

Confidence Testing

Chapter 4: Coaching

One surefire way to increase the probability that clients follow your advice is to confidence test it.

Before deciding on a course of action or recommendation, simply ask them: On a scale of 0 to 10—where zero is “no chance at all” and 10 is “of course, even a trained monkey can do that”—how confident are you that you can do Practice X every day for the next two weeks.

You could even have them use a scale like this to visualize it.



These activities and worksheets are taken from the book **Change Maker**: Turn your passion for health and fitness into a powerful purpose and a wildly successful career by John Berardi, PhD.

Check it out at: www.changemakeracademy.com/book