

Using iPEC's Safety Net Tool

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One of my favorite coaching scenarios is using **iPEC's Safety Net Coaching**. This will be a preview of how to use Safety Net Coaching that will be introduced in MOD III and is referenced in your Coach Training Manual Part 3.

iPEC's Safety Net Coaching is a tool where we help our clients face the worst case scenarios and then develop a plan to manage those scenarios if they came to pass. This is a powerful tool that brings out a client's unconscious fears and thoughts, and then leads them to create a path to manage any realistic concerns.

Below is how I like to use the tool.

Let's say a client tells me that they are afraid to ask for a raise. I will ask them why they are afraid and they might say, "Because my boss would be angry at me." I would then say, "So what. What's the worst thing that can happen if your boss is angry?" My client would likely say, "He could fire me." I would again say, "So what. What's the worst thing that can happen if you get fired?"

continue on this way until my clients have faced every last worst case scenario. Together we look at the scenario and talk about the client's biggest fears. Ultimately what I help my client realize is that they aren't afraid of the scenario itself but rather of their own ability to handle it. Often, I find that they are telling themselves things such as, "I can't handle this" or "I'm going to lose it if this happens." They are feeding themselves panic statements and panicking as a result.

The *so what* theory and follow-up questions allow the client to slowly come to the realization they can actually handle anything that comes their way. Even if the outcomes are pretty miserable and hurt quite a bit—they can handle it. What they ultimately come to believe when you take them through this process is to have trust and faith in themselves.

What does faith in self do for a client? It allows them to take risks, to face their fears, and to truly handle any situation which arises. Clients have told me that believing in themselves is an experience they hadn't experienced in life before. This confidence and awareness of their own resilience allows them to shift into anabolic energy and to look for Level 5 opportunities in any challenging or difficult situation.

Listen when your client tells you they can't handle a certain situation and know that's your opportunity as their coach to utilize the Safety Net tool. Make sure to use the words "so what," with love and curiosity so you are challenging your client in a positive way.

Essentially you are asking them if they can handle their worst-case scenario and ultimately you are likely to hear them say "Yes, I can." Once that happens, your client is on their way to facing their fears while diving into new and exciting challenges.

Credit: The concepts inherent in this article are the author's interpretation of materials issued by iPEC®.