



LIFE COACH UNIVERSITY

Life Coach University
Week 5: Techniques Training
(Themes - Laser Focused Questions)

Week 5: Laser Focused Coaching Questions

What is a Laser Focused Coaching Question?

What impact does asking laser focused coaching questions have on the coaching experience?

- **Coach** - Asking laser focused questions helps the coach to streamline the coaching process by ensuring that the questions are always guiding the client to the solutions within that move their lives forward.
- **Client** - The ultimate goal for the coaching experience is to help the client find their answers by guiding them on the path of least resistance. When a client is easily introduced to their answers, they are more likely to trust the coach and most importantly trust themselves for long term decision making.
- **Overall Experience** - Contrary to popular belief the coaching experience must be enjoyable for both the coach and the client. The coach is satisfied when the client commits to their personal and/or professional growth, where the client is satisfied when they achieve a shift in their thinking and positive results from a renewed way of thinking. The coach and client both benefit from the clients progress.

Laser Focused Coaching is not just a skillset, it's a mindset. In order to develop the laser focused coaching mindset, you must:

- **Cultivate your curiosity:** Curiosity is the foundation of our work as coaches. Fact is, we only have a limited view of other people's perspectives and our curiosity is the only thing that will help us to gain a deeper understanding of what a person thinks, how they feel and why they are responding to life in the way that they are. Asking questions helps us to understand our clients interpretation of the language they use, the way they see themselves and the way they process experiences. Even if you have a prior relationship with the client, it's important that you enter the coaching experience as though you've just met them and have no prior knowledge of their actions, behaviors and responses to life.
- **Eliminate your ego:** The client is the expert. Not the coach. As the coach, you are the expert navigation guide but you must trust that the client always knows

what's best for them. The only thing that limits them from choosing what's best for them at any given time is simply their limiting view of themselves or the world. Once we help them to identify which perspectives are hindering success, they are able to see more possibilities and feel empowered to make decisions that are conducive to their personal and professional success.

- **Listen to learn:** Our jobs as masterful listeners and communicators is to focus less on what the client is saying and instead focus intently on the belief that drives the language and decisions. This is what I like to call "root" listening. You are listening to the conversation underneath the conversation. Our job as listeners is to listen to what the client is NOT saying.
- **Move the mission forward:** Our job as coaches is to stay out of the details of the past and keep our client laser focused on solutions that move their mission forward consistently. This not only helps them to achieve results throughout the coaching experience. This helps the client to develop a habit of thinking that helps them to remain solution focused in all situations, benefiting their lives long-term.

Using the Laser Focused Approach to coaching will enable you to:

- Avoid getting seduced by the story
- Ask questions that get right to the heart of the matter
- Have the client do all of the summary
- Know how to create the shift and what to do afterwards
- Recognize the client's underlying pattern and know how to address it and so much more

Below are a few laser-focused coaching questions that will help you to move your client forward whenever they are "stuck" on a problem or an emotion.

What does that mean for you/look like for you? - This question invites you into the clients interpretations and helps you to experience the world from their perspective.

How did your experience change your view of yourself or the world? - This question helps you to uncover the beliefs that have been shaped by your clients experiences. The beliefs are the foundation of our decision making and dictate 95% of our decision making.

What vision do you have for your life? - Helping the client to create a vision for their own lives will incline them to make decisions that are aligned with the vision. Creating goals without a vision is like creating a recipe for a dish that you haven't identified.

What could interfere with you creating this vision for your life or executing on certain goals? - Asking this type of question helps you and the client to identify potential threats that could interfere with their growth and development throughout the coaching process and beyond.

What will it cost you if you don't create this change? - This will help the client to envision what they could potentially lose or the negative impacts that staying the same or holding on to dead situations beyond their season.

What will you gain by making this change in your life right now? - This will help the client to envision the possibilities that are available to them if they create the change that they're requesting

What long-term impact will this change have for you? - This will help the client to see beyond their current situation and see the possibility of sustaining a long-term change within their life.

What will help you to sustain this change within your life? This question will help the client to explore their options of support and identify the resources that they have available to them, for them to be renewed.

What do you think caused you to respond in that way? This helps the client to gain a deeper understanding of the beliefs that drive their decisions. The decisions are variables, ever-changing. Helping the client to understand the why behind the response is the only way to help them alter the response and ultimately their lives.

What beliefs do you hold about that particular situation? This laser focused question helps the client to articulate the thoughts that drive their feelings. Our feelings are a direct reflection of what we're thinking and the only way to maintain control over them is to get laser-focused on the thoughts that we have associated with our experiences that produce what we feel and how we respond.

Why do you think you've been responding in this way? This helps the client to see that they are always in control of their responses. The power of choice keeps the client in the driver's seat of their lives and gives them the confidence to trust themselves and make profitable decisions that propel them towards a successful future.

Homework:

Evoking Excellence - Chapter 6

Laser Focused Coaching - Chapter 9 & 10

2 Recorded Laser-Focused Coaching Hours

