



TRANSFORMING YOUR CLIENT'S PERSPECTIVE AND RESISTANCE THROUGH INNER FOCUS

DR. CARON GOODE



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Table of Contents

About The Author	iii
Overview.....	1
Transforming Resistance and Perspectives	2
Goals for Client Process:.....	2
Stages of Changing Perception.....	2
Options for Shifting Perspectives	2
Insight – Turning Sight Inward for Other Coaching Objectives	2
Changing Perspective.....	3
Identifying Client Resistance	5
Insightful Guided Mental Imagery	6
How Effective is Imagery?.....	7
Relaxation and/or Induction.....	8
The Prelude	9
Imagery Experiences	10
Dealing with Resistance	11
In Coaching Adults.....	12
How Do You Know You Are There?.....	12
Why Would a Client Want to Develop Insight or Inner Awareness?.....	12
Works with Evolving Consciousness.....	13
Alpha Level Training for Awareness or Deeper Consciousness.....	14
Purposes of Entering Into the Alpha State	14
Make Alpha Tapes For:	15



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Copyright © 2013 by Dr. Caron Goode

Academy for Coaching Parents International, LLC

100 Via de la Valle

Lake Elsinore, California 92532

682-351-0328

**ALL RIGHTS RESERVED. NO PART OF THIS BOOK MAY BE REPRODUCED OR TRANSMITTED IN ANY
FORM OR BY ANY MEANS WITHOUT WRITTEN PERMISSION OF THE AUTHORS.**



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

About The Author



Dr. Goode's professional experiences encompass positions as a speech therapist, special education teacher, educational diagnostician; trainer for parents & educators; psychotherapist in pediatrics, women's health, and persons with anomalous experiences as well as consultant and coach for spiritual living, wellness & empowerment. She conducts seminar training, has a personal coaching practice.

Dr. Goode is a prolific published author of 22 print and digital books, as well as communications consultant for schools and organizations. Her monthly parenting column goes out to 40 media outlets and she has been featured in magazines such as Working Woman, Better Homes & Gardens, and numerous parenting newspapers. She has managed three web sites, three blogs, a global learning portal, and ezines.

Dr. Goode is the founder of the Academy for Coaching Parents International, which trains and certifies coaches for parents and families. She is the founder of HeartWise® Coaching Institute, which certifies professionals in Relationship Coaching and Intuitive Coach-Consultant.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Overview

For successful life changes and personal transformation, a person must know what their perspective is...which leads to knowing what is really going on inside and around him or her.

Although coaching philosophy would state there is no right or wrong perspective, a HeartWise® approach explores if the viewpoint works or does not work.

With willingness, a client will change what is not working, and the coach and client use a holistic approach to explore behaviors as well as perceptions.

The goal is for clients to become aware of:

- What they are doing,
- How they are doing it, and
- How they can change themselves,
- How to learn to accept and value themselves.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Transforming Resistance and Perspectives

Goals for Client Process:

1. To create holistic, human-focused coaching conversations.
2. To use free form coaching to explore viewpoints.
3. To use imagery and inner associations to shift thought and feelings.
4. To explore possibilities and try different options.
5. To identify the emotional expressions as truer of client perspective than logic.
6. To allow reflections to stimulate new awareness.
7. To create new thinking patterns, using a holistic mind-body approach.
8. Allow clients to develop their own choices over time, not forcing a goal or solution.
9. Exploration and reflection in coaching can be enough.

Stages of Changing Perception

1. **Observation** – what do you see going on? What do you feel?
2. **Awareness** – reflection of seeing and feeling – what about it?
3. **Discernment** – is it working or not working? Does it serve you right now in some capacity? Is this a lesson you still need to learn from? Have you learned the lesson now?
4. **Insight** – what new vision, or perspective is now a better fit? Or is further inner
5. **Voyaging** needed.

Options for Shifting Perspectives

1. **Outlook** – it looks this way to me. I feel about it this way.
2. **Specific evaluation** – based upon the results of how I feel, I would like to change.
3. **Measured assessment of a situation** – It is working. It is not working. I feel safe,
1. **Even with the negative feelings**, I must break through and beyond the safe level.

Insight – Turning Sight Inward for Other Coaching Objectives

- Self-Empowerment is the process of living through conscious choice instead of unconscious process.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

- Becoming conscious is optional.
- Once we are conscious, because of our knowing, responsible action is mandatory.

The HeartWise™ Approach is similar to gestalt, meaning the whole, and phenomenology, meaning to investigate one's experience, creating deeper awareness. How one perceives, feels, and acts provide more value for changing than explanations.

1. What are you doing?
2. How are you doing it?
3. Is it working? Are the results what you want?
4. How can you change it?
5. How can you make it work for yourself?
6. Can you accept YOU in this situation? If not, what can you change?
7. How would you value yourself - feel it, see it, and own it.

Changing Perspective

We can't solve problems by using the same kind of thinking we used when we created them.

~ Albert Einstein

We choose in each moment of our lives, consciously or unconsciously, but we choose. Remember, not choosing is a choice too. In order not to be the victim of circumstances, we should always choose consciously, if possible. Conscious choices help us create from possibilities, not from circumstances.

To see the other possibilities in being stuck, try the following exercise:

1. Define your problem as of now. Briefly name it, i.e. "changing my job"
2. Define your feelings; what color is your feeling?
3. Listen what your body tells you. Where do you feel the stuckness in your body?
4. Try to embody your perspective. How is your posture?
5. Is there any odor or scent?



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

6. What is the cost of your current perspective?
7. What is the gift of your current perspective?

Then think of a new energizing moment in your life, where you handled any situation with success and positive energy.

1. Name your current perspective.
2. Bring that energy to your current situation.
3. Then check your body again, what is happening?
4. Try to embody your perspective. How is your posture?
5. How are your feelings?
6. Any color for your feelings?
7. Does your new perspective bring you any new images or metaphors?
8. What is the cost of your new perspective?
9. What is the gift of your new perspective?

You can try 4-5 more perspectives by recalling your peak experiences, energizing moments, or delightful memories. After evaluating gifts and costs of each perspective, you can make your conscious choice about the issue.

You can choose one perspective or combination of perspectives. By choosing this perspective, be aware of what you're saying "no" and "yes" to, because once you make the commitment, your next statement of YES or NO is then put forward into motion. You are moving forward! Congratulations.

Now you are ready to prepare and say your commitment aloud? "I'm committed to... and I say "yes" to... and say "no" to..." Saying no closes one door. Saying yes opens another door.

If you feel overwhelm by the negative feelings of your current perspective, use your breath before moving to next perspective.

Remember, how and what you breathe affects your health and disposition. Place your right hand over your heart and your left hand on your abdomen. Feel your heartbeat, and gently inhale, extending your abdomen outward as you inhale and inwardly as you exhale. While exhaling, relax your hard muscles and let your life flow in and through your body.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Identifying Client Resistance

The roots of resistance in action or attitude are the same roots, which is the focus of therapy. The focus of coaching is shifting attitude or actions:

- **Resistance in thought, attitude, or perspective**
 - I can't. I won't. That isn't true. I don't know. I cannot think of it right now. I'll try that. I don't get it. You are wrong. Everything is his/her fault. I don't feel it. I don't think that way.
- **Resistance in action**
 - Looks like defensiveness, no follow through, promises not kept, making commitment and breaking them, over-promising, not delivering lying, making excuses

In HeartWise Coaching, we bring awareness to resistance or the need to change to the present moment through mental imagery, associated feelings and reflections and explorations.

Resistance has two modes that we use with a client for organizational purposes.

1. Behavioral Mode looks like	2. Awareness Mode Resistance looks like	Results = Willingness, Readiness, Commitment, Action, Success
<ul style="list-style-type: none"> • Willing to plan, but no follow through. • Difficulty executing plan • Takes steps and then falters • Promises a step, an appt. • Split within self between desire and her actual behavior 	<ul style="list-style-type: none"> • Preoccupied with life events • Little awareness of inner states • When aware of inner states, hard to hold focus • Doesn't trust self. 	<ul style="list-style-type: none"> • Ask willingness Assess readiness level Assess skills needed to shift • Provide skill building using inner awareness • Assess commitment to change • Get the inside out and move forward.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Insightful Guided Mental Imagery

- Guided imagery is the purposeful presentation of an image to evoke feelings for a specific purpose.
- Guided imagery is a method of creating pictures in the mind accompanied by sights, sounds, sensations, and feelings.
- It directs the mind and body to the optimal inner state for physical and emotional health.
- Positive images specifically calm the nervous system, strengthen the immune system, and trigger healing activity.
- Mental imagery is a powerful tool to rehearse for success.

A thought triggers a biochemical response in the body. A feeling or sensation triggers a corresponding chemical response in the brain.

Within these internal energy responses, imagery lets children empower their awareness and direct their minds and bodies into skill development and positive emotional states.

Scientific study has shown that the mental act of thinking about running a race can trigger some of the same bodily reactions as its physical counterpart. Obviously, only the physical act delivers the sense of elation, the muscular exercise, and the release of tension that we enjoy. What imaging the race beforehand can do for those who practice it is set the stage for accomplishment by focusing the mind on specific goals and preparing the body to perform the required actions. In the same way, imaging successful coping skills can build self-confidence and ease for the actual physical event.





Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

How Effective is Imagery?

Health field specialists effectively use guided imagery to reconnect people to pastoral, peaceful images with accompanying sights, tastes, smells, and feelings to induce a relaxation response in their patients that strengthens the immune system. For cancer patients in particular, the successful practice of imagery returns them to a sense of control over their lives, enhancing their resistance to stress and overcoming treatment anxiety.

Guided imagery builds confidence and self-esteem while strengthening emotional resources. Through its practice, clients learn to express feelings they have formerly been unable to verbalize [especially those associated with stress or trauma].”¹

Imagery has been especially useful for the following conditions:

- Calming hyperactivity
- Coping with a death in the family
- Overcoming anxiety
- Soothing panic episodes
- Healing psychosomatic complaints
- Developing sensitivity

The reason for the high degree of success in using imagery lies in one's ability to close their eyes and use their imaginations to see another viewpoint, feel more deeply, or gain perspective on situations.



People use imagery to relieve a number of conditions, including all of the symptoms identified along the stress continuum: tension, stress, anxiety, angst, panic, and trauma. It

¹ Reprinted with permission of Charlotte Reznick, Ph.D. “Empowering Kids Through Imagery.” Atlantis, The Imagery Newspaper, 1994. http://www.imageryforkids.com/art_empoweringkids.asp



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

is a gentle, calming way to help the mind and body learn to integrate stressors. Along with treating anxiety and depression, guided imagery serves these purposes:

- Mood enhancement
- Improvement in the quality of sleep
- Reduction of blood pressure, blood sugar, and cholesterol
- Improvement of the immune system functioning
- Management of pain
- Learning sports skills
- Enhancing performance
- Active imagery

A coach or client uses active imagery when the goal of a session is to influence a specific behavioral outcome, such as improving sports performance, enhancing study skills, strengthening courage, balancing emotions, or shifting perspectives.

Children can especially benefit by using active imagery as a self-healing technique to help speed recovery from illness and self-regulate moods. Active imagery is most valued in healing because it allows a child or adult a sense of participation in the illness experience, hence, control over the events. Conversely, guided imagery is used to modify behaviors that compromise health and to motivate clients to make positive changes in their lifestyles.

Guided imagery has three to five stages depending upon how the material is used and with what age group:

Relaxation and/or Induction

Induction: The induction is a brief, verbal interlude to guide others more deeply into relaxation and to help them focus. Its purpose is to help them make the transition from the outer reality to their inner world.

A coach can invoke the image of an elevator going down, a door swinging open, or a person descending a staircase, moving into another room, or stepping from indoors to outdoors. All are examples of the “transition” metaphor by which a one shifts attention to the inner images and senses.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

The Prelude

The main imagery experience focuses on the inner realm of images, awareness, sensations, and such.

Here is an example of an imagery experience used in a classroom to teach children how to feel positive – a good emotion for the child.

1. Guide the children through a range of different positive feelings by naming them slowly one at a time.
2. Direct children's attention to a single object, such as their favorite color—as it might appear on a television or computer screen, if they prefer—and commit their entire concentration to imagining the color.
3. Ask them to adjust the color by turning an imaginary control knob or lever. (A major point of this exercise is to build an individual's skill at controlling his or her mental images so that they can be summoned at will when the need to relax arises.)
4. Ask children to imagine a rainbow light starting at their heads and filtering down through and around their bodies.
5. Starting at their toes, and moving upward through their body, ask the children to relax each body part as you name it.
6. After each, ask the children to imagine experiencing that emotion. (The body mind systems of most children may also benefit by practicing positive emotions.) Here are some suggestions for what to say when leading children through constructive emotional states:
7. "Concentrate on feelings of _____ (Fill in the blank with "happiness," "peace," "joy," "love" or "safety.")"
8. "Identify where you feel love in your body."
9. "If smiles are hiding in your heart, will you find them and let them smile through your face?"
10. "How does peace feel? Where is it in your body?"
11. "Imagine health (also "wellness," "vibrancy," "vitality"), and tell me what it would look like?"

Once the children have imagined the several positive emotions, move gently ahead to the next phase.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Imagery Experiences

The actual imagery experience will vary depending on the specific goal to be achieved. Whether we want to heal past hurts, create a safe basis for emotional growth, or clear our minds to concentrate and learn easier, there are a myriad of images one can conjure up.

1. What was your strongest intuitive sense: (i.e. - images, feelings, perceptions, thoughts, flashes of information, inner voice, aromas, etc.)
2. What specific information did you get about your problem? By recording information, we are speaking at all levels: physical feelings, emotions, thoughts, perceptive flashes, revelation, guidance, etc.
3. Do you trust the information that you received?
4. Do you need any further information about the situation? If yes, please write what you need to know in question format now.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Dealing with Resistance

Occasionally a guide encounters children who insist they cannot form a picture inside their minds. If this occurs, ask the children to open their eyes and focus on any visual object of their choice, like their hand, a spot on the wall, or an art piece. After the children view the object for a few moments, ask them close their eyes and try to see the object in their mind's eye. For most individuals, this technique is effective to begin visualization.



If a child or adolescent becomes frustrated with the visualization process, she could be “trying too hard.” It is important not to let the visualization experience become associated with negative feelings. If this appears to be happening, stop the exercise and request a break. Remember these three **R**'s when dealing with resistance:

- **Review** the overriding purpose of the exercise.
- **Reassure** the children that there is no way to do the exercise “wrong,” and be sure to avoid placing expectations on anyone, as expectations defeat the purpose of the exercise.
- **Relax** the child again, and move ahead. Spend more time in the relaxation and induction phase.

An imagery experience has a stronger effect if children are encouraged to form emotional links to their visual images by associating them with the other physical senses of taste, smell, sight, touch, and hearing. The larger the number of specific sensory impressions that children can experience during the imagery session, the closer to reality it is for them and the greater emotional impact it will have. Therefore, ask questions such as, “What do you see? How does the texture feel? What sounds are you hearing?” As the emotional meaning of the guided imagery session grows, the greater is the emotional healing.

If children have difficulty responding to specific sensory questions, broader questions may be helpful, such as “What are you aware of? What are you sensing? What is it you know?” As children answer, collect and list specific information from a child about the image or scene to help the child remember it more quickly in future imagery sessions.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

In Coaching Adults

The HeartWise® approach follows these steps to inner awareness:

- Centering
- Focusing
- Receiving
- Listening
- Believing
- Trusting

How Do You Know You Are There?

- A focus on the internal sensations
- Changes in the formal thought operations to perceptions (recognition and interpretation of sensory stimuli based chiefly on memory)
- Heightened perceptions in hearing, feeling, perceiving, imaging
- Feeling of connection or unity
- Intense realness
- No sense of time or a disturbed sense of time
- Changes in emotional expression
- May not remember the details of experience, thus it is important to record these for your inner guidance

Why Would a Client Want to Develop Insight or Inner Awareness?

- To clarify mental confusion when making life decisions.
- To add a fuller dimension of knowing to your life.
- To help you stay grounded in your body if you work in a highly intellectual capacity all day.
- To transcend formal thought and express the repressed needs and desires of the whole person.
- To resolve conflict and cope better emotionally.
- To acquire fuller knowledge and experience.
- To develop psychic aptitudes.



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

- To function more constructively in life.
- To heal an aspect of self.
- To seek creative insights and problem solving.
- To enhance the limited intellectual view of the world.

Works with Evolving Consciousness

We are Consciousness according to quantum physics. How we direct this Consciousness determines to a large extent our relative health, success and personal fulfillment.

Consciousness may be accessed through our focused attention.

1. Self-suggestion
2. Self-trance
3. Progressive relaxation
4. Hypnotic induction
5. Brain-wave change
6. Meditation



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

Alpha Level Training for Awareness or Deeper Consciousness

Biofeedback research clearly established the brain wave state.

<u>Name</u>	<u>Cycles per second (Hertz)</u>	<u>Quality</u>
Beta	13-30	Focus on external world; anxiety, so-called "Normal"
Alpha State of focus	8-12	Meditative mind, calm while alert, inner programming level, subconscious door, light trance
Theta State of healing	4 - 7	Technicolor dreams, creative ideas
Delta	0-3	Deep sleep, little conscious recall

Purposes of Entering Into the Alpha State

1. To enter a receptive state
2. To align all aspects
1. 3. To program the body and brain for relaxation upon cue
3. To reprogram beliefs and associations
4. To decrease levels of stress

Every day we move between anxiety to calm and such. Learning to purposefully shift focus and move to different brain-wave states is to take control of how you learn, heal, and interact with your environment.

Start the alpha training first for establishing a state of alert calmness allowing:

- Attention
- Observation
- Focus



Transforming Your Client's Perspective & Resistance through Inner Focus

Dr. Caron Goode, NCC
Ilknur Okay, ACPI Certified Coach

- Creativity
- Inspiration
- Knowing

Make Alpha Tapes For:

1. Stress resolution
2. Relaxation
3. Enable Learning
4. Reprogramming Limited Beliefs
5. Client Use for Emotional Regulation
6. Sleep