Assist your clients to realize the costs of their decisions

One reason that many of your clients will tend to keep self-destructive behavior around is because they are not fully present to their costs. As you work with them to examine the fall-out from behavior patterns that do not support your clients, look in the following closely inter-related areas. You cannot affect one area negatively without causing others to suffer as well.

1) Relationships, partnerships, love and intimacy. These are all a function of clean, open communication. If any of these areas are less satisfying than your clients would like, assist them to look at where their communication may be suffering. Ask them to consider what they have not said and to whom they need to say it? Ask them what requests must they make in order to begin this process of speaking what is so for them?

2) Your clients’ physical and mental health and well-being. These areas are directly related to your clients’ emotional state. Suppressing or denying important emotions and dishonoring core values will result in the manifestation of disease somewhere in your clients’ bodies. This is most apparent with heart disease and cancer but is equally true for most every form of illness. Have your clients consider where their health may be suffering and what recurring condition could be contributing to this condition?

3) Happiness and peace of mind. Your clients always have a choice in every situation. Invite them to decide to be in choice and accept what is so or decide to change it. Remaining in an unacceptable situation without an action plan will cost them their happiness and their life energy. Explore with them where they may have resigned themselves to situations that do not honor or support them. Challenge them to decide what they will do about it starting today.

4) Your clients’ self-expression, vitality and aliveness. Their energy is directly related to their state of mind and is a reflection of their happiness. Year after year, as your clients slowly become submerged in the waters of resignation, their vitality and self-expression suffer. Many will become so accustomed to this state of apathy and resignation that they will forget it is unnatural and unnecessary. As Norman Cousins once said, “The true tragedy in life is not death but that which dies inside us while we are still alive”. Challenge your clients to examine where they have given up or settled for a condition that does not support their aliveness.

5) Your clients’ productivity and vision for what life could be like. The potential to influence the world by contributing their gifts suffers when they sell out their dreams. Failing to honor their most important values affects their ability to contribute to others and to themselves. As their productivity suffers so will their influence for good. As your clients squander their potential, what they receive back from life also suffers. Before they realize it, they may find themselves in
a vicious circle of mediocrity. It is your job to jolt them out of their resignation, stagnation or fear.

Teach your clients that what they put out to others comes back to them. When they interrupt the cycle of contributing to others, they shut down the cycle of continuing returns. Invite them to examine where their productivity has suffered from not fully pursuing their potential.

6) Your clients’ values and ideals. These are critical elements in defining who each client is. Assist them in examining where they have compromised their values by selling themselves short. Ask them to look for where their integrity is out. Support them to consider what steps they can take to restore it and begin to honor their values.

The only way to affect change in your clients’ lives is to support them to become fully present to what it is costing them not to do so. Help them to determine where they have quit, played it safe, or opted for anything less than being their best.

Assist your clients to break the patterns that don’t support their excellence with the following exercises…

1) Challenge them to identify patterns of behavior that do not support their excellence.

2) Have them examine what benefits they consistently receive by keeping these patterns in place.

3) Ask them what actions they will take to break up behaviors that sabotage their effectiveness. By when will they act? Who will hold them accountable to their commitments for decisive action?

4) Suggest that your clients consider what they are being right about in their lives and what is that costing them in terms of their health, love, relationships and happiness?