YOU walk the talk by using these tools in your own life, you'll become more masterful as a Life-Force Coach. Your ability to intuitively know exactly what to ask and do next will grow more and more. Ultimately the more you master your own Life-Force the more you will be able to serve others.

*“A Life-Force Coach  
is a Life Coach  
on Steroids because now,  
the FORCE is with you”*

~ Trisbrina