

Welcome to the
WholeNZ Transformative
Health Coaching Workshop
for Health Professionals

Agenda

- Introduction, confidentiality
- Ice breaker challenge
- The health coach mindset
- Health coaching techniques: 'Coaching moments'
- The GRIN model for health professionals
- A demo
- Your Turn
- More health coaching techniques & behaviour change
- Closing, Q&A



Icebreaker Challenge: Listening

In groups of 2, share

what you are most proud of in 2024?

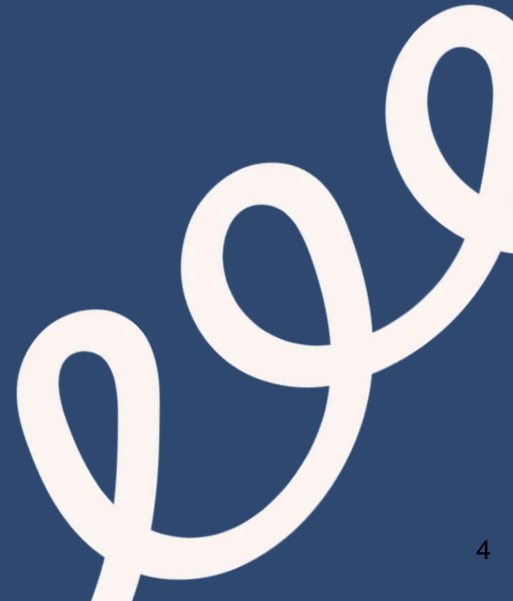
*for 3 minutes while the other person ONLY
listens. Then Reflect together for 1 minute
when you are done on:*

- What do you notice about yourself as you listen?
- What do you notice about yourself being listened to?

The swap over

2 times, 4 minute rounds in dyads:

What did you notice?



Listening

Level 1 Inward & selective

Level 2 Focused

Level 3 Global

Everything in coaching hinges on listening — especially listening to the what really matters to the person.

Using the Health Coach Approach: 'Coaching Moments'

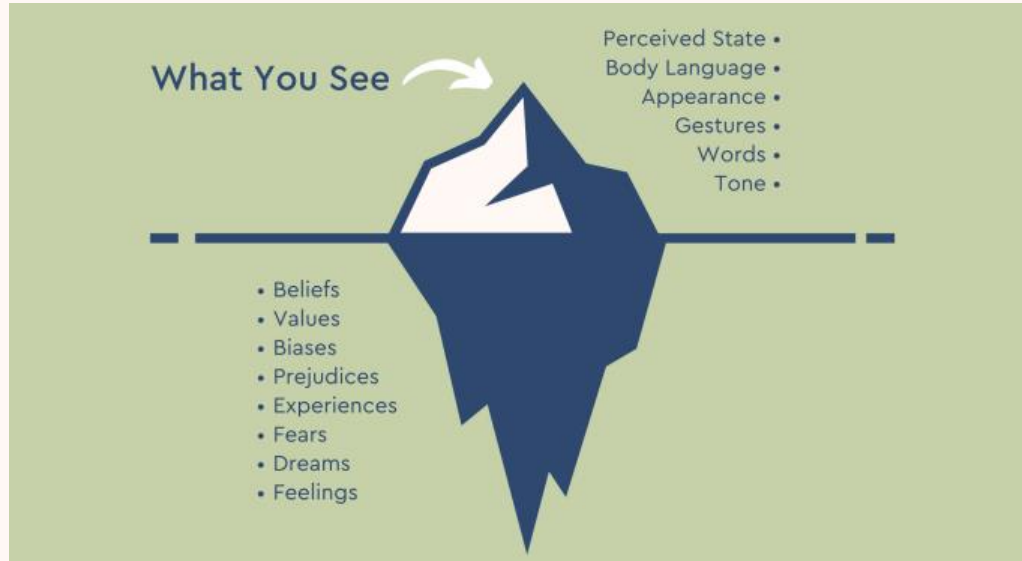


The client is in the front of the waka.

Empowering people to experiment & project manage their own health
longevity.

Using the Health Coach Approach:

Learning from the inside-out



Diving Deeper: Emotions drive change

Technique:
(The health coach
mindset)

**Curiosity
without
judgement**



Judgement

A woman with dark hair tied back, wearing a light-colored button-down shirt, is in the foreground looking down with a thoughtful or somber expression. In the background, three other people are seated at a table in a cafe setting, blurred. The background features a brick wall and shelves with various items.

How does being judged make you feel?





Technique:
**Staying on the clients
agenda**

Recognising them as the
experts of themselves

Technique: A power question is...

- Open-ended
- Short, clear and confident
- A reflective question that create insight
- Move the client forward
- Invite clients to look inside or to the future. Examples:
 - What do you want?
 - What will that get you?
 - What does starting look like?

Diving a bit deeper...

- Put aside any preconceived ideas about the person
- Put aside your own ideas about the solution
- Recognising in health coaching there is a balance between the clients inner resourcefulness and your expertise
- Always be aware and continually check-in on your own assumptions

Generating power questions

Start with “what”, “how”, “where”, “when” or “who”

Short, clear and confident

Provoke deeper thought and move the client forward



Sample Power Questions

- **What** are the possibilities?
- **What** would easy look like?
- **When** do you feel most confident?
- **How** does it look to you?
- **What** does health mean to you?
- **What** feels most important?
- **What** do you already know?
- **What** else?
- **How** does it make you feel?



Look for the non-verbal
response & hold your
silence

What is a curious question you might ask?

Remember it starts with “what”, “how”, “where”, “when” or “who”



An Exercise: Resonance



A Solution Focused Conversation: The GRIN Framework

Goals: Agree on best hopes & aspirations, what are the possibilities? what would be different?

Resources: What do you already know? What's already working? What are your strengths?

Increments: What are the first small steps? What will be the first sign you are making progress?

Noticing: What's better since we last spoke? What have you noticed? What's changed?

Clinical Psychologist Jen Unwin & Dr David Unwin

Health Coaching Demo

A volunteer



What did you notice?



Vs.



Technique: Flip it



Being the Client

Take a moment to think about

What x 1 health change you would like to make personally

What would it feel like to be there?



Exercise: Coaching

*Use the skills you have learnt today and
Stay on your Client's agenda*

Introduce yourself, offer
confidentiality, time & use the
GRIN model: Goals, resources,
increments

Stay curious

No matter the answer, be with the person without judgment

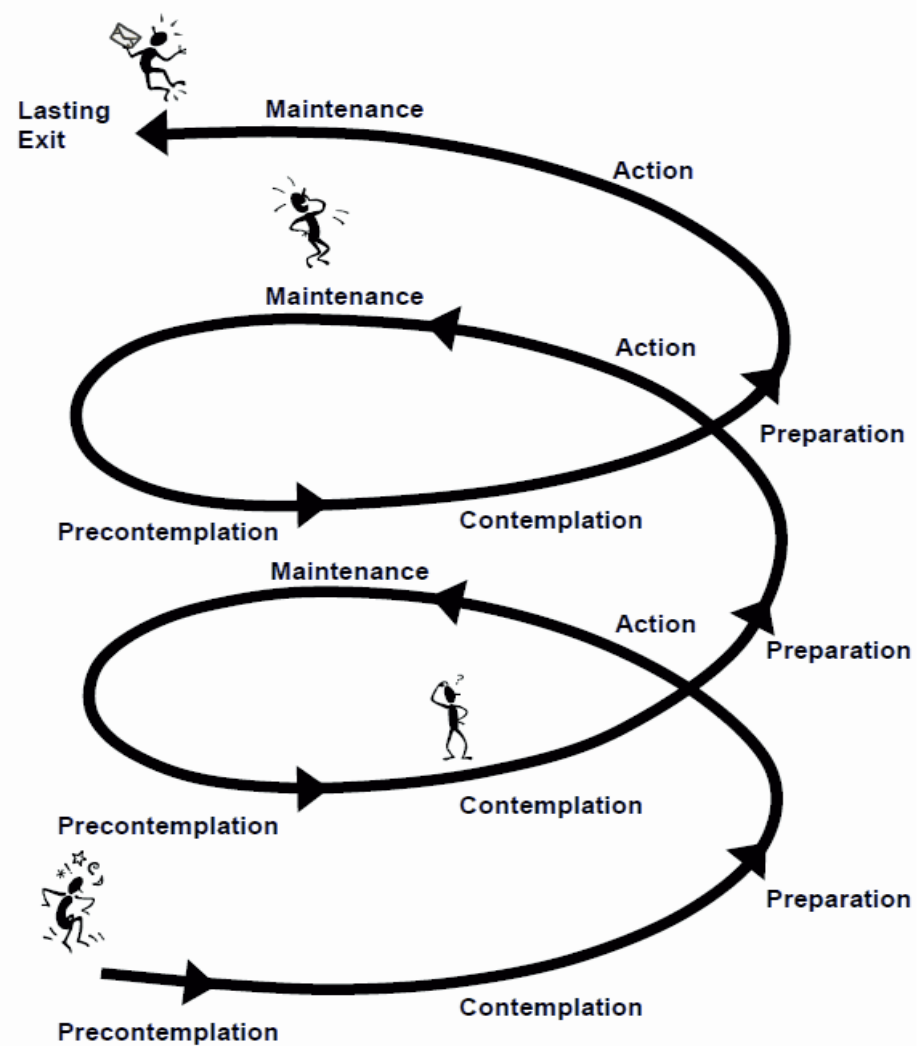
The Approach: See the Person & Not the Problem

What did you notice?

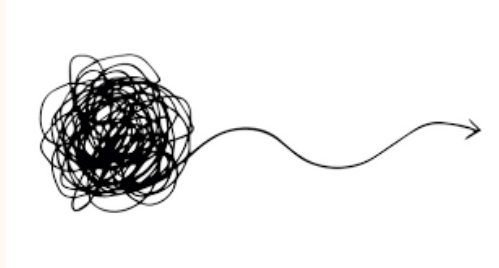
'Coaching Moments'



“Growth is not a steady, forward, upward progression.”



What Change Really Looks like



Notice the words you client is saying & be curious.

Ask permission to share your thoughts, never assume.

What will you start doing?
What will you stop doing?



Thank you for Joining us

Q & A