



The Invisible Realities of Life

Session 2

The Power of Relating

- I. You're not alone!
 - A. Coaching is a relationship.
 1. Trust
 2. Connection
 3. Support
 4. Understanding
 - B. Impact people
 - C. Relationship challenges
 - D. Relationship with a purpose
 - E. Behavioral styles
 - F. The coach sets the agenda.
 - G. The coach is in a supporting role.

II. Listening is the cornerstone of every relationship.

- A. Listening can easily be mistaken for doing nothing.
- B. Listening is more than waiting for your turn to talk.
- C. Listening is completely focusing on the other person.
- D. Listening allows the other person to hear God's voice as they explain their life.

III. Cardinal rules of listening

- A. Focus – undivided attention
- B. Summarize – be a mirror
- C. Invite – “tell me more”
- D. Unpack – exhaust their resources
- E. Clarify – “Here is what I heard.”

IV. Sample Coaching conversation

Carl: Hi, Brian. How's your week been?

Brian: Kind of rough, actually.

Carl: Rough?

Brian: Yeah, I had a visitor show up at my group and the regular attenders didn't reach out to her much.

Carl: They didn't reach out?

Brian: No. They hardly asked her any questions. I was so frustrated with them.

Carl: Tell me more about what happened that frustrated you.

Brian: Well, they said hi at the beginning and asked where she was from, but then they just got involved in conversations with each other. The visitor just sat there looking uncomfortable.

Carl: So your group members didn't take much initiative in pulling her into the conversation.

Brian: No. I guess it's just a lot easier for them to talk to the people they already know.

Carl: Anything else?

Brian: Yeah, actually. I've been frustrated with this attitude because it's not what God would have us do, even if it is easier. Maybe I need to steer some of our group discussions toward things like outreach and inclusion even when they come at the expense of our personal comfort!

Carl: Hmmmm.

Brian: You know, that's not a bad idea. I mean, there's plenty of Scripture to support that point. Maybe I could do something out of Acts next week Thanks for your input, Carl. That was really helpful.

V. Asking questions

A. Powerful questions produce interesting conversations.

B. The right questions establish trust.

1. What are your deepest passions? What really satisfies and fulfills you?
2. What energizes you? What drains your energy?

3. What legacy do you want to leave? What do you want to be remembered for?
4. What are your strengths? Where are you gifted?
5. What's one thing you'd like to change about yourself?

VI. Clarifying expectations

- A. What do you want to accomplish in the coaching relationship?
- B. What does the other person want to accomplish?

VII. God already has the solutions the coach needs.

A. Coaches make them feel valued.

B. Listened to

C. Respected

D. The gift of presence

1. Don't give advice.
2. Don't tell people something they can discover.
3. Don't fix the problem.

VIII. Field work for week: be intentional about using good questions.