



# session

**CLIENT + COACH + the RELATIONSHIP**

*What is happening in me?*

*What is happening with my client?*

*What is happening between us?*

# TRUST

in a growth-promoting relationship

willingness to be vulnerable  
 benevolent, having out client's best interest at heart  
 honesty and authenticity  
 openness and transparency  
 competent-partner  
 reliability

If you think of yourself as being trustworthy, you're less likely to pay attention to it deliberately... and less likely to do the things that establish trust.

Roderick Kramer from Stanford University

**LEVEL 1. Internal**—we hear the words of the other person but we're focusing on what it means to us. Listen in order to relate and connect.

**LEVEL 2. Focus on the other person.** Listen for every nuance. What words are they using? Tune in to the words the other person is using.

**LEVEL 3. Global range of listening** (coaching). Soaking up the words; tune-in laser focus on every word the client is saying; pick up on body language; pick up on emotion; listen for what sounds may be in their environment; what's our own feelings and intuition; level 3 picks up on all sensory data; mood; energy; moments of space/silence; the essence of what's not being said. Level 3 is global, inclusive, and open.