

How to Help Your Clients Live Up to their Potential

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Agenda

- 💧 What is potential?
- 💧 How do we identify potential in our clients?
- 💧 Helping the client “Discover”
- 💧 Identify what is getting in their way?
- 💧 Encourage them to embrace the Vision
- 💧 Accountability
- 💧 Benefits
- 💧 Insights



What is Potential?

“Having or showing the capacity to become or develop into something in the future.”

Dictionary.com



How to identify potential in your client

- 💧 Tools / assessments
- 💧 Passion
- 💧 Listen to the words
- 💧 Ask intuitive questions
- 💧 Pay attention to diversions



Helping clients “Discover”

- 💧 Who is your client?
- 💧 What defines them?
 - 💧 Title | position | task
 - 💧 Will it change with a situation or circumstance?
- 💧 Motivation - what gives them energy / gets them up in the morning?
- 💧 What are they most proud of?



What is getting in the way?

- 💧 Perceptions , expectations, etc...
- 💧 Listen for the “But”...
- 💧 Compromises / Excuses
- 💧 Self-sabotaging behaviors
- 💧 Fear - what is giving it power
 - 💧 Give it a name so you can confront it



Embracing the vision

- 💧 What is possible?
- 💧 What does it look like, feel like and what is the intention?
- 💧 Create a plan to maintain
- 💧 Aligning – image and actions
- 💧 Staying on track - affirmations and confirmations



Accountability

- 💧 Let the client tell you
- 💧 Establish check-ins
- 💧 Realistic timelines
- 💧 Defined outcomes
- 💧 Support vs. condemnation

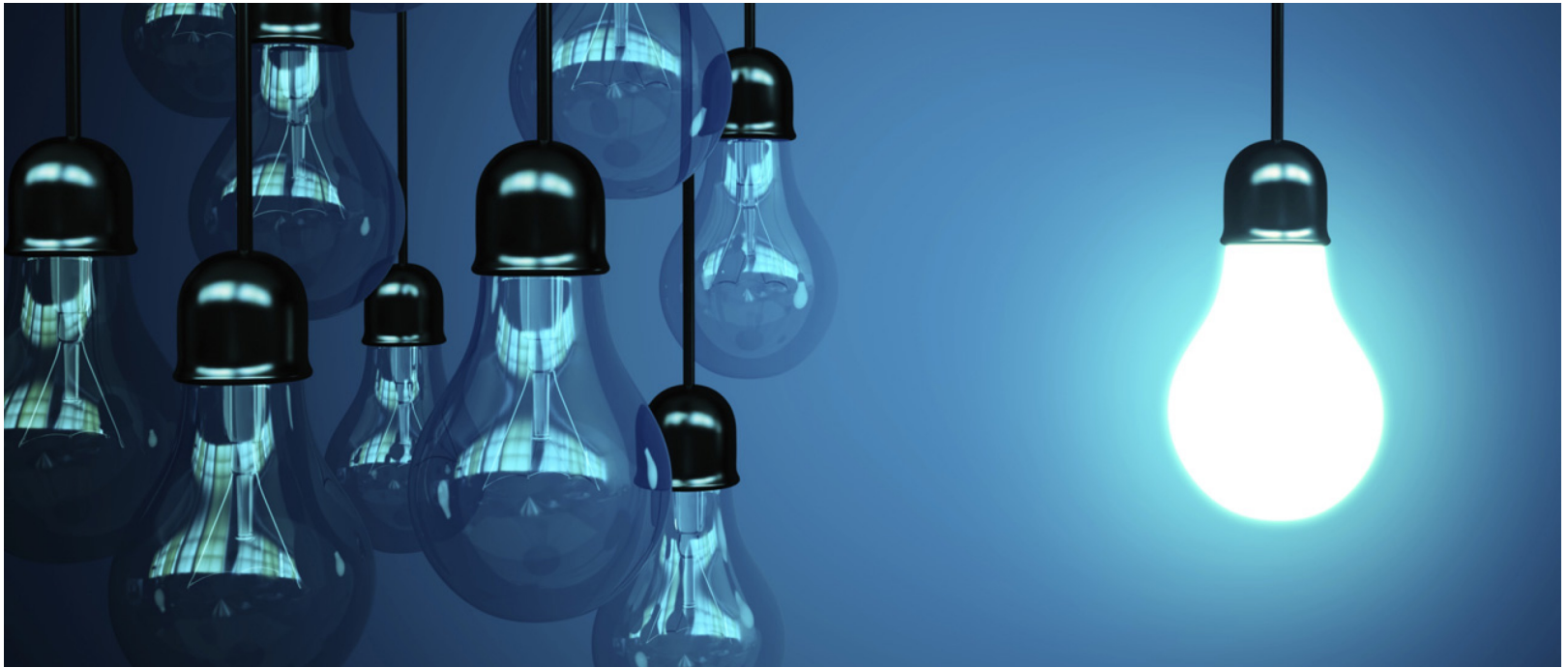


Benefits

- 💧 Clarity
- 💧 Purpose
- 💧 Establish intention
- 💧 Mutual understanding
- 💧 Moving beyond the expected outcome – fulfillment
- 💧 Renewed passion
- 💧 Free to be!



Insights



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