

Health Coaching Tools 101

Foundational Coaching Tools & Techniques
for Health Professionals & Health Coaches



PREKURE™

What You'll Discover

Use this evidence-based guide to get a sneak peek into essential Health Coach tools! It contains PREKURE'S latest science and evidence-based tools in the key areas of health coaching. Have a read and start looking at how you can apply these to your life, family and friends. If this is something that really resonates with you, health coaching could be your life's purpose or further support for your patients/clients.

This guide will help you:

- ✓ Gain insights into the **foundational knowledge** required to start on a journey to becoming a Health Coach.
- ✓ Learn about behavioural change, and positive psychology, and discover what practical knowledge you need to help yourself, your clients/patients, family and friends **make sustainable behavioural changes**.
- ✓ Find out if health coaching is right for you.



Why People Need a Health Coach?

Some common reasons people seek a Health Coach are:

- A recent health scare
- A new health diagnosis
- A new symptom
- Fear of future poor health (maybe related to family history)
- Lived health experience of a loved one
- The need for a fresh start or to find a place to start
- To gain accountability or support with health goals
- Failure to find success in meeting one's own health goal
- Wanting the personal approach
- Stress management
- Increased self-esteem
- The need to be heard and championed
- Checking on the sense that something is not right



The PREKURE Health Coaching Philosophy

Instead of using the traditional approach of education that is directed 'at' the person, health coaching effectively motivates behaviour change through a structured and supportive **coach-client partnership**. Health coaching is grounded in **positive psychology** and involves a shift from 'fixing what is wrong' to improving what is. It employs health behaviour change theories to build motivation and promote self-determination and self-efficacy. Health coaching is all about **changing the paradigm from telling to asking**.

Health coaching follows the principle that the client has **the capability required to make desired changes themselves**. People are, by their very nature, creative, resourceful and whole. They are capable of finding answers, capable of choosing, capable of taking action, capable of recovering when things don't go as planned, and especially capable of learning. They are the **experts on their own situation and motivation**.

What is a PREKURE Health Coach?

The Health Coach's job is **not to come up with the solution**, but to support the client to find their own way. Through the health coaching process, the client can tap into their **existing strengths and abilities**. They can seek and accept knowledge on current health science that supports their unique health agenda and goals. It is an empowering mode of support, one that **gives ownership back to the client**. Instead of being told what to do, the client is supported to figure this out for themselves with the assistance and expertise of the Health Coach. The Health Coach walks beside the client and supports them as they navigate through the ups and downs of their journey towards a more healthful life.

Integrating Lifestyle Medicine into Health Coaching

You can link current health science with the coach approach using the nutrition toolbox. You can make your own nutrition toolbox, or even create a toolbox for each key lifestyle area – sleep, breathing, exercise, nutrition and social connection.

For example when speaking with your client you can offer this as a starting point: "Here is my health coaching Nutrition Toolbox, have a look and see what resonates with you. What would you like to know more about? We can talk more on this in the health coaching session."

Get organised	Meal planning/ nutrition journal	The Steve Jobs rule	Sort your support	The 3 Meal rule	Hunger hormones & satiety
Emotional Eating	DBT rule	Eating after dinner	The 3 Levers	Small steps	Fat adaption
Factory food/ high HI	Reading labels	PQ_reps	Reward muscle	Natural endorphins	Buffers vs. Magnifiers

Foundational Health Coaching Skills

Health Coaching Presence

Below are six components that you should work towards mastering as a Health Coach learner to develop your coaching presence.

The Coaching Presence Components:

1. Remain focused, observant, empathetic and responsive to the client.
2. Demonstrate curiosity during the coaching process.
3. Manage your emotions and stay present with the client.
4. Demonstrate confidence in working with strong client emotions during the coaching process.
5. Become comfortable working in a space of not knowing.
6. Create and allow for silence, pause or reflection.

Breathing Exercise:

Channel your calm with the following box breathing exercise before your next health coaching session. Breathing slowly and deeply through the nose results in the baroreflex being invoked. It turns off the 'fight or flight' sympathetic nervous system and can help reduce stress and focus.

1. Breathe out slowly, releasing the air from your lungs.
2. Breathe in through your nose as you slowly count to four in your head. Be conscious of how the air fills your lungs and stomach.
3. Hold your breath for a count of four.
4. Exhale for another count of four.
5. Hold your breath for another count of four.
6. Repeat for three to four rounds.



Active Listening

Listening is about more than simply hearing the words your clients speak. As a Health Coach, you are striving to engage in global listening and pick up on both verbal and non-verbal cues from your client during coaching sessions. Active listening is a **core competency** and a characteristic that all coaches must master. Without the ability to listen actively, all other skills fail.

There is a difference between **listening and hearing**. Hearing is a passive act. Listening can be unintentional, but active listening is intentional and done with active participation and focus in the moment. Listening requires attention, energy and a focused mind. What distinguishes listening and active listening is where you focus your attention as you listen to the person that you're with.

Level 1: Inward Listening

If you are just beginning your health coaching journey, level 1 listening is where you are likely to be at. Level 1 is listening primarily to ourselves and our inner point of reference. Your own thoughts, opinions, judgements, feelings and conclusions. Focusing on what you should say next in the conversation. 'I think the answer to your problem is...'. This is a common listening mistake. Inward listening is being **'inside your head'** and listening to your own inner monologue or chatter.

Level 2: Focused Listening

Here your attention is sharply focused on what the other person or client is saying. Even your own ideas don't get in the way of you hearing the other person. You find yourself asking the client to tell you more about their experience and are tentatively awaiting their response.

Level 3: Global Listening

Here your awareness includes picking up on words that are beyond the ones that are spoken. During level 3 of active listening, you notice body language, tone, and get a sense of feeling from the client. For example, you might say to your client, 'I notice you are smiling, what are you noticing right now?'. Essentially, here you are doing three things: listening for total meaning, responding to feelings when appropriate, and noticing all non-verbal cues. Global listening is about **being outside your head and intuitively knowing what question to ask next**.



7 Techniques to Train Your Active Listening Skills:

Technique	Purpose	To achieve it	Examples
Paraphrasing	Convey interest Encourage the speaker to keep talking	Restate the information just received with your own words	"So you showed up at the meeting on time."
Verbalising emotions	Show that you understand Help the speaker to evaluate their own feelings	Reflect the speaker's basic feelings and emotions in words	"And this made you really angry."
Asking	Get more information	Ask questions	"And after that, John did not react?"
Summarising	Review progress Pull together important ideas Establish a basis for further discussion	Restate major ideas expressed, including feelings	"These seem to be the key ideas you've expressed:"
Clarifying	Clarify what is said Help the speaker see other points of view	Ask questions for vague statements Restate wrong interpretations to force further explanation	"You said that you reacted immediately. Was this still on the same day?"
Encouraging	Convey interest Encourage the speaker to keep talking	Disagree Use varying intonations Offer ideas and suggestions	"Then your manager approached you. How did they behave?"
Balancing	Get more information Help the speaker evaluate their own feelings	Ask questions	"Did you perceive the inconvenience to be worse than not being taken seriously?"

Curiosity

Curiosity significantly lowers the risk of judgement. Curiosity without judgement is about approaching coaching sessions with a mindset of wanting to understand what is important to our clients. An open and curious mind does not stray or jump to our own conclusions, values and perceptions of what is good or bad based on our lived experiences. Instead, the curious mind understands where the other person is coming from.

To be a Health Coach we **must first simply be curious**. If we are curious about our clients we can stimulate their own discovery and new awareness about themselves. Ultimately, their **ownership and confidence** in taking the reins of their own health journey and healthspan is our goal. This is the start of a journey together towards **collaborative exploration**.

In health coaching, the **curious conversation is open, inviting and powerful**, much like scientific curiosity, which explores the deepest questions of matter, life and the universe. Curiosity in health coaching allows the coach and client to delve into the deepest of areas of the client's life, side by side, simply looking, both curious to what they will find.

You might be thinking how, during your coaching sessions, you might begin to invite curiosity to become a part of the journey. The answer is simple – the inclusion of curious questions. **Curious questions invite people to look in a certain direction, but the invitation has no preconceived conclusion**. When deploying curious questions during coaching sessions, there is no attachment to the answer, the coach is purely an explorer hoping to assist the client in uncovering **uncharted territories**. Through curiosity, the coach can break through old defences, lower the pressure, and facilitate new awareness and wonder in the client. Curious questions seek to uncover the client's inner true self and illuminate what really matters to them.

In coaching, **curious questions are 'what' and 'how' questions**. Asking 'why', on the other hand, can be perceived as a judgement by the client. In health coaching, we want to aim to reframe questions by asking, 'what's holding you back?' rather than 'why are you not starting?'. As the coach, we must shed our deep attachment to finding an answer for the client; this blocks their creative capacity to generate their own fresh perspective and internal (intrinsic) motivation. Curiosity is a resource we use to ask powerful questions.

Unconscious Bias

As a Health Coach, you can address your unconscious biases using the 5 R's of cultural humility:

1. **Reflection:** Ask yourself, 'What did I learn from this experience or encounter?'
2. **Respect:** Ask yourself, 'Did I treat the client with respect?'
3. **Regard:** Ask yourself, 'Did unconscious biases drive this coaching conversation?'
4. **Relevance:** Ask yourself, 'How was cultural humility relevant in this coaching conversation?'
5. **Resiliency:** Ask yourself, 'How was my personal resilience affected by this coaching conversation?'
6. Then most importantly ask yourself, '**What else?**'





Power Questions

One of the most powerful tools in a Health Coach's toolkit is his or her ability to ask power questions. These are reflective inquiries that create insights. **They trigger greater awareness and untapped power in clients.**

The art of asking questions is based on our ability to listen. When we are present and actively listening, that is when our coaching questions appear. Our questions reflect the level at which we are listening. We take the words, emotion and language the client is using and play it back to them, with curiosity, in a punchy and succinct manner.

To create these thought-provoking questions that give power to conversations, there is a formula that you can use. The first one to consider is that they **invite introspection and reflection.**

The formula for creating power questions:

1. Power questions are open-ended. That means they start with a **'what', 'how', 'when' or 'who'**, and they can't be answered with a simple yes or no.
2. Power questions move the client forward to **greater insight**. For example – 'What makes it scary?', 'What else?', 'How committed are you?'
3. Power questions invite the client to **look inside themselves or towards the future**. For example – 'What do you want?', 'Who are you when you've achieved this?', 'What will that get you?' or 'What does starting look like?'
4. Power questions are **short, clear and confident**. They are not questions tagged on to one another.

Staying on the Client's Agenda

In coaching, the client holds the agenda. This means providing space to allow the client to drive the conversation's agenda and direction. When a coach holds the client's agenda, they focus on facilitating the needs of the client over any personal opinions, judgements, or ideas. They ignore that piece of advice or solution in their head. **Most importantly, they coach the client, not the topic.**

Think about: What is it your client really wants? What makes it so important to them? What would it feel like for them to achieve success? This is curiosity at play, and it is on the client's agenda. Concentrate not on the problem they present, but rather on how they perceive it. Once you help them discover their limiting beliefs, you empower them to create positive change in their lives. **Being on the client's agenda means being with them wherever they are at.**

Tip: Put aside your own ideas about the best/right/obvious way to do something. Always be aware and continually ask yourself whether you are making assumptions – about the person, the process, or the subject.



Resonance (gain) vs Dissonance (loss)

In health coaching, you are trying to shift your client from a dissonant (loss) frame to a resonant (gain) frame where they can explore their options and see hope for the future.

Resonance

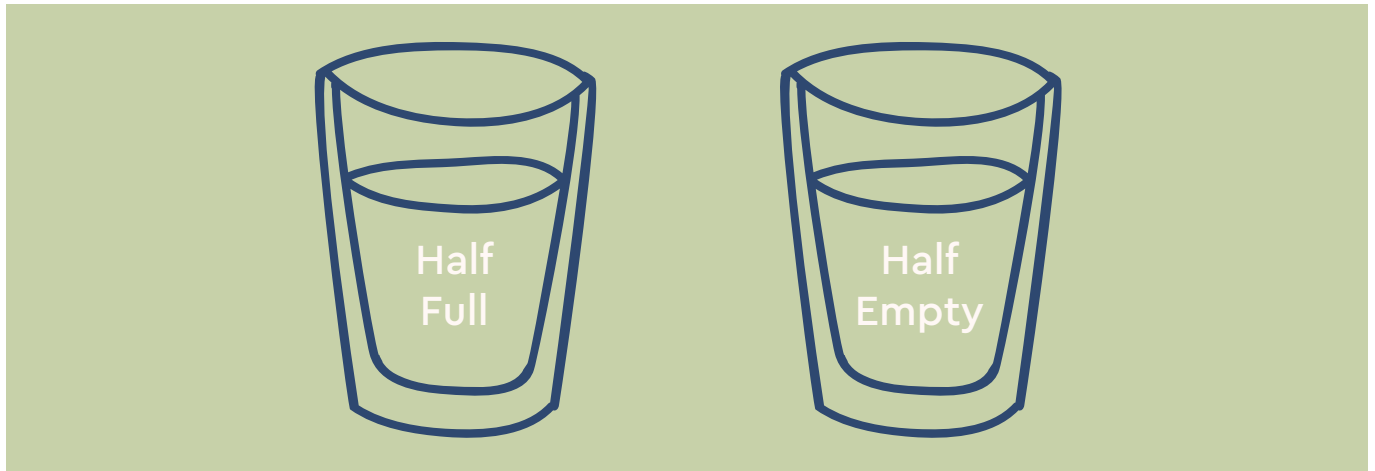
Resonance is when we are in a positive frame of mind. By definition, 'a sound has resonance, if it is deep, clear and strong'. In coaching, we work to find our clients place of resonance to unearth their strengths and motivation.

Discovering the resonant state has tremendous power in coaching. By unearthing your client's resonant state, you raise new awareness and momentum, granting power to overcome fear, roadblocks and lethargy.

We can explore these behaviours by addressing the trigger and flipping it. In other words, we might ask the client, 'What does no fear look like?' or 'What positive difference would it make to have no shame?' or 'How would it feel to be at peace with your anger?'

Dissonance:

Dissonance is when we are in a loss frame of mind. When we feel detached from ourselves and the outcome of our actions. The meaning of the word dissonance is 'a lack of agreement or harmony between things'. When your client is in a dissonant frame, the effect becomes being stuck, feeling judged, focusing on what doesn't work, and being unable to move forward. Just being in a loop and feeling stressed has negative consequences. As the coach, it is your role to be curious about these underlying emotions and what drives them.



Health Coaching Mindset

Embodying a coaching mindset is an important part of your journey in becoming a Health Coach. It is critical for effective coaching. At the centre of this mindset is the notion that you should always view **your clients as whole and resourceful**. This salutogenic (or strengths-based) approach to viewing clients empowers them. You are viewing your clients as resourceful, acknowledging their autonomy and ability to make decisions that are best for them.

The Health Coaching Mindset Components:

1. Acknowledge that clients are responsible for their own choices.
2. Engage in ongoing learning and development as a coach.
3. Develop an ongoing reflective practice to enhance your coaching.
4. Remain aware of and open to the influence of context and culture on self and others.
5. Use awareness of self and your intuition to benefit the clients.
6. Develop and maintain the ability to regulate your emotions.
7. Mentally and emotionally prepare for sessions.
8. Seek help from outside sources when necessary.
9. Keep up-to-date with health science and lifestyle medicine advances.

Remember: 'Being with' the client is being fully present, listening to the 'who' and 'how', responding to the client's words, language and emotions and paying attention to their shifts in energy or direction. We move away from the habit of 'doing to' a client. This is problem-solving, asking leading questions, offering unsolicited suggestions, offering your own analysis instead of asking, for example, 'what meaning do you make of that?'

Core Coaching Competencies

At PREKURE our health coaching practice is informed by core competencies (origins from the International Coaching Federation). These core competencies support a greater understanding of the **skills and approaches** used within today's health coaching profession. The core competencies followed by PREKURE are an important part of what the new health coach works to master. You will notice during your coach training that all core competencies are connected with each other and are embodied in the coaching mindset.

Core Health Coaching Competencies	
1. Foundation	<ul style="list-style-type: none"> a. Demonstrates ethical practice b. Embodies a coaching mindset
2. Co-Creating the Relationship	<ul style="list-style-type: none"> a. Establishes and maintains agreements b. Cultivates trust and safety c. Maintains presence
3. Communicating Effectively	<ul style="list-style-type: none"> a. Listens actively b. Evokes awareness
4. Serves the Client's Desired Outcome	<ul style="list-style-type: none"> a. Asks permission b. Delivers lifestyle medicine education on the client's agenda
5. Cultivating Learning & Growth	<ul style="list-style-type: none"> a. Facilitates Client Growth



Code of Ethics

Ethics are moral principles that govern a person's behaviour. They define and systemise what is right versus what is wrong and are used to guide society to make good, moral choices. Within the field of health coaching your obligation is to understand and inform clients of the role of the health coach as well as what a health coach is not.

As Health Coaches, in Aotearoa, we are guided by the HCANZA code of conduct. Understanding and informing clients of what the role of the coach is and is not, is your obligation as a Health Coach.

Key Health Coaching Ingredients

Along with the growth of your coaching mindset throughout the PREKURE HCC journey, we believe there are three other key ingredients.

We call them the 3 C's:

- 1. Connect:** Acknowledge everyone, believe in them
- 2. Courage:** Be yourself
- 3. Champion yourself and others:** Wins and losses

A key skill to master as a health coach is managing your emotions so that you can remain centred and present. A coach's mindset is guided by an openness to learn, to see new perspectives, to acknowledge everyone and to always critically reflect on your work.

Coaching Behaviour Change Model

A primary goal of coaching is to facilitate a client's self awareness, growth and habit change.

The Transtheoretical Model (TTM) of behaviour change, also known as the stages of change model, is one of several models of health behaviour change. The TTM provides coaches with an understanding of how and when behaviours can be altered and why clients may struggle, fail or quit.



The Stages of the Transtheoretical Change Mode

- 1. Pre-Contemplation:** The client has no desire to change their behaviour. This lack of desire can stem from insufficient knowledge and understanding of the consequences of a behaviour or a lack of confidence (potentially due to failed prior attempts).
- 2. Contemplation:** The client wants to change their behaviour within the next six months. They understand the benefits of changing the behaviour; however, they are also acutely aware of the disadvantages and challenges they may face. This knowledge can keep them stuck in this stage.
- 3. Preparation:** The client wants to change their behaviour in the next month. At this stage, it is likely that they have taken some steps towards enacting this behaviour change. Before they meet you they may have joined a support group, put a plan in place for themselves, or bought a self-help book. On the other hand, seeking your help might be the first step they have taken.
- 4. Action:** The client has taken steps toward changing the behaviour. They are committed to action and as a result there have been changes to their health or wellbeing.
- 5. Maintenance:** The client continues to change their behaviour. They do not relapse (or fall off the wagon); however, this does not take the same amount of work, or energy that it did when they started.
- 6. Termination:** The client no longer feels tempted to engage in their old behaviour as a coping mechanism (this is usually why we engage in maladaptive behaviours). The client feels confident in their ability to sustain their new behaviour.

Core Health Coaching Techniques

Effective health coaching requires a combination of coaching mindset, holding the process and skills that are chosen depending on the needs of the client. Mastering these skills helps your clients to engage and develop agency in their own health journey. Powerful coaching is about working with these practical coaching skills and tools in a creative way. You should always be **listening for opportunities to invite the client to raise their awareness and discover resources beyond their current thinking.**

Silence & Space

Leaving space and 'spaciousness' effectively **slows down the conversation** and gives the client the opportunity to express their thoughts, perspectives and feelings. Hearing their own thoughts is a way to reflect and process information. Doing this opens the mind and creates new awareness.

Silence encourages and allows the client to tap into their thoughts and not feel distracted or pressured into making quick decisions. Provide space after the clients thinking and speaking. Practice silently counting '1,2,3...' as you develop your level of comfort.



Dancing In The Moment

Coaching is a **dynamic process** and a coach must be able to respond to constant changes in the client's goals, needs, thoughts, actions, beliefs, experiences and priorities.

Follow the client and the client's agenda. The client leads and you are following their steps with agility. It is not about solving the problem, or the story, or the details; it's about what matters to them and what they really want.

The art is the craft of weaving the coaching skills together ; curiosity, silence, intrusion, intuition, powerful questions, timing; and deciding what is most suitable at that moment.

Dancing with the client is about finding flow. It is a feeling of connection free of distraction, honouring the client's pace and tone.



Summarising

Summarising is a skill that allows the client to **pause for thought**. A summary does not have to capture everything the client has said. It draws out the main themes in the conversation, as those are what matter. Summarising is a shared activity. The **coach draws out the key themes** for the client to verify, clarify and build upon. The coach can indicate a summary is about to happen as shown in the following examples.

'Can I check what I think we have covered so far? You mentioned 3 things...'

1. Little sleep
2. looking for calm
3. poor balance.

What feels most important right now?

'I would like to make sure that I have heard what you have said so far. I believe you mentioned...'

(Then summarise the key themes, very short words only)

'I wonder if I could check in with you. Am I right in thinking that you have discussed...'

(Then summarise the key themes, very short words only)

Bottom-Lining

Bottom-lining is about **getting to the essence of the problem** rather than circling in long descriptive and often repetitive stories. Bottom-lining is effective when a client's telling of the **story begins to expand and take over the coaching session**. Bottom-lining is the skill of brevity and succinctness. It is about getting to the point and asking the client to get to the point too.

What's really going on? What would you like to have happen? What is the core of the challenge? What is the essence of your story? What is the bottom-line here? If you could summarise what's going on for you in a short sentence, what would it be? If this was a movie, what would the title be?

Intrude

When a client is **going over old ground, dwelling, circling and not moving forward** you can politely interrupt the conversation and say something like, 'would it be ok if I point out something I am noticing?'. Wait for a reply to affirm, then say, 'I notice you are circling something, what is it you really want?'. Intruding aids to **notice tendencies in the client's behaviours and emotions to discern themes and patterns.**

Articulate What's Going On

This is defined as **voicing what we hear, see, experience or sense is happening.** It can be incredibly valuable. When a client is talking around a subject, they may not have insight that they are doing it. By the coach articulating what is going on, it helps to **cut through the story and direct the client's awareness to the essence of what is really happening.** It is like presenting a mirror to the client or playing back what you have heard (in their language).

Examples you can use to articulate what's going on:

- I am hearing you say there are many reasons you won't act and I also heard you say you want things to be different, what do you really want?
- I heard you say the word calm quite a few times, is this the missing piece? What does calm look like to you?
- Is it ok if I share something I am sensing? Is there a belief that you must serve others first?

When you help your client to discover their limiting beliefs, you can empower them to create new perspectives and possibilities.

Championing

Championing is where you **acknowledge** the true quality, shining attribute that you recognise in your client and stand up for them. Adults need as much support as children do, their **growth is solidified when they are championed appropriately.**

In order to be a true champion for your client you have to **truly believe what you are saying and feeling,** not making it up in an attempt to convince them that they should be proud. The client will give you direct cues to what they are most excited about or proud of. Listen for the richness in their tone, the energy in their voice and the words they use.

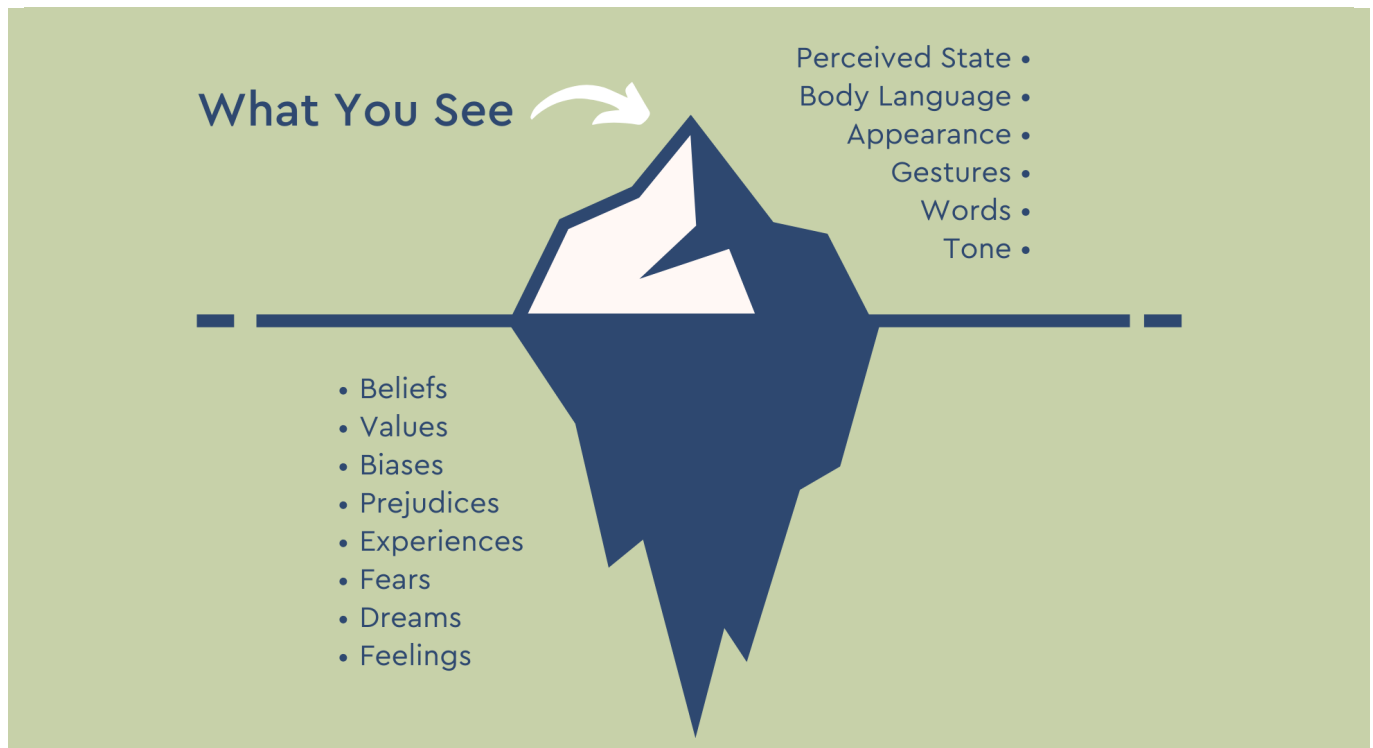
Acknowledge who the client had to be in order to accomplish whatever action he or she took, or awareness he or she achieved. It is the articulation of your deep knowing of the other.

This might sound like: 'You are courageous. It took courage for you to show up for this session, knowing that you had difficult things to share with me today'.



Dive Deeper

Diving deeper is simply taking what the client gives you and using their words in the next question to **probe deeper**. Then do it again. You are looking beneath the iceberg (see figure below) to what is really going on for your client. It is a **humble inquiry into their true current mindset**. Diving deeper allows the client to dive further into their true inner self. They are able to look around curiously and find clarity on their hidden self. Gaining these deeper insights and new self-awareness allows them to assess how their emotions truly affect their behaviours.



Name It

'Name it' is when you ask the client to **give a name to the feeling or state they are in**. This both facilitates the client's agenda, gives the client control of the way they would like to be seen and heard, and allows for easy reference in the future for the coach to prompt the client to move to that state or feeling.

'Name it' may start with your observation of the client's resonant state: 'I notice a big smile, what's happening?'

Flip It

'Flip it' is when your client tells you **what causes them pain, anguish or suffering**. As the coach, you **flip the dissonant response** and ask them what it would be like to live completely free from pain, anguish or suffering.

For example, if your client says, 'I am finding I keep procrastinating on getting started with my nutrition plan'. As the coach you may say, 'What does not procrastinating look like?'

This tool is an important technique in moving your client from the dissonant and stuck state into being able to peek into and explore the possibilities.

Reframing

Reframing is a tool that **helps the client to explore new perspectives** in order to see other options. It is useful when the client is stuck in a way of looking at things. They can only see things one way. Reframing is equated to looking at the world everyday whilst wearing a pair of yellow tinted glasses: All you will ever see is yellow. When you take off the glasses you will see things in full colour, you experience a new perspective on the world.

Examples of questions you can ask to reframe:

- What is another way of looking at that?
- What are other possibilities?
- What is another perspective on that?
- A great reframing question for kids is – instead of asking what do you want to be when you grow up, ask them what problem they want to solve when they grow up.
- What would you do if things were in your favour?
- If you were the bravest version of yourself, how would you be?
- What advice would you give to a friend who is in a similar situation?
- You've reached a goal a hundred miles outside your comfort one. Who are you now?
- What is the cost to the client of not making a change?

Intuition

Intuition is the process of **accessing and trusting one's inner knowing**. Intuition is direct knowing, unencumbered by the thinking mind. Sometimes, the information received through intuition does not make logical sense to the coach. **It is non-linear and non-rational**. However, this information is usually quite valuable and can create massive change for the client. Intuiting involves taking risks and trusting your gut.

Intuition and inner knowing are powerful tools in coaching. The development of intuition is just as important as some of the more tangible skills. Being able to share your intuition encourages your client to do the same and can lead to those 'aha' moments.

Saboteur

Our brains are incredibly sophisticated – so sophisticated, in fact, that they **evaluate our safety five times per second**. This pattern of constantly looking for threats means we have ample opportunity for negative thoughts to sneak in and take charge.

Saboteurs start off as our guardians to help us deal with the real and imagined threats to our physical and emotional survival as children. By the time we are adults, we no longer need them, but they have become **invisible inhabitants of our mind**. Our saboteurs' patterns of thinking, feeling, and reacting have become soft-coded in our brain through neural pathways. When these neural pathways are triggered, we are hijacked by our saboteurs and **feel, think, and act using their patterns**.

In the coaching conversation you can ask the client, 'What is the REAL truth here, not the saboteur's version?' or 'What consequences will there be if you choose to listen to the saboteur?', 'Or alternatively' if you choose to listen to your dream?'. Clients do know – when they check inside for the truth they almost always find that it's right there. This can help the client make a conscious choice and clarify how willing the client is to do what is needed. The power of resonance helps drive motivation and the source of energy for action.

Metaphor

As humans, we all use metaphors very frequently and often unknowingly in our conversations. It is estimated that the **average person uses a metaphor in everyday language once every twenty-five seconds**. If you start to really listen to the language a person is using, metaphors begin to jump out at you.

As a tool for coaching, the client's metaphors give you an **insight into their unique perception of their situation and their goals**. When the client tells you that they can 'see light at the end of the tunnel', that is what they are experiencing. There is light for them and they are in a tunnel. As a coach you can use your clients' (often unconscious) metaphors to help them explore what is going on for them.

Scaling

The scaling technique is a way of establishing a **client's own metric** on a certain goal and allows the exploration of ensuing steps it will take to get there. For example: the client may say they want to gain confidence in their nutrition knowledge. As the coach you can explore their aspiration:

- On a scale of 1-10, where are you now?
- Where do you want to be?
- What does that look like?
- How will you recognise that you are there?
- Where do you want to be?
- What does one more step from where you are now look/feel like?



Asking Permission

One of the most important techniques the coach uses to remind the client that they are in charge of the coaching direction is to ask permission. You can ask permission by using questions similar to the ones listed below.

- May we work with this issue?
- Would it be ok if I tell you what I see?
- I am getting a sense of something here. Would it be ok to share?

When the coach asks permission, it **demonstrates that clients have power in the relationship**. It demonstrates too, that the coach knows the limits of their power in the relationship. Coaches are honoured when you ask permission their boundaries are respected.

The Wheel of Life

The Wheel of Life is a tool to assess the client's **perceived satisfaction and dissatisfaction** in the different domains of life. The tool is designed to help your client identify **where they are in their life right now, and where they would like to be in the future**. The tool is typically used with clients early in the coaching relationship to give a snapshot of a client's sense of life fulfilment.

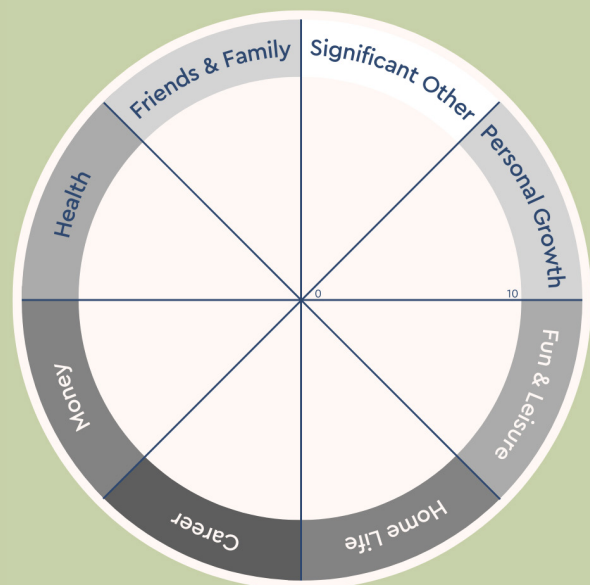
Ask the client to rate his or her level of satisfaction in each of the areas using the wheel. A score of one indicates low satisfaction and a score of ten means they are highly satisfied. After the client has rated each of the areas, ask him/her to connect the lines to form an inner wheel. This gives the client an overview of the level of satisfaction in their life. Discuss with the client in what ways he/she would want to change the shape of the inner wheel.

Here are some questions to help your client decide on their action steps:

- Which area draws their attention?
- Where are the biggest gaps?
- Are there any areas of your life that are getting more attention than they deserve?
- What would a 10 look like in this area?
- What are you currently doing that you'd like to do more of?
- What are you currently doing that you'd like to do less of?
- What would you like to start doing?
- What would you like to stop doing?

Tips for using the wheel of life tool:

- Revisit the Wheel of Life at the end of the collaboration with your client. Ask them to fill out a new one to show their progression from when they started.
- Use a blank headings and get your client to name the areas that they represent. What areas are important for them?



Summary

Effective health coaching helps individuals:

- Improve their self awareness and knowledge
- To gain clarity and make discoveries
- To have choice
- To take action

In coaching we say '**practice makes progress, perfect is not required**'. The art and craft of coaching is about turning up authentically and professionally as you, 'the coach', and using these tools intuitively. Whilst always striving to grow and learn more. At PREKURE we believe throughout the health coaching journey you will discover more and more **how powerful and resourceful humans are**.

Your next steps

Health Coaches are gaining momentum, we are in a stage of global growth. Our health system can no longer sustain the rising chronicity of health. It is up to every Health Coach to be creative, to consistently evolve and keep a broad view of coaching methodologies and frameworks. Be open to working with the methodologies that resonate with you. **Create your own style as a Health Coach that comes from a diversity of research and knowledge**. Practice new activities and be open to taking action on what you are learning.

Health Coaches are experts on lifestyle and human behaviour change, agents of change who fill a critical gap in our global healthcare systems by empowering people to cultivate personal agency, set and achieve health goals and build new health-supportive habits. No other health profession has this unique skill set.

Is Health Coaching Right For You?

After learning about some of the key tools and skills in health coaching, and if you want to learn more, visit [prekure.com](https://www.prekure.com) for the world-class Health Coach programs that are available.

Become a health change-maker with PREKURE.

www.prekure.com





Your Guide To Health Coaching

Prevention is Cure | Lifestyle is Medicine

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