



Dancing in the Moment

-Sabrina Braham M.A PCC

A great coach—one who helps clients discover their own unique ability to create a meaningful solution and outcome for themselves—dances with them in the moment. This is why they pay you: to make the connections in their behavior that they're unable to make by themselves.

You may not be familiar with the phrase, but each of us has experienced "dancing in the moment." It describes that time when we laugh or cry or love or taste something delicious or react to the beauty of nature or solve a problem or hold a baby...the list is endless.

When we're fully present in the moment, we're listening to our surroundings with all our five senses. We're not judging the merit of our sensations. We're simply experiencing them.

The very best coaching happens when we're so present that we're able to notice the information our client is giving us. We look for cultural differences and misinterpretations of language that might interfere with our connection. The information we're given by the client will help her reach the goals she has set forth. We trust people have an inherent wisdom within themselves. The coach's job is to give the space—and sometimes ask the questions—that allow this wisdom to emerge, without involving our own personal belief systems.

As common as the sensation is, being present in the moment is a skill few develop when interacting with others. Most people focus only on themselves in conversations or even when brainstorming with colleagues. Dancing in the moment is so unique the client looks forward to each session and the experience of ideas emerging and developing right then and there. The most sought-after coaches have the ability to produce this experience.



Non-Verbal Clues

It's important to remember not all clues are verbal. If you're facing the client, you'll notice body language—crossed arms, inability to maintain eye contact, fidgeting, etc.—but important clues are given in less obvious ways.

When you listen, you're paying attention to the words and what they mean to the person saying them. You're noticing the tone, inflections, sighing, tears and laughter. You're especially noting the language they use—auditory, visual or kinesthetic. Any analogy used by the client and reused by the coach can amplify results and dramatically increase the feeling of rapport in the session. In exploring the topic of communicating effectively we will go into more depth in future books in our Master Coach System Series.

Likewise, silence becomes an opportunity to allow a person to process what he or she has said—or maybe what you said or asked. If you're coaching over the phone, the other person may be silent, perhaps writing down an idea that's important to them. Don't try to artificially end that quiet moment.

So how do you develop listening skills? Learning to listen and be fully present is like a muscle that strengthens with use. You can accelerate your ability to do this by regular meditation, training your brain to ignore the insignificant and concentrate on what's really important. You'll also gain awareness of your mind wandering or of being more concerned with what your client should do than what he or she is actually telling you.

You, the coach, need to practice snapping your attention back to the map of where the client wants to go in this session and how the questions and responses will help this to happen. Like any skill, it takes repetition before it comes easily. Once achieved, you'll wonder how you functioned without dancing in the moment.

If you're curious about how to be more effective in your coaching you will find more about this topic of Dancing in the Moment in other books in our Master Coach System series. You will learn how to apply your deep listening skills more effectively through practice when you join our [Master Coach System](#) 6 mos. coach mentoring program.