

# Listen For: 100 Things That A Coach Listens For and Hears

There is so much to hear when working with a client, and the list below identifies 100 of the most important things to listen for.

## 1. Dissonance/Confusion

- ▶ Words don't match actions
- ▶ Tone of voice doesn't match words
- ▶ BS
- ▶ Inability to identify/share feelings
- ▶ No or slow progress
- ▶ Easy steps not taken
- ▶ Resistance to support
- ▶ Reliance on cliches', jargon
- ▶ Attracts continual problems
- ▶ Playing dumb/dependent

## 2. Desire/Readiness

- ▶ Excitement
- ▶ Willingness
- ▶ Eagerness to start
- ▶ Flowing of ideas
- ▶ Self-motivating
- ▶ Exciting dreams
- ▶ Fantasies
- ▶ Performs faster than expected
- ▶ Serendipity
- ▶ Synchronicity

## 3. Resources/Assets

- ▶ Inner strength
- ▶ Unknown skills/talents
- ▶ Size/power of network
- ▶ Past experience/expertise
- ▶ Resourcefulness
- ▶ Specialized knowledge
- ▶ Special way of thinking
- ▶ Communication/selling skills
- ▶ Strong reputation
- ▶ Bandwidth/Capacity

## 4. Fears/Doubts

- ▶ Sharp intake of breath
- ▶ Stopped breathing
- ▶ Too many questions
- ▶ Saying yes but meaning no
- ▶ Talking slowly
- ▶ Procrastination
- ▶ Nervousness in voice
- ▶ Pulling away from coach
- ▶ Diversions away from goal
- ▶ Changing of subject

## 5. Developmental Level

- ▶ Strength of Personal Foundation
- ▶ Knowledge of Attraction Principles
- ▶ Personal Maturity/Self-responsibility
- ▶ Flexibility
- ▶ Response time to unexpected problems
- ▶ High Standards
- ▶ Strong Character
- ▶ Adequate Reserves
- ▶ Ability to think conceptually
- ▶ Type of emotional reactions

## 6. Coach's Reactions

- ▶ Frustration/Grrr Factor
- ▶ Resentment/Anger
- ▶ Funny feeling in stomach
- ▶ Envy
- ▶ Strong desire to help
- ▶ Strong desire to protect
- ▶ Confusion
- ▶ Holding back
- ▶ Pushing the client
- ▶ Resignation

## 7. Personal Qualities

- ▶ Honesty
- ▶ Honor
- ▶ Responsibility
- ▶ Respectfulness
- ▶ Accountability
- ▶ Generosity
- ▶ Maturity
- ▶ Initiative
- ▶ Caring
- ▶ Strength

## 8. Quality of Relationships

- ▶ Children
- ▶ Spouse
- ▶ Parents/Family
- ▶ Friends
- ▶ Acquaintances/Neighbors
- ▶ Co-workers/Colleagues

- ▶ Vendors/Service
- ▶ Mentors/Teachers
- ▶ Clients/Customers
- ▶ Yourself

## 9. Quality of Life

- ▶ Tolerations
- ▶ Self-care
- ▶ Commitments
- ▶ Goals
- ▶ Problems/Struggles
- ▶ Work/home environment
- ▶ Home Environment
- ▶ Stress
- ▶ Desires/Needs
- ▶ Pace

## 10. Mind/Intellect

- ▶ Quickness
- ▶ Intuitive ability
- ▶ Type of learner
- ▶ Opinions about things
- ▶ General knowledge
- ▶ Set of beliefs
- ▶ Expectations about life
- ▶ Reactions to life
- ▶ Ability to process logically
- ▶ Cultural restrictions/blocks

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