



The Most Powerful Transformational Coaching Questions

If you are committed to transformational coaching, where your clients have major **foundational** shifts in their neurology, you must remember the work happens inside of them, not inside of you. Your job is not to bring **your** solutions to **their** problems, your job is to guide them to uncover their own solutions. These powerful questions will help you do just that.

1. **IDENTIFY WITH THEIR MODEL OF THE WORLD:** Always come from a place of curiosity, don't jump into their problems or project your thoughts. Stay in rapport, create a safe space. You are seeking to understand their model of the world, not seeking to change it or fix it so it matches yours.

GREAT Questions to ask to IDENTIFY with the client:

- *What is the problem from your perspective?*
- *What are you telling yourself about yourself because of this problem?*
- *What have you tried before that has worked?*
- *What have you tried before that hasn't worked?*
- *What are you telling yourself about the possible solutions?*
- *What are you really afraid of?*
- *What are your beliefs about yourself in general?*
- *What are your beliefs about the world in general?*
- *What do you really want in life?*
- *What's really important to you?*
- *What habits do you have that support your goals?*
- *What habits do you have that sabotage your goals?*

2. **GET LEVERAGE AND PERMISSION:** In order to get maximum leverage and permission, you must have identified with their model of the world, creating deep rapport. You need to know their highest values because therein lies the greatest reasons for change. If you do not think the client is ready to change in this moment, do not move forward. Keep digging until you get the necessary readiness to change.



GREAT Questions to ask to GET LEVERAGE:

- *If you don't make this change, what will it mean?*
- *If you don't make this change, what will it cost you?*
- *What's missing in your life?*
- *Who in your life is missing out?*
- *Who else does this pattern or behavior hurt?*
- *When will you know that you've suffered enough?*
- *How do you know that you're ready to change now?*

GREAT Questions to ask to GET PERMISSION:

- *Do you want to clear this now? As in, today, in this moment, right now?*
- *Would you like some help with this issue right now?*
- *Do I have permission to coach you through this?*
- *It is okay with your unconscious mind to eliminate this problem and have conscious awareness of the change?*

3. **NEW OUTCOMES:** Have the client define the new desired place. In other words, when the coaching session is complete, what does he/she want to be feeling, thinking, experiencing, etc? Make sure the client is **crystal clear** about the new desired outcomes, that he/she comes up with them on their own, and everything is stated in the client's language.

GREAT Questions to clarify NEW OUTCOMES:

- *What are you not experiencing right now that you want to experience?*
- *What are you experiencing right now that you no longer want to experience?*
- *How do you want to feel?*
- *What would you like to happen?*
- *What would that look like?*
 - *Paint me a picture. Who is there? What do you see all around you? What do you hear? What do you smell? What are you thinking? What are you not thinking? How do you feel inside? Be as detailed as possible.*

These guidelines are taken from the "I.G.N.I.T.E." formula for transformational coaching results. For more information, visit www.CoachSeanSmith.com/BCC