

- Practice, practice, practice, practice, practice. (Only practice will build your confidence and help you develop your intuition about which techniques to use in any given coaching or therapy situation.)
- Listen so specifically that you can repeat your client's words back to them verbatim. Feeling heard and understood deepens rapport, and therefore makes it easier for your client to relax into the process.
- When you are stuck, a simple way to get back on track for yourself and your client is to make sure you know specifically what they want by asking, "What do you want?"
- Honor all your client's feelings. Watch to see if you are making your clients' feelings mean something about you.
 - 🗣️ This is especially true when a client says "I don't know" or gives one word answers to the questions you're asking - are you making that mean that you're asking the questions the wrong way?
- Acknowledge and include every part of person, including their self-judgments. When you resist or reject parts of your client, those parts will get louder and more forceful until they are acknowledged and included. If we acknowledge and give voice to those parts they can relax, they don't have to work so hard to get your client's attention.
- When it comes to why clients are stopping, slowing down or keeping themselves from getting what they want, don't try to figure out for them. Ask the TCM Deep Dive questions that will allow the client to discover why for themselves.
- Every behavior has the positive intention of securing love, safety or belonging. Use the TCM Deep Dive question sequences to discover what the risk/payoff is for your client in changing/ staying the same.
- Help the client see themselves and the world with a fresh perspective
 - 🗣️ For example with our client Sasha who felt like she had to choose between a successful business and being a great mom - the fresh perspective was that having a great business was a contribution to her kids and her family.

👤 Instead of losing, that they would actually be gaining by her feeling creative and expressed in her work. If you are a therapist who works with parents and families you've probably had clients who feel guilty for taking care of themselves. They think that spending time or money on themselves is selfish, it's a luxury vs. a necessity.

👤 So we can help them access a fresh perspective or belief about how everyone else benefits not loses when they feel healthy, vibrant and energized because they are devoting time to self-care. So the people in their lives, perhaps their spouses, friends or kids actually get a better version of them.

Make sure that action steps are taken from an empowered place. A simple way to assess if the client is empowered around an action step is to ask "What, if anything, might stop you, slow you down, or keep you from doing _____?"

Help your client to successfully experience some aspect of what they will feel when their goals are met NOW. For example, with I had a demo client named Judy who wanted to feel playful. She mentioned that she does voice over animation. I used that to get her to access her playful self in the middle of the session.

Check in with your client to see what support system she or he has in place. Help her or him build the Ecology necessary to support the transformation she or he would like to experience.