

clarity**Point**coaching

The Validation Formula Worksheet

www.claritypointcoaching.com

The Formula for Validating Conversations:

Goal: to validate each person and make them feel valued, which will build a relationship of trust where respectful communication can happen.

#1: I choose to see this person as the same as me.

#2: I set my stuff (thoughts and feelings) aside upfront.

#3: I will ask questions about their stuff...

(Their thoughts, feelings, ideas, opinions, fears, etc.) Tell me your thoughts about Network Marketing?

... and I will listen and validate them.

(This doesn't mean I will agree. It means that I will honor and respect their right to be where and who they are.) "I totally understand how you can feel that way."

#4: I will ask permission questions before I share my stuff.

Would you be open to hearing a little about what I'm doing?

Would you be willing to let me share my experience with it?

Would you be open to some ideas I have about this?

Would you be open to the possibility that there is another way to do it?

Memorize these simple steps and start practicing.