



# LIFE COACH UNIVERSITY

Life Coach University  
Week 7: Consultative Experience

## Week 7: Consultative Experience

It's imperative that before we invite a client into the coaching experience that we qualify them through a consultation. Qualifying the client is most important because it helps you to serve the clients that you are called to support and most importantly, helps you to see consistent results.

Benefits of working with your ideal client:

- Greater fulfillment:
- More referrals:
- Increasing our prices:
- Completing your divine assignment:
- Exponential impact:
- Inspires your growth:

Dangers of serving outside of your scope:

- Poor reviews:
- No results:
- Lack of fulfillment:
- Frustration and questioning your gift:
- Misaligned with the purpose

The main goal of the consultative experience is to identify these 3 things:

- Where the person is (or thinks that they are) right now
- Where they want to be
- What limitations exist
- What limitations are perceived
- If/How you can help them

By discerning what future a person is attempting to generate, we can begin to make a different kind of sense of the actions she is taking presently, and perhaps we can even think backwards and begin to discern the origins of her action.

It's important that throughout the consultative experience that we identify positive and negative motivators. **Is your client motivated by fear of loss or reward?**

Identifying this will empower you as the coach to ask the questions that will challenge critical thinking for the client in a way that inspires action; which is our number goal is coaching.

Motivators are not limited to internal fears and desires but are often influenced by external factors:

- Environment
- Past experiences
- Societal standards

Understanding how this impacts a person's way of thinking, feeling and action will be vital to your success as a coach.

A strong consultative experience will include these elements:

- Build Rapport
- Opening/Assessment
- Active Listening
- Observation
- Understanding
- Paraphrasing
- Reflecting
- Visualization
- Breakthrough
- Invitation or alternative option

Today, we will focus on qualifying a client through a consultative experience using the guide provided within the portal.

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**Homework:**

- Read Chapter 12 Laser Focused Coaching
- Complete 1 consultation using the consultative experience guide and take notes about your experience.

**Framework Basics**