



# Sacred Depths Certification

## Reflecting the Truth Techniques (A Tool for Creating Awareness)

“ Reflecting truth is sharing directly with your client what you’re seeing or sensing. ”

*Most of the time you want to create awareness by asking breakthrough questions. However, sometimes reflecting the truth back may be more impactful.*

### How to Reflect the Truth

#### I. Preparation

Question to Keep Top of Mind: What is my client NOT seeing, accepting, or fully embracing that would create a shortcut to their growth or results?

- Almost always, ask enough questions first to see if the client can come to the awareness on their own, before moving on to Reflecting the Truth.
- Check in with your inner wisdom on whether or not the client is ready to hear the truth. (This is not a perfect science, but consider: Do they have a history of being defensive? What is their mood today?)
- Be willing to be wrong. Tell the client that it’s okay if you are wrong and leave open the option to be wrong (delivery is key in this).
- Reconnect to your LOVE for your client and to the TRUST that they are whole and complete exactly as they are.
- Make sure you’ve got an Equal Playing Field. If it’s skewed to where you think your client is better than you, you won’t have the confidence and courage to share what you are seeing. If it’s skewed to where you think you are better than your client, you run the risk of “Guru-ing” and disempowering them.

### Strategy #1 - Slow and Steady

- Ask Permission

*Example: "There is something I'm noticing about what you're sharing that you may or may not be aware of. Would you be open to me sharing this with you?"*

- Share the Truth that you are seeing.

*Example: "I may not be getting this right, and I trust your inner wisdom, so you will let me know. I've noticed X . . . am I getting that right?"*

- > X= you tend to self-sabotage every time you have a success
- > X= you are such a confident person, but when it comes to networking it's like you lose all of your confidence

- Follow up with a deeper question about the topic

*Example: Why do you think that happens?*

### Strategy #2 - Personal Anecdote

- Remember: Only use a Personal Anecdote if it's truly applicable.

- Ask Permission to Tell a Personal Anecdote

*Example: "Your situation really reminds me of something similar that happened to me. May I share it with you? I think it would be beneficial for your learning here."*

- Help Client Connect Your Personal Anecdote to Their Needs

*Example: "How might this relate to your situation? And if it doesn't, let me know! I may be off here."*

### Strategy #3 – The Question Zinger

- Introduce Language into Your Questioning that the Client Hasn't Used Yet.

*Example: The Client is working, working, all the time. Doesn't want to but works all the time anyway.*

- > Question: When did you become *addicted* to working?; or
- > Question: So, when did you decide that you were going to *risk everything in your life*, even your health, for your work?

### Strategy #4 - Bold & Beautiful

- Need a tight container for this, and to have a sense client can really handle it
- Being bold does not mean that love & total and utter respect isn't involved – Energy matters a lot!

*Example:*

- > "My BS detector is going off right now...."
- > "I don't believe that...."
- > "You're hiding...."
- > "Really?....."

## II. Pre-Framing

*When you Pre-frame, you are already calling out the resistance or trigger before your client has a chance to go into resistance or get triggered . . . and it can be a very powerful tool in avoiding resistance and trigger -- or at the very least making your client AWARE of her reactions before they happen. It also signals to your client that their anger or reaction or whatever it is, is welcome in the container and that you and the container can handle it, that it's normal and that you can work through it together.*

1. If you know that you're going to Reflect a Truth that has the potential to be hard, triggering, uncomfortable, or anger-inducing, Pre-frame it in Strategy #1 when you are Asking for Permission.
  - Example: "I'm noticing a pattern that I'd like to share with you. When I first mention it, it may have the potential to piss you off, but it feels important for us to look at together. Would you be open to me sharing this with you? . . . And if it pisses you off, just let me know!"; OR
  - "There's something I'm noticing about what you're sharing that you may not be aware of. Would you be open to me sharing it with you?" [Client says YES, and you say:] "Great, so it might sound odd or maybe even make you feel uncomfortable at first, but bear with me . . .".
2. Remember: "An ounce of PRE-FRAMING is worth a pound of REFRAMING!"

## III. Mirroring

*This technique is used to reflect back simple truths. It is typically used after a client shares something significant or something with a lot of details. It is an elegant way to let your client feel seen, heard and loved, as well as create awareness. Sometimes your client will speak the truth but haven't fully taken it in. Mirroring gives them space and opportunity to take in their truths more deeply for themselves.*

Here's language you can use for mirroring:

- "Let's pause here for a moment."  
*This punctuates the flow and opens up the space for the truth that is being reflected.*
- "This is what I'm hearing, and I want to make sure I'm getting it right."  
*Slow down your pace and modulate your tone so the client can really take in what you are about to say.*
- Reflect back important facts heard in all the details. Emphasize the most important parts back that need emphasis. You may use client's own language or to create awareness, you may insert new words or phrases the client hasn't used that will help reflect the truth.



## At Home Work

With a client or in your personal life, experiment with reflecting a hard truth that you would not have shared before today's class. Don't be afraid to go deep.