



Empathic and needs based coaching of you client

Have you noticed how part of someone's problem is always emotional and part of the way they see and react to life? Convincing people to see things differently doesn't work that well and often changes little. Apart from working on the energy system through the body, an approach that creates perceptual and behavioral change is necessary to create lasting change. An empathic approach and needs based coaching changes everything. Motivating people from within, identifying the need they have and are not aware of, opens the possibility for better and more functional strategies. Truly helping your client take control of their life again.

Seeing a client can be like travelling to another universe. It is much like an adventure and so seeing your client in that light, instead of as someone with a "problem", may help to discover more about how things came to be and how assistance can be given.

Needs based coaching identifies unmet needs a client has been struggling with, gets the client in touch with this alternate reality that underlies any described situation and aids the client in finding workable strategies to live a healthier and more fulfilled life. It is the empathic connection you will create with a client that allows for such an exploration. To create an empathic connection it is important we do not only hear what someone is saying but are able to relate to what it is like to have that experience and understand the unmet needs that are in play. This requires that we are able to distinguish the facts of a situation from the perceived reality (judgments and beliefs) and help the client see new options.

It is the empathic environment that you as a practitioner/therapist create and provide that allows the client to speak and see himself maybe for the first time without being judged. In needs based coaching we don't see a client as

'broken' and so nothing needs to be fixed. What we are doing is restoring the client's connection to his inner wisdom through exploring what is alive while we help him identify feelings, needs and workable strategies. It is complementary to the physical and energetic work you will also be engaging your client in and it is the strength of the combination that boosts the effectiveness of the work you do.

Coaching is a process of supporting your client's authenticity, integrity, becoming accountable for his actions and in doing so empowering him to find his own path in life. Creating a life sustaining environment means looking at all the ingredients for wellbeing and wholeness. If behavioral change is required it is not only dealing with what we eat, drink and how we spend our energy that needs to be examined.

More often than not it is the way we see others and ourselves and the way we have learned to think that needs a closer look and which is a key element to making changes in someone's life. An empathic approach and needs based coaching changes everything. Motivating people from within, identifying the need they have and are not aware of, opens the possibility for better and more

functional strategies. This is truly helping your client take control of their life again. Empathic coaching helps your client become resilient and self reliant.

Clients will better understand the impact of their behavior on their own stress levels, resilience and the influence they have on others. We will examine how stressful responses evoke certain behaviors. We will examine more effective alternatives, which as a side effect, will also create a more relaxed atmosphere and establish respectful communication between the client and their environment.

We will look at the origins of conflict and our client's approach when this happens. We will examine various skills among which are: active listening and effective feedback. We will work on identifying the positive intent behind all behavior, creating a deeper understanding of motivation and bolster our skills in having a positive influence in situations. We'll learn how to effectively engage in confrontation and to create sustainable change rather than forced compliance. We will examine why clients hold on to their point of view and what will create a shift. We'll look at stagnating situations caused by impossibly opposing points of view, and learn how to identify the

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hidden needs behind all conflict. All topics will be covered from both theoretical (knowledge) and interactive (practical) approaches so that the insights can be applied and practiced and positive results can be achieved.

Learning by doing

My principle is: learning by doing. Together we'll look at some theory, but mostly we will learn through practical exercises. Through having a positive personal experience in this workshop you will best be able to evaluate how the work we do together will have a positive effect on your clients as well. We will practice in small groups and as a whole through game play.

Exercise

During these practical exercises participants will receive and give feedback to each other, learn how to address stressful behaviors and reduce stress.

Objective

To offer participant's tools and techniques they can use to communicate more effectively with their client.

Day 1

- Making sense of your client's feelings
- Understanding your client's needs
- Observations and interpretations
- Pseudo feelings
- Empathic listening
- Compassionate connection
- Building trust
- Self-empathy
- Paraphrasing
- The NO to YES turnaround

Day 2

- Accountability and integrity
- Neurology: our thoughts and the words that follow
- Four ways to listen and respond
- From emotional enslavement to liberation
- Judgments and anger
- You and your client: support and control
- Drama and winners triangle
- No more sacrifice
- Regret

Costs

CAN \$ 300,- (2 days includes coffee, tea and manual).

Data, location and time

January 9 & 10th 2016, Calgary, Alberta, Canada, 10 am – 5 pm.

See the agenda on my website for other dates and locations.

All dates are subject to change and will be confirmed on registration. Unless indicated otherwise training times are daily from 10am – 5pm.

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