

- 1 | Coaching changes what's not working or improves what is working in a client's life**
 - What can coaches do to facilitate conversations with clients that lead to changed lives?
 - How do you help clients surface their most pressing issues in life and ministry?

- 2 | Coaches help clients distinguish truth from perceptions of truth**
 - What phrase do you use to challenge your clients beliefs and perspectives?
 - How do you help your clients separate facts from their perception of facts?

- 3 | Great questions arise from great listening - they don't arise from a list**
 - When do your list of questions become a hindrance rather than a help?
 - How comfortable are you with not knowing where the coaching conversation might go?

- 4 | There's a reason behind everything a client shares in a coaching session**
 - How often do you ask yourself, "Why is the client telling me this?"
 - How often do you ask yourself, "What's making this a problem for my client?"

- 5 | The first question a coach asks after the client's story is usually the most important**
 - What's the crux of the issue based on the client's story?
 - What does the client's story reveal about their vision, purpose, beliefs and perspectives?
 - What are the most common reasons your client become stuck?

- 6 | Effective coaches find ways to challenge their client's interpretations of the truth**
 - What may have been true in the past but no necessarily true now?

- 7 | Most coaching conversation involves giving, receiving or claiming permissions**
 - How can coaches help clients ask for what they need and want?
 - How can coaches help clients claim what they need and want?
 - What phrases indicate that clients don't feel that they have permission they want or need?

- 8 | The agreement defines what clients wish to focus on in coaching sessions**
 - How do you know if you're addressing the right things in a coaching conversation?
 - What are some typical indicators of a leverage point that may be worth going deeper with?

- 9 | A client's most common limiting belief is the belief that one has no other options**
 - What limiting beliefs do your clients elicit?
 - What types of language indicate limiting beliefs?
 - What are some examples of faulting thinking?

- 10 | Listen for the leverage points in coaching conversations**
 - What shifts in assumptions do you experience in coaching conversations?
 - What shifts in approaches or strategies do you experience in coaching conversations?
 - What shifts in perspectives do you experience in coaching conversations?

