

## Breaking the Rules. Going to the Edge.

In this course we want you to intentionally push your edge as a coach. We want you to feel, in your body and in your bones, what it's like when you coach at 100% on behalf of your client. We want you to experience what it is like to be willing to “break the rules” you learned about coaching and Co-Active® Coaching. You probably won't coach with this level of intensity and directness in every coaching session (and you might; that's always your choice). For the sake of the client, you must be ready to use the full range of yourself to serve the best interest of the client.

When the client's full life is in the balance, it's time to ditch whatever rulebook you may have created for yourself during the CTI courses. The “rules” are helpful, and they are not more important than the client. In fact, in most cases, they were never rules to begin with; they were guidelines and important things to be aware of. Here's a simple example: you were probably encouraged not to ask “why” questions. Not because it's a rule, but because of the impact. Most clients react to “why” questions defensively, or with an explanation or rationale, or from their analysis. In short, “why” questions rarely give the coach and client much that is useful. So imagine how powerful it would be when one day you really do want to challenge the client to defend their belief or action and you ask “Why?” Now you have a powerful question and you “broke a rule.” If you try to coach by the “rule book” it will be too limiting.