



## THE SKILLS

**Questioning**  
Open-ended short questions, Expand, Explore, Clarify, Distinguish.

**Listening**  
Active, Empathic, Silence.

**Reflecting**  
Naming Situations and Emotions, Metaphors Mirror.

**Supporting**  
Be who you are with knowledge, Brief, Appropriate, Unattached.

## THE MAP

**Purpose**  
What do you want?  
Vision Values Ideal Self Direction Objective Goal  
Outcome Imagine in 3D Envision ideal field  
Create emotional connection to goal

**Reality**  
What's here now? What's the truth?  
Discover possibilities and threats Relate to Purpose

**Plan**  
What could you do?  
Explore options  
Set goals and stages  
Consequences

**Action**  
Do it! Explore reality Engage risk Change the field

**Review**  
What happened?  
Deepen learning  
Re-engage in Purpose

## THE FIELD

**Individual and collective resources of the client**

**Physical**  
Materials Supplies Time Money

**Intellectual**  
Knowledge Skills Strengths Talents Gifts

**Emotional**  
Emotions Feelings Mood Desires Interests Fears  
Resistance

**Social**  
Allies Partners Relationships

**Individual and collective structures of the client**

Personality Character Essence Soul  
Beliefs Rules Procedures Approach  
Possibilities Opportunities Options  
Priorities Choices Perspectives  
Patterns Big Picture

## THE PRINCIPLES

- Trust the Client:** Actively believe the client is capable, creative, wise, and good. Coaching is client centred.
- Partnership:** Co-create alliances that are purposeful, flexible, mutual, and sustainable. Build alignment.
- Creativity:** Orient toward creating, not problem-solving. Choose conscious creation over reaction.
- Presence:** Be 100% here now. See as much as possible. Practice and promote awareness.
- Yes, And:** Use what's offered. Accept what's so. Improvise! Create from everything.