

Driven by FOR or AGAINST

by Laura Ion

A house is built to become a *home* not to be something standing against the *storms*; this is what I realized today, 9th of September 2016, after having a fantastic coaching session. The story was about feeling bad without knowing where the frustration came from, although the purpose seemed noble.

A *purpose* is like a tree; it has roots, a body to stay straight and the branches able to pin the sky regardless its limitless range of opportunities.

If *the roots of a purpose* are not fed with healthy, fertilized soil, there are no chances for the tree to stay *tall* no matter what. The fertilized soil is a metaphor for good feelings like: love, gratitude, compassion, kindness, serenity, generosity, benevolence. People, who choose to establish their goals *FOR* the sake and in the name of these good feelings, will never experience frustration, a sort of sadness, immobilization and incapacity of achieving the goals.

There are other people who choose to have a different fertilizer, somehow unconsciously and apparently, without a deliberate process, they choose to feed the purpose's roots with bad feelings such as: envy, greed, ego, selfishness, inferiority, resentment, anger and arrogance. Those people, name their goals *AGAINST* others, they aim to build their own success by destroying others, manipulating them, controlling and commanding them beyond humans moral regulations. What's interesting is that their purposes really look very noble like springing out from good feelings, up to the moment you ask them questions.

I've seen quite a few who said that their main purpose is to be inspiring and powerful and when I asked them "How do you know you need to be powerful and inspire people?" their answer was straight and simple "I want to make them do things by following my rules without questioning?" Well, this is not what inspiration does, believe me! This is what manipulating does and it springs out from ego, arrogance and selfishness. So, before helping people achieving their goals, a real coach has to make sure that whatever that person wishes, that goal passes the test of 3:

- *Truth*- the goal is according to human morals and virtues of what means Good and Honest;
- *For* versus *Against*- the roots of the purpose springs out of good feelings (for) instead of bad feelings (against);
- *Ecology*- what's good for me is good for the rest of the world too.

Now, let's think about the T-GROW model, one of the most well-known tools in coaching, and add the three filter questions I mentioned in the above test, too:

- Before T (*the topic/tell* me what the problem /issue is?) we should ask the How question: "How do you know you need a coach?"
- After G (what's your *goal*?) the next questions should be again the How questions: "How do you know you need/must achieve this goal?", "How do you know that your goal is a good one?- here challenge honesty, truth and utility topics!"
- At the end when you set up the plan- W (what *will* you do?), the Ecology of the foreseen results, must be applied: "What will you achieve will be good for you and for the rest of the world too?"

The How question is designed to chunk the language down and to challenge brain's chemistry and neurology, bringing out at the surface precious information altered when deleting, distorting or generalizing.

I paid attention to people's mimics, body posture, gesture while asking the How question and I was amazed to see the impact of this question on them; it awakens the powerful sleeping dragon inside them! People start thinking, digging, and making connection, going from blindness to obscure-where curiosity is. This small step makes the difference between dark and light, compliance and continuous growing.

There is no wonder that everything is designed to have roots, literally taken or figurative speaking. Roots take the food to feed the rest of the "body".

Always pay attention to the "soil" you choose to set your roots in, because once you get really grounded, and drink the vim, you change your chemistry and the chemistry of everything connected to you!

Laura Ion,

Author, Business Coach, NLP Trainer