



# COACHING CLIENTS WHO KNOW WHAT TO DO BUT ARE NOT DOING IT

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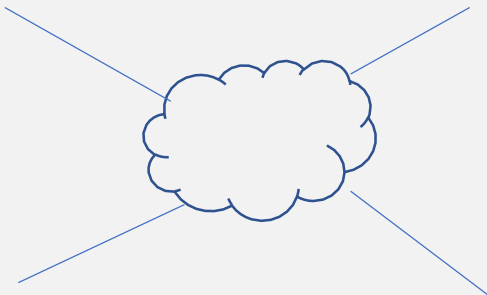


**Solutions**  
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### Rich picture of the desired future

- Suppose you managed to achieve what you want to achieve (the “instead”), what would be better?
- What else?
- What would you notice?
- What would other people notice?
- How would you respond?
- How would they respond to your response?
- Use a mindmap if you want



### Picture of the successful past

- ask for small, small, small signs of the desired future already happening
- Go back to “how do you usually get yourself to do things toward the “instead”?”
- When have you been able to (almost) do ...
- What was different? (go for small differences, signs...)
- What impact did that have?
- On a scale from 0 to 10, where 10 is you are really confident that you can move forward and 0 is no chance, where are you now?
- Why X and not 0?
- What gives you confidence?
- What else?

### Ticket Office

- Best hopes for the session
- What instead? (e.g. I no longer want to procrastinate! What do you want instead?)
- What is important to you about this?
- How would you summarize what you want from this session?
- How do you usually get yourself to do things that you know you want to do?
- What would be a good process of thinking about it?

### Gift-Shop – Progress, Results, Accountability

- Are you confident enough or would you like to move up on your scale?
- Which step up on your confidence scale would you notice?
- What would you notice?
- What else?
- Who else might notice?
- What?
- What do you think would be useful to do to be able to be a little more confident?
- What else?
- Is there any support that you might need?
- If you don't manage just yet, how can you keep up hopes?
- If you manage but slip a bit, how can you get back on track?

To view the videos, simply click on the picture



## Introduction

- What to take care of
- Things that might happen
- Questions to ask
- Ideas to try



## Ticket Office

- Best hopes
- What instead?
- What is important about this?
- Coaching Agreement



## Desired Future

- What would be different?
- Best self
- Who would notice?
- What would they notice?



## Successful Past

- Small signs
- When have you been able to?
- Scaling
- Confidence scale



## Gift Shop

- Progress
- Results
- Accountability
- Getting back on track

# Next steps

I hope this little video series was useful to you. I would love some feedback and hear about your experiences trying out the structure with your clients:

Here are some things that you might want to try out to intensify your learning:

- Sign up for our monthly Q&A meet-up zoom sessions [here](#)
- Book a free 25 minute “ask Kirsten anything call” here: [www.solutionsacademy.com/contact](http://www.solutionsacademy.com/contact)
- Participate in one of our 12 hour trainings (8 hours self-study with 4 great videos of Masterful Coaching and 4 live zoom calls) to discuss your learning: <http://www.solutionsacademy.com/coach-training/2019-12-cceu-core-competencies-in-action>
- Practice the skills in our ICF accredited online coach trainings: <http://www.solutionsacademy.com/coach-training/>

