

Coaching Model for Conversational Change

1 Elicit present state for the session*

“What do you want to work through today?”

- What is the emotion or behaviour that they want to change?
- Where and when does it happen? NB. Choose ONE example
- Find the unconscious trigger “What do you see or hear just before you feel that way?”
- Feedback the present state using client’s exact words and non-verbal markers to check that you have got the trigger

2 Elicit outcome(s) for the session*

- Lead client to visual construct and change your voice and physiology

“How do you want to be different?”

- Access a powerful physiological state; “What’s it like when.....?”
- Feedback the outcome state as above – you need to be in the same state yourself!

3 Connect outcome/resource state to the unconscious trigger of the present state.

- Whilst client is fully accessing the outcome state...
“Go to (PS context), see/hear (trigger), and run it through”
- condition three times, QUICKLY

5 Test and future pace

*The order of these steps may be reversed. If the client presents the outcome for the session first, elicit the present state by asking; “What has been preventing you from reaching your outcome?”

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