

Yes... and No

Clients want a really full life and we want that for them. As coaches we are a huge YES for our clients. Especially a “yes” to their most fulfilling life and a balance that works for them. The key here once again is choice. To choose to say “yes” often means that there is an accompanying “no” to be voiced as well. If the client is saying “yes” to more family time, there may be a whole series of “nos” that are inextricably linked, such as, “no” to working late or weekends, or “no” to other outside activities, or friends, or business associations. There will be specific, detail level “yes” and “no’s,” along the lines of “saying yes to going dancing once a week” and “saying no to snacks in the evening.” There will also be broader, bigger “yes” and “no’s,” along the lines of “saying yes to taking a stand for myself” and “saying NO to my Saboteur’s opinion.” One of the most effective exercises you can offer clients is the assignment to make two lists: “What are you saying ‘yes’ to?” and “What are you saying ‘no’ to?” It is a request and inquiry that you can use many times in different situations with the same client, because the exercise focuses directly on the power of choice in the clearest possible way.