



Masterful Questions

Presented by Michael Stratford MCC, BCC



It begins with a question

All coaching begins this way.
It never begins with an answer.



Coaching's birthplace is a Presence of Curiosity



What
When
Where
How

And most importantly **Who**

Who is always first



You were a 'who' before you ever
accomplished a 'what'

What we're up to today

Where are you now in your journey?

Demo

Deep Questioning Practice

Coach as Portal

What's next?



What we're up to today

Where are you now in your journey?



What we're up to today

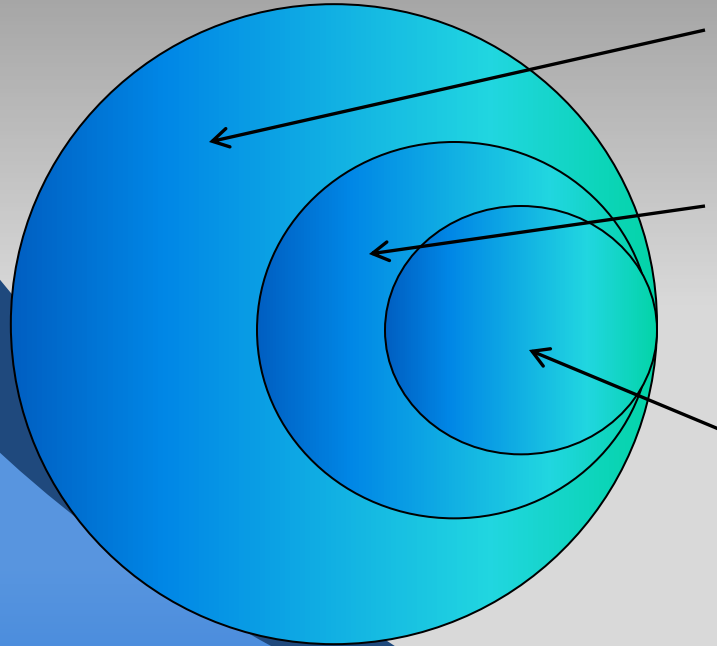
Where are you now in your journey toward Masterful Questions being a natural and organic expression in your interactions with clients?



Time for a Demo



Deep Questioning



#1 Presenting Situations –
Specific Issue or Group of Issues

#2 Reason Behind the Situation –
Underlying Hunger, Fear/etc

#3 Source of the Situation – Self-
Definition, Core Beliefs

*Time for Practice
(deep questioning)*



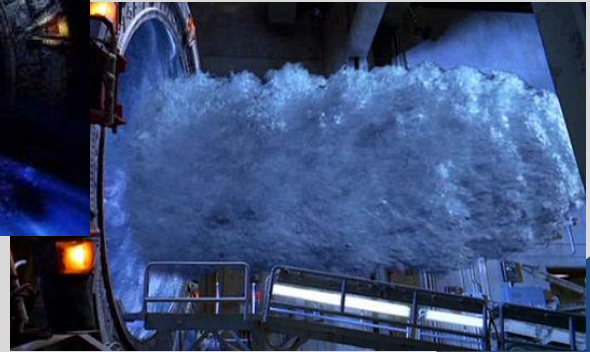
Coach as Container



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Coach as Portal



Coach as Portal



What's next for you in your journey towards Mastery?

What will you take on that will keep you moving forward?



What will you subtract that will allow
you more space for presence?

What question do you need to ask
of yourself that will help answer
the two questions above?

A very special thank you

To all those in my past who have contributed to my development, whether in person, through books, movies, songs, whatever.

To all those in my present who continually contribute to me and my transformation whether by questions, direct communication, listening or presence

To all those in my future who I have still to meet who will contribute to who I am constantly evolving to become...in whatever way that occurs.

And most especially to you for being those with whom I get the joy and privilege of sharing the journey with