



## Lesson #2

# How do you coach someone who doesn't know what they want?

*This course is part of the Thomas J. Leonard Coach Training Center from CoachVille*

The fact is, most people don't know what they really want. So, one of the ways we can add value to clients is to help them to figure out what they most want.

Here are some the ways that you can help a client figure out what they really want...

### 🌱 **Work with the client on their values.**

When one's values are clear, one's goals become a lot clearer.

### 🌱 **Work with the client on their definition of success.**

When a person has defined for success for themselves, there is less confusion about their goals. What's important has already been made obvious; life follows from that.

### 🌱 **Work with the client to clear up the stuff that's distracting/draining them.**

These are called tolerations, unfinished business and diversions. Sometimes, it's difficult for the client to see what they really want when their 'life lens' is dirty, cracked or cloudy.

### 🌱 **Get the client working/focused on something that they ARE clear on.**

Sometimes, all a client needs is momentum in order to get the perspective they need to know what they really want.

### 🌱 **Ask the client what they really enjoyed when they were six years old.**

Why six? Because that's when most kids start formal school and where learning is replaced by information acquisition, conformity and achieving for the sake of parental love.

## 🌱 Share the Integrity > Needs > Wants Model

Here's how it works...

If you can't figure out, or achieve, what you want, it's probably because your needs aren't being met. And if you can't seem to get your needs met, it's probably because your integrity is out/off/weak.

And, going in the other direction...

When your integrity is strong, needs are easily met. And when needs are met, one has very, very few wants.

Feel free to share this model with your clients.



or view/printout the the model [here](#).

I hope that this was helpful...

Thomas

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