Breakthrough Questioning Skills - Part 2

0:23

Hi, everyone. Good to see you give everyone a second before we start. All right, we'll let everyone come in as they come in.

1:11

We're moving into questioning Part Two today. But before we do, I wanted to just mention, first of all, it was great to see a number of you at yesterday's monthly q&a call. It was an I mean, they always are awesome. I feel like yesterday was an especially just really great call with a lot of content that came through that I think is relevant for a lot of the people here. So first is just a reminder that we have those monthly q&a calls, please, you're always welcome to come whether you have a question or not, if you're wanting support, if you're wanting inspiration, if you're wanting motivation, if you're wanting just a little bit more of a container for action taking, if you have questions that are coming up with client cases or with groups that you're leading around your marketing, eat, or whatever it is, that's that's a space for you to come and ask me anything that you want. Second reminder is those recordings are also available to you. So you always have those. If you're wanting not that there's not enough content here and sacred texts, but if you're ever wanting extra content, you've got the recordings of those calls, and so much content comes through those calls. And then the third thing around that, that I just wanted to share, and remind all of you of because if you're anything like me, you're really good at giving support, but maybe not so good at receiving support. I feel like it's always the coach's dilemma. But I want to just remind you that there's so much support here, available to you in the container of this program. If you can't make a q&a call and you have a question for me really on anything posted in the Facebook group, or get in touch with me or whatever it is, if I can't answer it, or if it's too much, or whatever, I'll let you know, but 9.99999 times out of 10, I will be able to answer it and I will always be so happy that you reached out I really am just one of those teachers, practitioners, entrepreneurs that that wants to help as much as I can. So please just know that that support is there for you. All right, so that being said, last week, we started our break through questioning module by looking at foundational, you know, the best way I can describe it is foundational prints principles behind really good breakthrough questions. And in our call today, in our session today, we're going to be looking at different types of questions. But it's not just a list of different types of questions. I'm gonna go through and explain for each one, how that type of question works, why it works, and when are the best moments to use it. You have a handout on all of this, I may not hit every single type of question that I have there on the handout because there's a lot that we think you know detailed and Virgo, and just like want to give you as much as I can, but I'll be pulling the most important pieces from it.

5:11

If you're a seasoned practitioner, I want to invite you to pay special attention to our class today. And that's because sometimes when we're seasoned, we can get into a rut with the questions that we ask. Probably, they're very good questions. It's not about stopping to use the questions that you're already asking. But what can

sometimes happen is just we kind of end up relying on the same kinds of questions over and over again. And part of my intention for you today, if you're a seasoned practitioner, is for you to have more types of questions in your toolbox, and at your fingertips. So pay attention and see like, Oh, this is maybe a type of question I don't often use that I'd really like to start bringing in or this is a type Prakash, you know, I'm using this type a lot. And it's great, but I can ease up on that a little bit. Whether you are seasoned, or a newer practitioner, the other thing that I want to mention as we go into our time together today is that I'm going to be sharing today's class, maybe more so than any of the others, I'm going to be sharing a lot of content, we're going to be doing less self exploration, I'm going to be sharing a lot of content, we're not going to be processing it kind of in the ways that we usually do in our other sessions. Instead of giving you kind of a salad bar of different options today, know this, you are not going to integrate all of it by the end of the call today, or even within the next week or two. And you're not meant to so don't get overwhelmed by the salad bar options. Take in what you need to take in and through your practice. Over the next months, you're going to integrate more and more and more. I teach to sacred depths classes every Tuesday, your cohort and the one right before you I teach it 1230 to two is a cohort that started last winter, and they're getting close to wrapping up, which is always so sad. But the reason why I'm bringing it up is because today they've got about six weeks left in sacred depths. And we had a big discussion today about how for a number of them kind of like somewhere in the middle of the program. They were like, holy moly, how am I going to integrate all of this, this is a lot of information. But they stuck with it. And now that they're nearing towards the end, it's like there's just so much integration has happened, so much movement has happened. And what I shared with them that I'll also share with you is even by the time we get to our very last class, you won't have integrated everything here, I'm sharing so much over these 10 months. And that is as it should be, you'll have integrated and embodied so much and then it's going to continue to work on you. After that. I promise that so no myth of perfection, no myth of arrival, no myth of like getting it all in a day here. That is that is maybe what the industry would have you think, but we know the deeper truth about what mastery takes and also that it's not binary. It's not like unless you've integrated at all you're not master. All right. Okay, last piece, before we go into different categories of questions is I want to say this, you have this handout with the different categories as well as the list of I think like 40 or 50 coaching questions,

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just so that you all know my first Oh no, six months as a coach, I had for every single coaching session that I lead lists of different questions in front of me, because I was like, what if I don't know what questions to ask and under, I'm not going to be able to write and add an eye. Every now and again. During a session I consulted the list, and it was super helpful. But what was even more helpful is just to have it there as a crutch. Just knowing that I was being held by the different question ideas, it allowed me to actually be more fully present in the sessions, and then be guided by my listening and my intuition. And I did peak every now and again, too. So I just offer that to you. Because if that's something that would be helpful, or you're thinking about doing like, there's no shame at all in having the notes out and the ideas out to kind of get get you on your way with it. All right, I just said a lot by way of introduction, anything that anybody wants to say, or share, or ask, or what's been like on your mind, or clicking together since our first session on questions, anything that anyone needs before I jump into the different categories and types of questions? No,

11:08 okay.

11:11

So there are many, many, many different categories of questions, and this list isn't exhaustive. But I, I think I really hit on like some of the some of the ones that you're going to want to use the most. So the first category of question that I want us to take a look at today, I call the am I getting that right? Question? Am I getting that right question? We've actually already looked at this category pretty deeply in our creating awareness module you want to use and getting that right type of question, after you've reflected back to a client on something that you've just heard, after you've created awareness? And the am I getting that right question can sound lots of

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different ways it can sound like I'm hearing X, whatever the X is, am I getting that? Right? It can sound like it sounds like what you're saying is why am I hearing that correctly? It can also sound like as you were speaking, I could almost get the sense that Z and I getting that right. Right. So those are just some examples. All right. Next category of question. That is one that gets overlooked a lot. But one that I think is a really important question. I use it a lot in my coaching, I call it a definition question, a definition question. So you might think that you know what a client means when they use a certain term, or speak about a certain concept. But don't make assumptions. Because you might actually be working from a different definition than what the client is working from. And even if you're working on the same definition of a certain term and a certain concept, it can be so powerful for the client to define it for themselves. So for example, if they're talking about wanting more freedom in their life, or they're talking about success, or they're talking about balance, I will often ask unless we've defined it together before you know when a concept a bigger kind of concept like that comes up. I will also I will often ask a definition question. So for example, what does freedom mean to you? Or define what a great romantic relationship is? Or tell me more about what you mean by success? Here's another kind of definition question that can be really powerful. How is x different than y? How is x different than y? So for example, it Let's say a client is talking about wanting more space. How is space in your schedule different than space in your mind? Or how is self trust different than self confidence? Or what's the difference between service and servitude. So in other words, defining two related concepts can support a client to get clear on what it is they're actually wanting or going for or not wanting, et cetera, that can help connect a lot of dots. Right, let me pause there any thoughts or questions on? Am I getting that right questions or definition questions? Lisa,

16:00

I keep having a when you say, am I getting that right to me? I can't get away from the fact it feels like I'm trying to have my ego stroked by the person the by the other person. But I have to ask them, Am I getting this right? And it feels very? It doesn't feel right for me somehow.

16:24

Yeah, well, this is a great example of always coach the work based dabbler who and also as a practitioner, always use the language that that is going to feel right for you in combination with language that's going to feel right for the client. So for you, what would be a different way of wording that Lisa, to get across the point that you know, I've just reflected something, but you client have full agency to know if that feels like a truth or not to you.

17:00

I could ask how does that feel for you? That would be really simple. Yeah, the other way that I asked the same thing I think is I might I say I might be getting this wrong, because I really want to level the playing field. So I say I say to my clients, not I might be getting this wrong, because sometimes I do I get it completely wrong. But I'm just getting the feeling that or as you were saying this. Yeah, well, it did that might be a British thing.

17:29

I don't think it's a British thing, because I do that sometimes, too. And I don't energetics are everything more important than words, right. So when I say that to a client, I might not be getting this right. Or even when I say am I getting this? Right? Whatever it is, let me know if I'm getting this wrong. where I'm coming from energetically isn't stroke my ego or putting myself down, right? where I'm coming from energetically is, this is what I sense I'm hearing but this is your session client. This is your process client and you know, best client. So let me know if that reflection is the path we want to go down

18:10

or not. Yes. And to be clear, I've never felt you coming from that place when you said it. So it's like, well, how does she do that?

Yeah, so it's right. So it's that energetic piece. But if you need different words for you to feel aligned in the energetics, I love some of the things that you How does that feel you said Beautiful. Okay. Great. Thank you. Yeah. And Vesica saying in the chat, what I'm hearing is does this resonate? Yeah, no, one. Good. All right, let's keep on going. So another category of question that you want to have in your tool box. And this is one that we use, I think all the time in many of our relationships and communications is what I call clarifying the current situation. Question, clarifying the current situation question. So you want to use this type of question to gather more detail on the situation, or the scenario that your client is telling you about? And you're going to ask this question in moments where it feels important where either you as the practitioner need more information, or in moments where clarifying the current situation will help create more awareness and understanding for the client of their situation. Sometimes asking more details about what's going on can help a client clarify more. Now, the thing with this clarifying current situation questions is that this is an The one of the important pieces only go as far as the details you need. Don't get caught up in like, chatty or Oh, that's so interesting, right? Like, always, like we spoke about in our questioning one session, we're always tracking to make sure that our questions are moving us towards what the client wants to receive from the session overarching, and from the work together from the session, and then from the work together overarching. So we're not going to clarify and get more details just because it's juicy. But because it's a leading us towards the end goals. So, so many ways of asking clarifying current situation questions, I'll just name a few. For example, what is what exactly did she say during the team meeting? Right? So if a client is talking, they're like, Oh, my supervisor was so rude. And she really just, you know, this, that new thing? What exactly did she say? Another example, how did that date go badly? Oh, that date sucked. I never want to date again, I don't know how to date I just How did that date go badly? Let's get more clear here, right? And questions like this, again, back to not only does it help you, as the practitioner, get more information, what it can do for the client is to start to see like, okay, not everything went badly. And therefore, I just don't know how to do this. But that didn't work. Oh, that wasn't actually even my fault. And that didn't work. And I could maybe do that a little bit differently. Right. So it can start to pinpoint where to go deeper and create awareness. That it's not catastrophic, et cetera. Other types other ways, clarifying current situation? Questions can sound Tell me a little bit more about right. So when you say that nobody signed up for your program. Tell me a little bit more about that. Were there was there no interest at all? Did some people email in, but it didn't quite make it you know, so that you can again start to pinpoint and strategize with clients.

22:40 Here's

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another clarifying current situation question that when used in the right moment can be really powerful. What are you overlooking in this situation? What are you overlooking? Okay, another category of questions to have in your toolbox are visioning questions. Now we're going to do a whole module on visioning skills and supporting clients to vision where they want to go and their goals and we'll get into all the nuances of that. But for now, I for visioning questions I want to hone in on this isn't the right word, but like little visions versus this is the big vision, but you know, if like you're in a in a session with a client, what are the moments where a visioning question can really help? So you want to use a visioning question? When you're listening to your client and your see that something probably needs to change about whatever situation they're talking about. You want to ask a visioning question. When you're listening to a client and you hear that maybe something needs to be tweaked. That's a good moment for a visioning question. When you're listening to a client, and you sense that an issue wants to be resolved or seen in a different way than it's being seen by the client and that moment, like a different perspective could be helpful. That's a good moment for a visioning question. When you're working with a client, and it starts to become apparent that there's a new creative idea, a new project, a new incentive that's ready to emerge. That's a good moment for a visioning question. And also when you're working with a client, and you sense that the client is ready for an expansion. That's a good moment for a visioning question. Some examples of visioning questions. What would it look like? If? What would it look like? If you owned your own business? What would it look like? If you found a home that was aligned for you? What would it look like if you were in right

relationship with your sister? Here's another example of a visioning question. If you could change one thing about X, what would it be? If you could change one thing about x? If you could change one thing about your home? What would it be? If you could change one thing about your relationship with your children? What would it be? If you could change one thing about the about your exercise routine? What would it be? I often like to ask this kind of this visioning question when I sense that it would be too overwhelming for a client to do a full overhaul of something. But they're ready for a change, they're ready to consider tweaking one thing that can make a big difference. So that's when I would get specific on that language. If you could change one thing, what would it be? Here's another visioning question. If you could have this any way that you wanted? How would you have it? We'll get to the smaller and our bigger visioning module. But I just see for now, like, how often in life? Do we get the opportunity for someone to ask us and then listen to how we really want something to what that deep desire is? And how useful is it to have the space to do that? Here's another kind of visioning question. What would the best possible outcome look like here? What would the best possible outcome look like here, so someone is going into a really tough team meeting, and they're worried about X, Y, and Z?

27:42

You might get to the concerns also. But first, let them have a vision of where they want to take that meeting. And then you can get to the details, right? What would the best outcome look like here? Sometimes one of the reasons why this question can be really possible is, if someone is if a client is kind of engaged in perfectionist thinking, and they're not able to, like see a situation in any way other than it's going to be perfect. Asking a question like what's the best possible outcome here can help them see okay, X, Y, and Z can't happen. But a, b and c could happen these with you know, what we're working with here. And to bring some acceptance to that. Lisa is asking, is there a category of visioning that uses what would it feel like or is that another category? I love that question, Lisa, you can. So my Virgo self likes to put CAD make categories. Those questions can go under visioning as well, or will also get to them. Actually. Next feeling questions is where we're going next. So there you go. You're right on cue. Um, what would you like to have happen here? What do you see when you step out of the box for this situation? Right, whatever the situation is, what do you see when you step out of the box? Here's another visioning question that I love. And insert any language. I'm going to use the word universe here but insert any language that resonates with the client. Where does the universe want you to stretch next in this situation? Where does the universe want you to stretch next in this situation? Sometimes a simple what else? Right? A client is describing what they want their ideal romantic relationship to look like they've shared a lot. Sometimes when you ask what else it's like they get to that thing that they actually really want the most. In the ideal relationship. They just needed that space and that extra prompting to get there.

30:30

Okay. I Nina. I'm wondering, Why is it only for small changes you were you were saying that, is that a change? Is it because in the beginning of the relationship with the client, you're kind of throwing the bigger picture or why can it be a big change?

30:54

I'm glad you're clarifying. When I was saying that. I was like, I didn't give enough context for that. You'll see when we get to the visioning module, often not always, but oftentimes at the beginning of a coaching cycle of sessions, you'll want to do some visioning a bigger picture visioning with the client of like where they want to end by the time you're done with all of the sessions. Sometimes they don't know when it's not the right moment when you're starting. And you'll kind of get to that more overarching visioning. After you've done some cleanup work, some release, work, some grieving, you know, whatever needs to happen. But so I just like to make this distinction is sometimes there's moments for work, we're visioning something farther off into the future. Versus sometimes there's a moment where this is a vision that can be sorted through and by the end of the session and strategized and then executed within the next week or two.

Is that helpful? Okay. Yes, yes. Thank

32:06

you. Yeah, you're welcome. I'm glad you asked. Sarah saying so reminds me of a quote. I'm mulling over this month from where the wild things are. There should be a place where only the things you want to happen happen. That's beautiful. Yes, maybe that place is coaching first, and then yeah, nice. And that's part of, you know, we'll we'll look more deeply at this when we go deeper into visioning. But that is one of our many roles as coaches is to create a container, where people can even first admit to themselves, what it is that they deeply desire, and really want.

32:57

Okay, so feeling questions, that's another category feeling questions. You want to use a feeling question, either after a series of intellectual or mental awarenesses. If you're in a lot on the cognitive level, and there's a lot of kind of, yeah, just intellectual understanding. You may want to bring it to a feeling now of all the intellectual information that's coming through it, you might want to use a feeling question when you sense a client, it could be really helpful for the client in that moment to connect deeper than just the cognitive to bring feeling and emotion to it. And then the other time that I like to ask feeling questions is when I sense that I'm having a conversation with my client, and we're like talking through the things. But there isn't an emotional resonance with what we're discussing. That's like, we're going through the motions and you know, but but there I'm not feeling that the client is connecting emotionally to what we're talking about. So examples of feeling questions. How would that feel like Lisa said before, or what would it feel like? How do you feel in your body right now, as you describe that conversation with your sister? Or how do you feel in your body right now, as you talk about what you want to create next in your business? Here's another example of a feeling question. What is your heart telling you about This, maybe, you know, can be used in so many different scenarios. But just as one example, you're working with a client on making a decision, do they do a? Or do they do B? And there you're talking about the pros and the cons. But there's not there's still like, it's all on the intellectual level. What is your heart telling you about this decision? What do you notice about the tone of your voice? As you share this? I love using this question in like the right moment can reveal so much to a client about how they're feeling about what they want, about what their boundaries are, you know, so many things. What do you notice about the tone of your voice as you're sharing that?

36:01

Here's, I'm putting this under feeling questions. But I don't know, you could argue me on this. But still, we'll talk about it here. What what's an image that reflects that situation, or what's an image that describes what you were just talking about? Having a client associate an image with a scenario that they were just talking about, or feeling something that is maybe not tangible, can help them relate to the feeling and also just get so much more information about it. And then also, sometimes, as a creating awareness strategy, I as the practitioner might share the image as you were just talking about what you want to do next in your business, it reminded me of a race horse just waiting right behind the gate for it to open right so using an image or a metaphor to evoke feeling. Another type of feeling question is if you know that a client values a certain kind of feeling or quality of feeling using that in the question, what would feel exciting here for you What would feel joyful here for you? What would help you feel at peace in this situation? Alright, so let me pause there any thoughts? Questions on visioning questions or feeling questions?

38:04

know I'll get before we go further, let I wanted pause and just ask what's

38:15

I just want? I didn't put my hand up, but um, I just wanted to say, Hey, can I just jump in right now? Yeah, I had written it, but I don't think you saw it. But um, I always start now that you've said it with the feeling question I © Applied Depth Practitioner Institute | AppliedDepthInstitute.com | All rights Reserved | 6

always ask, how is your breathing right now? What is it what's happening with your breath? You know, and then I wait, and then is it sure does it deep is uh, you know, I noticed that you're, you're not reading up into your chest and so I I use the breath a lot. That's

38:48

so powerful. Thank you for sharing that and for flagging that I didn't see that in the chat. Yeah, I love that. I love that. Good. I'd love to hear from one or two of you what swirling for you right now as we look at these categories like what what's coming together for you in general about questioning? What are you seeing what's feeling important? What are you noticing?

39:19

Can I just continue then right now so I'm really this is very powerful for me. They sound questionings questions for your toolbox. And I've been I shared with you the last time about me doing the emotional release bodywork for so many years. So this feeling part of this category is big. For me. It's all about the feeling every which way I can come up with it. What's your breath doing? I noticed there's some color in your face. What's happening or you know, make a sound. How does your voice sound when you speak right now and Yeah. So. So with this, you've just added some other ways that, you know, remember I talked about how to have my sessions go longer? There you go. Lots of things to discuss. So this is really helpful about the definition questions. And you know, getting my seeing it right. You know, you know, it just gives me more to ask, it helps me to not just, even though the specialty is just putting it in a little box, emotional release bodywork. But he's helping me to widen it some more. And, yeah, so I really appreciate this.

40:45

Yeah, I'm so so glad. Yeah. And that speaks to a little bit to what I was sharing in the beginning, too, if we can kind of when we've been doing what we've been doing for a long time, and we're really good at it, we can tend to only ask certain types of questions, which are great. We don't want to stop asking those questions. But it's so good to expand the horizon get Natalie.

41:09

Yeah, in terms of what's coming to mind for me. So as as you're seeing the questions, as I'm writing them down, they all make sense. I could think of scenarios and moments when they'll be helpful and all of that. And I also used to have my little cheat sheet on the side as well, which I barely ever remember was even there, but it was there. But here's the challenge, though. Like, there's so many times that we're have moments where I'm like, What's the question? You know, you know, like, even though, like, in the moment, I can just go blank. And I don't know if you can speak to that, like, yeah,

41:43

yeah, I love it. So I'm gonna say two things on this. So in the moments when you don't know what the question is, you have lots of you actually still have lots of choices. Lots of directions to go in. And it all starts with energetics. Okay, so the moment like, when we don't know what question to ask the moment in our heads, we go to Oh, my God, so I'm gonna mess it up. Like, I'm not gonna look good, or was the client gonna think I'm not gonna get them to where they want to go? Like the moment our energetics get off? That's, that's when things go awry. But the moment we don't know what question to ask, nothing has gone awry. All it means is that we're a human being. And we don't know the question to ask. And it might be, because we don't know yet. Or it might be that it just it's not revealed yet. And so when that happens, and by the way, that happens to me, sometimes, at least once a week, I promise to all of you. After checking your energetics, you hear your choices. Number one, you can say to the client, I know that there's a really important question here. And I sense that you know what the question is, what do you what's your next question for yourself here? So that's one choice. That's almost always worked every time I've done that. And I'm sometimes I'll say, like, I don't? I know, there's an important question. And I'm having trouble articulating it. Do you know what the question is? Right? It's a co creation. So

that's one choice. Another choice is start by reflecting back what you just heard. So reflect back what you just heard from the client, mirror back to them, and then say, what's important about that? And then that'll kind of get the juices flowing again, to the next place.

43:52

That's so good. That's such a good reminder. Reflection is it's such a powerful tool in itself, and and to use that moment of like, Oh, crap, I have a question.

44:03

Or some time also, when you reflect back buys you some time, and it's always purposeful, right? Good. Good. Good. Thank you. Yeah, you're welcome. And I can't remember if I've shared this with all of you yet or not, but also just to say, one of the best ways to build your questioning muscle, in addition to the partner practice that we're doing, in addition to the practical questioning practicum that will have in addition to doing all of the homework and bringing this to your client sessions, is after a session, go take a few moments after the session. And one of the questions you can ask yourself is what questions would I I could go back what questions that I ask are what questions would I ask differently? And take the five minutes to think about what would you ask and how would you ask it and with what words like craft questions Hmm, that will help build the muscle so that it's more of that's even there for you next time. But also, if you hit on a really good question that you feel like would be important for your client, you can email it to them and be like, Hey, I was thinking about you. I wanted to toss this your way. Right or bring it to the next session. Bench Benson.

45:23

I just wanted to appreciate this process. And yeah, I really appreciated your invitation at the beginning for seasons, folks to listen intently, and I was impacted by that. And I, I just especially love the feeling into the feelings questions. Because I feel like this is a place where sometimes I tend to just go to the place where the client is and match them. They're right when they're in the cognitive place. But then, in the back of my head, I'm like, Hmm, is this is this what's needed right now? Or is something else needed right now? Yes, yeah. And then usually the energy shifts and some, right, but like, it's not always from my questioning. And so it's, this is just such a lovely, very explicit tool to have when I have when I have that experience now going forward, and I can just remember, oh, yeah, I can pull in a feelings question to see if that's where we need to go. And it might not be.

46:41

Exactly I'm glad, like, that's right. That's, that's, and that's okay, it's safe. You can ask a question that doesn't land. If you have that solid container with your client, they'll be like, it doesn't land. And then every now and again, it might be like, what does it not land? Because you're is there resistance or resistance? The other times you're just like, No, that didn't land. Okay. Great. Next question. Right. So good. I'm so glad that's coming to your awareness. Everyone hold on a second. There's a lot of activity in my house to be a little bit more quiet.

47:33

Sorry about that. Okay, Carmen is asking in the chat, would you consider listening to a recording if available as a positive exploration, like to go back and see, I mean, I hate to listen to go back and listen to anything. I mean, really, I try to avoid it at all costs. But that being said, the if you have the time and the space and the willingness to record a session, you can do it with practice partner in this group, and then go back and listen and pause the recording in certain places and be like, Hmm, I might have done this differently then, or I might like do that differently. I think that's a great way of building the muscle. All right, Julie, and then we're gonna continue on with some more categories.

48:27

Hi, um, I'm going to try my best to make this relevant to what we're talking about. So as you remember, or may remember, I just did this big catering event on Sunday, huge success. And I was listening to a podcast last Friday, while I was grilling 40 pounds of chicken. And it was all about the power of intention and that sometimes, and I don't know if any of you are big Tara brach fans, but it was a Tara Brach. Talk about intention. And she was just highlighting how unless we really are intentional about considering what our intention is, you know, it may or it may be positive or negative ultimately. And that that question and conversation got me thinking throughout the weekend, what was my intention for offering to do this event for free? Because I was I've been recognizing myself consistently throughout like, why the heck are you? Why did you do this? Why did you put yourself out there in this way? And like, keep checking myself like, okay, Julie, even though you think there's the possibility that maybe she's going to offer you some money. There's also the possibility that she won't, and if you're disappointed, that's on you. You You made your bed, and so that's where I am with it. And then I was reading I've been reading In this memoir, and this morning, I was reading about how she learned through her work with Wayne Dyer about you know, she kind of came to this questioning in her own life around, how may I serve? And I was reminded, it's just one of so many ways that I identify with this writer. That's a question that I really try to remember to guide have guide me. And so it brought me back to the question of my intention for doing certain event was to be of service and in service, and it genuinely felt good, like to do it. And also to have so much beautiful positive reflection from community members. And but there's this other piece where I recognized like, afterwards, I was like, why am I having a hard time feeling proud of myself for this accomplishment, and what I recognize that is that it's attached to the money piece, and not getting paid, and that there's still part of me that has like, my self worth attached to my earnings. So all of this is to come back. I just wanted to kind of share that reflection, around intention and intentionality and and to ask, like, when and where or what is there a category where in you might invite a client to explore their intention around what they're working with?

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That's one of the categories will either get their voice to voice or it's on your it's on the sheet. But absolutely. What's your intention? What's the deeper why behind this as some sometimes a question that I'll ask what are you receiving from this can be another type of, you know, intention, but absolutely. At the beginning of this program, one of the things that I had all of us do, if you all remember is I had, I asked everybody what their intention for the for the program was, I do that at the beginning of every workshop that I teach every program that I lead, because the getting clear on an intention not only clarifies, but it helps create investment. So then if you go to strategize with a client about whatever it is that they're creating, there's more investment in the creating it because they understand now what their intention is for it. So yeah, absolutely. It's an important category of question. Good. All right. Oh, actually. So funny. What is the next category? There's a category called intention questions. But I have a category here also called Motivation questions, which we're going to look at next, which I think also dovetails really nicely into what Julie was just sharing. And you know exactly what I just said, when your client is aware of their motivation or their intention, it's easier for them to move forward. So you want to use this kind of question. When you sense your client needs, motivation, or a bigger reason? Or a coming to acceptance of why if it's aligned for them, if they need a mission, and inspiration. What's your intention? As Julie asked, is a great one, you can ask like I said, What's your deep why? Why is that important? What value does this experience have for you? Julie's asking, can you speak to the distinction between motivation and intention in this context? Yeah, so back to like definitions. For you, Julie, when? Well, I won't say it, I'll ask you, when you were talking about intentions, what was your definition of intention?

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I mean, I guess really, it was what is my why? And like some of the questions I asked myself following that was like, Am I doing this for approval? Am I doing this for recognition? Am I doing this to be more well liked within the community? Because remember how I spoke about the sense that people don't like me? Am I doing this to be viewed as a better friend to cultivate a deeper friendship with this person who's already a good friend? I was just wanting to really check myself.

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Yeah, yeah. So intention. For sure that deeper why understanding why? To me the way I was using it, but you might have different definitions I could interchange like that deeper. Why is the motivation or the more most aligned motivation when you get to the intention?

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Well, and so speaking to that, I feel like then today being reminded of this question, How may I serve? I feel like getting back being reminded of that coming back to that really helped me to put my own sense of unrest around it to rest really just like I was like, okay, back on with, this is my true intention to be of service. And I was reminded of like, all my years as a as a single mom, and all of the ways that I received so much kindness and generosity and support so many people, always knowing that the day would come when I could pay it forward. Yeah, no, this is a big pain and forward.

55:59

Yes. I love that. Yeah. Really, really nice. Good. Okay, good. Sometimes the why question, the intention question, the motivation question can be powerful if it's related to the spirit level of learning. So when I say spirit, I don't mean God. Whatever language for your client signifies something that's bigger than they are. So sometimes intention comes from ourselves. And then sometimes intention comes from something bigger than we are. Why would spirit be asking you to do that? This? What's the higher reason here? Alright, next category is, I love this category, because it doesn't get used very often. But used in the right moment, this category of questions can be really illuminating it percentage or number questions, I call them percentage or number questions. So you want to use a percentage or a number question. When a client needs support in distinguishing between a story and reality. Or when a client is unclear about their truth in a moment, or when a client when there's confusion, sometimes a percent, because percentage and numbers right there like their numbers, it's a like a little bit like a fact kind of thing. It can really cut that illusion between the story and the reality. So an example, or after also, I'll use it sometimes after a client has said something that seems a little misaligned to me. So here's some examples of percentage or number questions. On a scale of one to 10. How true is that statement? Right? Whatever they said, like on a scale of one to 10? How true is it that you're a terrible parent? helps distinguish story from reality, or start to open up the conversation more about it, right? Here's another example. What percentage of your friends are actually not thinking about your best interest? Right? So if someone's like, none of my friends care about me, none of them are thinking about right? What? What's the actual percentage? On a scale of one to 10? How much do you actually want to apply for that job? So I might ask a question like that. If I hear a client saying they're going to apply for a job, but I'm just like hearing in their voice, there's a misalignment, it doesn't actually feel like they want to apply for the job. On a scale of one to 10, how much do you actually want to apply for that job, if they if they don't want to, the number is going to come in low and it's going to create awareness on that. If they actually do want to and the number comes in high it'll help create more of that emotional resonance to what they're talking about that I was that I was mentioning, before. Uncovering the obstacle questions, we're going to spend many sessions for those of you in the footprint we're going to spend when we look at a friend or fear or when we look at rewiring negative thought patterns. When we look at myth of perfection when we look at self sabotage, we are going to many ways of getting and sequences of this. But for now, I'll just say it can be very useful when a client is clearly there's an obstacle in their way but they haven't named it or they're not aware of it. We want to ask him uncovering the obstacle questions. So some general ones are what's standing in your way? Right? What's standing in your way of asking for a raise? What's challenging here? What are you scared of? What am I my favorite uncovering the obstacle questions? What's it risk for you? So what would be at risk for you? If you were to pursue this dream of writing a book that will help uncover the obstacle pretty quickly usually. Let me pause here anything on number of questions, uncovering the obstacle questions.

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Napoli saying, as a former market researcher, I love the data questions. All right. Let's talk about getting support questions. Getting support questions. When you're working with a client, and as you're listening to them, you

hear that they're overwhelmed, or they're taking on too much. Or, you know, because you've been working with them for a while from past experience that what they're about to take on, may be a lot for them. Ask asked her getting support question. Who can help you with this? If you knew that, they'd say yes. Who would you ask for help? Sometimes? So both of those are kind of the same question, right? Who can you help with this? Versus if you knew they'd say, Yes. Who would you ask? It's there's both who can help you questions. But remember, we looked at in our last questioning session, language makes such a difference. For someone who maybe has no problem asking for help, who can you help? Who can help you with this great straightforward question to ask for someone who has a tendency to not ask for support because they think they'll be rejected? Or whatever it is, to start to open up the possibility to go there. If you knew that they'd say yes. Who would you ask for help? What can you delegate here? Is that a lot with entrepreneurs, their businesses get to a certain rate, they can't do everything on your own? What can you delegate here? What request can you make? A similar similar to getting support questions, simplifying questions, questions that can help a client simplify their situation. So similar to the getting support, you want to use this when you sense a client is overwhelmed or taking on too much or unhappy with their situation just isn't working for them. So one example of a simplifying question. And these are really another way of talking about this is releasing question. So you know, what can you release from the situation, essentially? So what can you say no to about this starting today? What are you tolerating? What are you tolerating when it comes to the relationship with this friend? What's no longer serving you? What's no longer serving you about that program or about that type of ideal client? Or about that exercise practice that you have? What's no longer aligned? What's the what's the priority in this situation? So supporting a client to simplify their situation, or to have a more focused understanding of where they want to go next with something. integral integration questions. These are really important. And I want to encourage all all of you to use integration questions, we know you're going to use an integration question at least once in every session, because we've already learned at the end of a session, what's your takeaway, etc, right? So to add on to that, I want to encourage each of you to be mindful of where you can pop in an integration session in the middle of a session, as well. So you want to use an integration session integration question, after a lot of awareness has just been created. That's one time, like a lot, a lot of kind of new awarenesses have just come to the fore, you want to take a moment to pause and give the client space to integrate all that's just come through another time during a session to use an integration session is when a class an integration question is when a client has just shared a lot of different threads or strands to something. And they're related, but you haven't you haven't related them yet. Great moment for an integration question. Examples are, what are you seeing for yourself here? Right? So we've used so much has just come through in the last three minutes, right? Whatever it is, in the session? What are you seeing for yourself here? Or what's important about that? Or if a client has just shared, like 10 different things about the situation? What's most important about what you just shared? What are you learning? Another great integration question. What's the wisdom that's coming forward here?

1:07:32 Okay.

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I'll also use an integration question, if a client has just said something really important. So sometimes when a client has just said something really important, back to our creating awareness, I'll just reflect it right back like, wow, I just want to take a moment and pause on this. You just bloody blah, blah, blah, right. But another option there is to pause and say, hey, I want to pause here because I feel like something really important just came forward. What's the wisdom? What's the most important piece of wisdom that's showing itself right now?

1:08:18

All right, we already spoke about yes or no questions. So skip over that. Interruption questions. Sometimes it's of service to interrupt your client. Oftentimes, practitioners, they encourage them to let them talk, talk, talk, talk, and it's not right, or it's rude, or it's, it's whatever it is, but that's actually not true. Sometimes, when a client has been talking a lot and still not hasn't gotten to the point. Or if a client is distracting themselves with

unimportant details or threads. You can interrupt them, you can interrupt the mid sentence. Sometimes you have to because there's like no breath in between the one sentence and the next they're going energetics are everything here. Right doing it with love and respect and equal playing ground and without being annoyed or frustrated, or oh my gosh, we have to just get to the point. But it is sometimes it is necessary. So sometimes I'll say to a client, wait, hold on one second. You've just said a lot. And I want to make sure we're really getting what you know, I might say Meet up, I want to make sure we're really like mining what you're saying here? What's the essence of what you're saying? Or what feels most important about everything that you're sharing? Right now? Sometimes I'll interrupt a client. And I'll say, you know, I've been listening really closely. I'm so glad you just shared all of that. And I sense you're maybe beating around the bush right now. What are you avoiding? So those are some examples of interruption questions. Alright, let me pause there thoughts or questions on interrupted interruption, questions, integration questions, simplifying questions or getting support questions? No. All right, then we'll keep on going, challenge question. So, challenge questions aren't technically questions, they're invitations. I like to issue a challenge to a client. In a moment, where I feel a client is really ready to stretch beyond where they've been. It's I can feel that readiness. And the challenge question will almost always involve a measurable action. So for example, I challenge you to generate three sales calls this week, how does that land for you? I challenge you to stop complaining for a full week, I always need to issue that challenge to myself. I challenge you to stop complaining for a whole week. What do you think about that? I sense that what you were just sharing is too easy for you. How can you go further? Now, when you issue a challenge, your client can accept the the challenge or they can decline the challenge. That's okay, too. No, no, I'm not gonna judge. I'm not ready to generate three calls this week. Right? Maybe you miss called it, that's fine.

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Or you they can negotiate the challenge. You know, it three is too much. This just happened to me yesterday, I was working with a client. And I said something like challenging them to reach out to five new people a week. And they were like, I love this idea. But I can only do three like three is the right amount for me right now. And that was great. Right? And we had a little discussion about how they were able like the the container was safe enough for them to not just Yes me or be like the good student, but for them to be really clear on what was right for them. The trick with the challenge is to make it motivating but not shameful if the client isn't up for it. Okay, Sandra seeing in the chat, I find so back to interrupting questions. I love this I find that interrupting by saying their name can work really well sometimes that's all it takes to reorient them. I'm so glad you're sharing that perfect beautiful because it's it's that interruption of the pattern if they've started if they've started spinning right just saying their name may get back on track Okay, confrontation questions? Confrontation question. These are bolder questions. These are bolder questions that you want to use only when the containers really tight. And they're questions that can sometimes help your client jump over a block they're having, it kind of pushes them while they're feeling loved all at the same time. You want to make sure that your client is in the right space and place and energy before you ask one of these questions. I'll give you examples. And you'll see what I mean. So sometimes I'll say to a client, and it's a confrontation question, what if what you just shared was actually not true at all? Sometimes I might say, I feel again, it can only be the right client and the right moment. I feel like I want to call BS on what you just said. What do you think about that?

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And then, of course, in our last session, we looked at ways of asking loving and bold questions. So sometimes we want that kind of confrontation to shake things up a bit. It may cause momentary discomfort for your client. And that is not a bad thing. There is a difference between discomfort and pain. We don't ever want to ask a question that's going to pain a client. But often times discomfort is a necessary part of the process of growth and stretching.

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So sometimes, and we're always going to deliver it with love without shame at all. But sometimes when we ask a bolder question, it can cause momentary discomfort. And that is a little bit part of the point. I pause there any thoughts or questions on that? Lisa,

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I'm intrigued with that last one, you saying about the discomfort? Would you acknowledge the discomfort and say, I know that that might make you feel a bit uncomfortable. But in a strange way, discomfort is a necessary part of growth. So is it okay to so

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always coach the web based on the who? And if you sense or know that your client needs that context? Or to say that first? Absolutely, absolutely. And I don't know that I've done it here in our group in a question, but I know at least once I've said to one of you, you've shared something, and I've said, Well, on the one hand, I don't want you to feel uncomfortable. On the other hand, I'm really glad that you're feeling uncomfortable right now. Because right so I, I just I try to normalize that with my clients and with my groups, that discomfort is going to be part of the process. I think a lot of times practitioners hold off on saying or asking the thing that's gonna really support their client because they're scared of discomfort. And, for me, I don't know the process of being a human being as well as the process of being a practitioner has been like a practice of normalizing discomfort and being regulated in moments of discomfort, finding regulation in moments of discomfort. So yeah, I feel like that's one of our jobs when we're working with our clients. Good.

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Thank you. You're

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welcome. Yeah, and Sandra saying pre framing permission to ask those questions at the beginning of the container has made a huge difference for me because they know it's part of the process so we can have that as a meta conversation. Absolutely. So you can ask that in your welcome packet. And I have a question that models that in my welcome packet, you know, how would you like for me to call you out? You can ask that as part of your first conversation right so that their agreements about that too, and that pre framing Heather?

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Yes, I'm, I'm wondering if you would potentially use it. confrontational question when you have when you're working with clients who have created their own stories?

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Yeah, absolutely. If if it's a moment where the client can hear it, you know, I might say, I'd like to call BS on that. And I'll like that one in particular, I'll deliver with love and light heartedness. Like not I'm calling you know, can I call BS? Right? So, but absolutely, that can help distinguish the story. From

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I find, often they they tend to make the story up around to explain why something has happened.

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Yes, absolutely. Yeah. So they're making up the story. And then what is that actually wasn't true at all? What if that were actually just a story and there was another truth here, right. But again, I think like the delivery of it and the energetics of it are important go hand in hand with the words that you use there.

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Thank you. Yeah. Thank

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you. Good, Carmen.

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Thank you. I'm not sure that I have a specific questions, but this call has been extremely triggering for me. And I need to call it out. And I need to be witnessed in that sense. I am committed to developing questioning skills. And like I've been, I've been even practicing on my regular classes, just like, how do I say step the right foot forward with an inquiry, which sometimes doesn't work. But anyways, I'm very comfortable with confrontational questions. And I feel that that's part of, like, that's a strength on my skill set. And I think it all my discomfort with other questions kind of binds back to that lack of trust of people, my clients taking care of themselves and me having to work do the work for them. So I think it's like a mindset. Believe, shift where I may need support with.

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Yeah, yeah. Yeah. I love this Carmen for a couple of reasons. So first of all, yeah, I believe you that confrontation, questions are strength for you. And we each have our own styles and continue to use confrontation. And maybe those are still the most questions that you're going to use is the confrontation questions, too, right. So first, to say you're not doing anything wrong and absolutely lean on your skills. We're each going to have our own mix of when we how much we use each of these. But that being said, the other reason why I love what you're sharing, and just what I've witnessed, for you, and with you, over the last, however, many sessions that we've had here is that you are being like so consistent in, you're calling yourself out on this fear of not trusting your clients, which to me, says that something is shifting and moving. They're, like really shifting and moving there. And so I really want to acknowledge you for that. Because just the calling yourself out just the noticing of the being triggering. And also you didn't say this exactly. But I think also what you're noticing is that the confrontation questions are a little leading, they they are taking more risk, that practitioner is taking a little bit more responsibility in those moments, which is, I think, one of the many reasons why you're good at it and more comfortable with it. Right. So so a lot is happening for you here in this process, because this is this is a lifelong pattern of not trusting others, to take responsibility for themselves. So I just really want to acknowledge you. It's unwinding step by step. When you say that you feel like you need support. What would be good support for you on this moving forward?

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Reframing Have you noticed like I am on the verge, as you're saying it, I'm on the verge of a shift in perspective, yes. But there is still that blindfold. And I keep turning my head and I cannot see clearly. And I know there is a wound that is holding on to the blindfold. And that's why the blindfold is there. And it's scary. It's scary to not be able to see what I want to see. To see. To see that different perspective, and hesitating on taking steps forward, on the already known path. There is that resistance of, I'm gonna get stuck here, and I'm gonna be able to shift

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there is. It's all about just being on the verge of about to jump into cold water. Now, it's too cold, I'd rather not jump.

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I hear that I also hear that you have experimented a little bit with the jumping in, even if it hasn't landed? So can we agree that you're not exactly stuck? Like there? There there is movement?

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There? Yes, we can agree on that. Okay, and I can I can see that that is more a fear, in my mind. And in my intuition. Yeah, yeah.

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Here are some thoughts. Because we don't have time in space right now. I'm like, go work deeper. But I think this will get you to the next places. This week, or over the next week, in your sessions, I want to invite you to do a couple of things, I'm issuing a challenge, sharing two challenges. So one, not so challenging, but so the first one is, before you go into the session with your client, I want to invite you to take two minutes beforehand. And remind yourself that your client isn't anyone else in your personal life, who is not ever able to take responsibility, and who left you holding all of that. And to remind yourself that your client, even if you don't fully believe it, to remind yourself that your client is whole and complete. And that part of the gift of working with you? is them being able to experience the pleasure of responsibility. Yeah,

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and if you repeat that again,

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no, but you can go back. And, and if you can journal on that a couple times over the next week, start with the words. Part of my job is to give my clients the pleasure of owning their responsibility. You can write that down part of my job, even if it makes you want to do it. It's causing discomfort right now. Part of my job is giving my clients the gift or the pleasure of owning their own responsibility. And work with that a bit. Here's the second piece of the challenge, even if it doesn't happen in this in the actual sessions. After the session. I want you to take a few minutes to write down at least two questions that you could have asked during that session, that we're not coming from an over responsibility place or a micromanaging or leading place, but we're coming from a place of allowing your client to own their responsibility. They can practice that afterwards. Right And then share, like, let us know how it goes. How does that feel?

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Horrible. But yes.

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Okay. I'll take horrible even though I don't want you to feel okay, good. Thank you. Okay, I know that we're at 430. So I guess this is a great place for us to pause. Guy, I know that your hand is raised. And I will take it in one moment just to say in case anybody has to leave, please, we're like we're officially done. But if you can hang on for a couple of moments, I'd love to hear any questions that you have. And also, what are you taking? Aside from taking? You know, this kind of question? And that kind of question, what are you really taking from our time together today? And practical application, I want to invite you all to experiment with at least one new kind of category of question. Got Yeah.

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It's more an observation than a question, but I was going to speak of it. And then I noticed that you were actually doing it with Carmen. And I thought, oh, at some point, when you were working with Carmen just know, something shifted in your demeanor completely. And you. You just you zoomed into her and everything got really soft, and just so beautiful. And I thought, that's when I think, you know, these confrontation. Questions are sometimes so important. But the space you call the container, which I love that word, but the space that is created, in giving them permission is so sacred. To me, it's, it's probably one of the most sacred things in my life, is just watch people, giving people permission to fully express so deeply. And it sounds confrontational. But it really isn't, like you said, it's your, you're giving them back their responsibilities, like an empowerment and for that to happen is that they feel safe. And so I just wanted to say that what I've used so many times is just creating safety. And I want to say love, kindness and compassion that just comes over me. Something comes up in me. And then I just love that space. And something happens to them. So that must be the energetics to you know, that's

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what you're Yes, what you're describing right now is a beautiful example of energy follows energy. Right, that practitioner brings that love and that respect, and this is such a precious moment. This is such a sacred moment into the container. And and that has the power to do so much. Yeah,

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thank you. Thank you. It was wonderful to witness you also, doing that specific thing. I mean, I really felt it, you know? Yeah. Thank you, Jessica.

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Hi, um, I just want to share that I love how I love how you ask questions. And I really love and appreciate your intentionality on how you put these questions into if this happens, like somebody's feeling overwhelmed, ask this. I loved that bringing more intentionality to just the questions because many times I'll do my questions based on intuition only. And that's wonderful. However, being able to like be more was aware of where the person may be having. I don't know, like, if they're feeling overwhelmed, I never thought about oh, if somebody's feeling overwhelmed, ask him this question. I just love that. I love that. So go ahead.

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I was just gonna reflect back both are so important and can work together as you're sharing, right? So we absolutely as we looked at last session, we want to be led our listening skills are also about listening to ourselves, not just our client, ie also intuition, we want to absolutely listen for the intuitive questions that come up. And then the more that we practice, it's like we can hear the intuitive question, but then we can just ask ourselves cognitively what's the intention of that question? So that we're like, just right to kind of like sift through it? Or if we're not sure what to ask in a question we can say like what what is is the intention, what is the awareness that I want to create next for the client? And that can be part of the intention? And then we can go to like, what's the category there? Yeah, there's a lot of

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I'm sorry, I'm so excited, because it's like, opens up like, it opened up more conscious, where, you know, I'm unconsciously competent, consciously, you know, I love that. And then can I ask a quick question about car? How you just coach Carmen? Is that, okay? Because this is really something that was coming up for me. And I'm like, okay, so because I'm watching you. And listening, I'm so in. Like, for example, something I might have done, right. And I'm like, I want to get your feedback on how I can do both. Because I feel like what you're really doing is helping her to come into the connection with her own internal somatic feeling knowingness of what is in her way, so that she has a visceral experience, so she can make a shift. And at the same time, what I would what I find myself wanting to do is share with Carmen like the whole sight, the whole spiritual science, or the whole quantum science behind why it's important for us to see our clients already as whole, and the the actual mirror neurons and how important it is because of the fact that when we see somebody in power, they will show up in power, that our job as a coach is actually very spiritually and scientifically, quantum physics, right? Powerfully, we set this position where we get to see that person in a way that nobody else may be able to see that person. And so at the same time, I might have jumped to that, right, like, why sharing Khan's context of why it's important. And so how could How could you do both? Because I feel like both of them are important. Is that question clear? Absolutely.

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I love the question. So first, first, just to say and this is important for us all to remember, there's more than one pathway that leads to Rome, right. So there's not just one way to get someone to a result or to work with together with someone to a result, what one practitioner path, what path one practitioner might choose can be very different than another path that another practitioner might choose. And both are really amazing. That being said, a couple of things I was relying on, because in this program, we've kind of looked at what it means to be

holding, complete and marrying and all of that. So I was relying on on Carmen remembering, we had like three minutes because we're getting to the end of the session. And I wanted to wrap up. So part of it was I was making choices about time and I was relying on Carmen, I know she has been really processing through everything that we've been learning, so I didn't need to kind of consult in fact, in that way, in that moment. That was one piece. And then with the time that we had you because I also wanted to go into like a deep somatic process. If we have a lot of time, there's so many things that we can do. But the choice that I like this practitioner made, which is maybe no better or worse than what another one, but the choice that I made in this short period of time that we had was instead to acknowledge Carmen for all the ways that she's actually not stuck. And for other ways that she is moving forward. And then to you to see if that landed and then to use that deep awareness and feeling and no unknowing that there is movement, like now I've got a little opening with her to issue that challenge to go to the next stretch from there.

1:39:08

Okay, so I can see this I can see because one of the things we always do in this kind of work is always acknowledged the client, and there because it actually like gives them a helps them to like see the possibility right from beginning. And then I can see with more time you could do the somatic work, you could help remind her about like the the, you know, this the quantum science or that, that that real science, that's so true. And at the same time, there's something in with Carmen that she's moving through. And so I just yeah, I'm just appreciating because sometimes I will jump to reminding them about the truth of how reality works, right. And really, there's a mismatch if I'm not digging into like where that is not showing up for her and her own experience. So I just really appreciate that a lot. Thank you.

1:40:01

Yeah. You're welcome. Carmen. Is there anything that you want to add since we're talking about?

1:40:07

And I love you, Carmen

1:40:10

to the conversation, Emelia to

1:40:12

Mystic, I think, you know, it's actually like I appreciate it being witnessed from that perspective and from that mirror, and it brings that extra layer of awareness of the relevance to really see others as whole. Yeah. Which is exactly what you did with me.

1:40:36

Yeah, yes, exactly. That right there. Did everybody hear that? Carmen came in and said, I'm really triggered. And we held up grounded regulated space for for her to be witnessed in that, which supports this whole idea that I don't have to take responsibility for you. I don't have to rush in and fix anything. I can be there with you. So it was like reinforced. It's so meta, right? But it reinforced exactly the material that you were bringing forward.

1:41:12

Yeah. And that trust, like you model what it is to trust the person that is in front of you that they know. Yes. Big ground is? Yes. So, yes. Awesome.

1:41:29

Thank you, everybody, for your presence and all you brought forward today. I'm so excited to see how things unfold as you practice questioning. And I love I saw just last piece, I saw Kelsey, that you're gonna use these

questions for yourself too, which I love. I recommend everybody thinking about which of these questions can you be asking yourself to? Alright, sending lots of love, and I'll see you all soon. Bye.	