

**Coaching. Instilling Confidence.** Confidence doesn't start the journey to success, it's success and belief that creates confidence. "Limiting beliefs" is an overlooked and avoided aspect of personal coaching. Who wants to admit our frailties?

If your people are struggling, consider spending a little time asking some of the following questions - pick ones that work for you and a sequence you like. Coaching is just a conversation.

1. Where do you want to be?
2. How critical is this to your success?
3. How long have we been discussing this issue?
4. What have we tried to get there?
5. What progress have you made toward your goal?
6. What happens if you don't fix this?
7. What happens if you do?
8. What worked, what didn't work?
9. How much is self-imposed?
10. What can you control?
11. What is stopping you? This one is critical.  
Listen to their "Story." Empowering or elegant excuses?
12. Ability? Belief? Time? Effort? (Things you can control).
13. What do you need to start, stop or do more of?

*You're not what  
you think you are,  
but  
what you think...  
you are!*

Many times the biggest obstacle to success is us! When we look in the mirror, we see the problem - but we also see the solution.

Find something THEY feel comfortable with that would move them closer to their goal. The smaller, the better. Then "stack" that success on top of another success on your way to building more confidence.

# Identifying Behavioral Obstacles

Name: \_\_\_\_\_

Job: \_\_\_\_\_

## Worksheet

### Behaviors defined in broad terms.

- Risk-taker - Anti-risk
- Social - Technical
- Pro-active - Re-active
- Quick to connect - Slower to connect
- More Assertive than Social (Me first)
- More Social than Assertive (Us)
- Formal - Informal

### Potential behavioral obstacles:

- Confidence
- False-confidence
- Ability to connect
- Engaging
- Uncertainty
- Coach-ability
- Drive
- Discipline
- Attention to detail
- Positive mindset
- Negative mindset
- Mentally tough
- Pro-active
- Re-active
- Indecisive = Gets-ready to get-ready
- Passive
- Perfectionist
- Self-reliant
- Stubborn
- My way
- Limiting beliefs?
- \_\_\_\_\_
- \_\_\_\_\_

