# What is in your circle of influence and what is not?

Coaches: Use this list to remind yourself what sort of things you can and can not influence in your practice.

## Out of your influence:

The coachee's thoughts, feelings, behaviours, their perception of you, their ability to change, the number of Ah ha! moments they have, the choices the coachee makes, what action the coachee takes, how engaged the coachee is in the session, how much effort the coachee puts in, the coachee's values, whether or not they are ready to act, how your questions land on them, their triggers, their honesty, their level of self-awareness, their ability and willingness to identify their blind spots, the way the coachee has been parented, what is normal for them, what is familiar to the coachee, whether or not the coachee is masked or armoured in the sessions, and whether or not they are ready to dismantle their marks, what they do and do not choose to disclose, unexpected events (e.g. a sick child, flat tyre etc).

## What is within your influence as a coach:

Your values, beliefs, and actions, the questions you ask, the way you listen, the techniques you use, demonstrating that the client matters to you and that they make sense, how much silence and space you give in the session, that you keep on time, environmental factors like the heat and light in the room, the way in which you handle the thoughts that come up for you, your body language, your tone, your rapport, how you mirror the coachee, how I contract with the coachee before the sessions begin, how you check in with yourself before the session, how you prepare before the session, whether you have had good sleep, nourishment and hydration, how you organise your notes and paperwork, whether or not your phone is on silent, that you have a plan for the session and a plan B in place.