

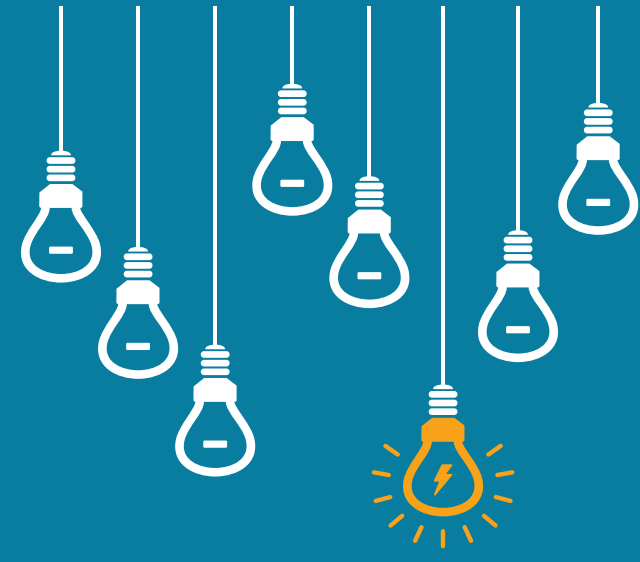


LIFE AUDIT COACHING GUIDE

FOCUSING ON WHAT MATTERS MOST YO YOU

LAURENCE KNOTT

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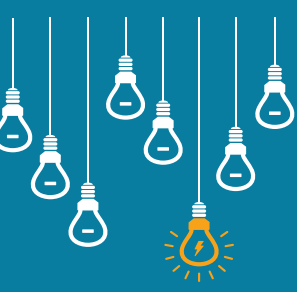
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1 . LET'S GET STARTED

Welcome to my Life Audit Coaching Guide. I am Laurence, a life coach with over 10 years of experience supporting people to make progress with their ambitions, overcome obstacles, and truly become leaders in all areas of their lives.

I have written this document to help you lay the foundations for creating significant shifts that can transform what you see as possible in both your professional and personal life.

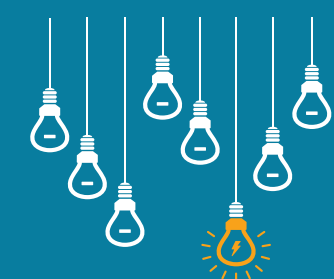
I invite you to dive into these materials with an open and curious mind. There's no need to answer every question. Just explore what resonates the most with where you are and what you want.

I also guarantee you will get the most from the process and the experience if you are open to the transformational power of reflecting on where you are at and what matters most to you in life. The purpose of this guide is to:

- **Draw out what matters most to you.**
- **Identify the key areas of your life where you want change.**
- **Explore what might be holding you back from living with a greater sense of freedom, possibility and fulfilment.**
- **Facilitate 'aha' moments and insights whilst creating new ideas and possibilities.**
- **Illuminate your greatness and your blind spots in service of your progress and growth.**

Reflection through self-coaching can be as powerful and transformative as you want it to be. Coaching invites courage to step into the unknown, an appetite for growth and a commitment to personal mastery. Starting here, I will ask you questions you have never been asked before. I invite you to dive in.

*"Come to the edge," he said.
"We can't, we're afraid!" they responded.
"Come to the edge," he said.
"We can't, We will fall!" they responded.
"Come to the edge," he said.
And so they came.
And he pushed them.
And they flew."*



2. HOW CAN YOU GET THE MOST FROM THE GUIDE?

This Life Audit Coaching Guide gives you plenty to think about. Of course, there's no need to go through everything here, only what leaps out as most in service of what you want to create.

Here are some tips for getting the most out of reflecting on the questions and ideas I share here:

OPENNESS TO A FRESH PERSPECTIVE – Be aware of whether you keep your guard up, how quickly you reject new ideas and how open you are to doing something differently than how you've done it until now. Indeed, our ego generally does not like change, and resistance is the ultimate blocker of change.

CURIOSITY – Creating change invites us to explore new possibilities and be open to learning. Often, people get to a stage in life where they feel stuck or wrapped up in many limiting beliefs and thoughts. I invite you to activate your innate curiosity, which may have been dormant for some time.

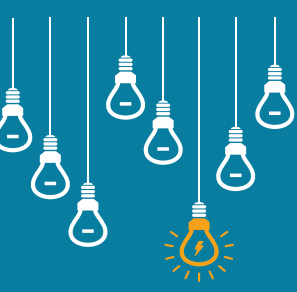
OPENNESS TO EXPERIMENTATION AND TESTING – Be willing to step into the unknown and challenge yourself. Through shaking up your thinking, you can move from your 'default path' (your life trajectory without doing this work) to the 'created path' you desire, where you live and act more consciously.

SELF-AWARENESS – all powerful coaching questions invite us to become more self-aware. But what does that mean in practice? I often use the metaphor of sitting at the top of a mountain, looking down on your life. From a more neutral perspective, we remove ego from the equation, which means we can be honest with ourselves.

SENSE OF HUMOUR – I sometimes joke that the one thing I am deadly serious about is not taking myself too seriously. Lightness and humour, we all know, are potent antidotes to the heaviness and seriousness that life can sometimes feel. Think of a friend or family member you always enjoy the company of - What do they bring out in you? How can you tap into that energy as part of the reflective exercises here?

HONESTY AND INTEGRITY – This is an opportunity to be honest with yourself. What have you got to lose? Through radical honesty, we reveal what matters the most to us.

ACTION-ORIENTATED – those who gain the most from reflective self-coaching exercises have an action-orientated mindset; they are willing to try something different immediately to tackle challenges quickly and directly.

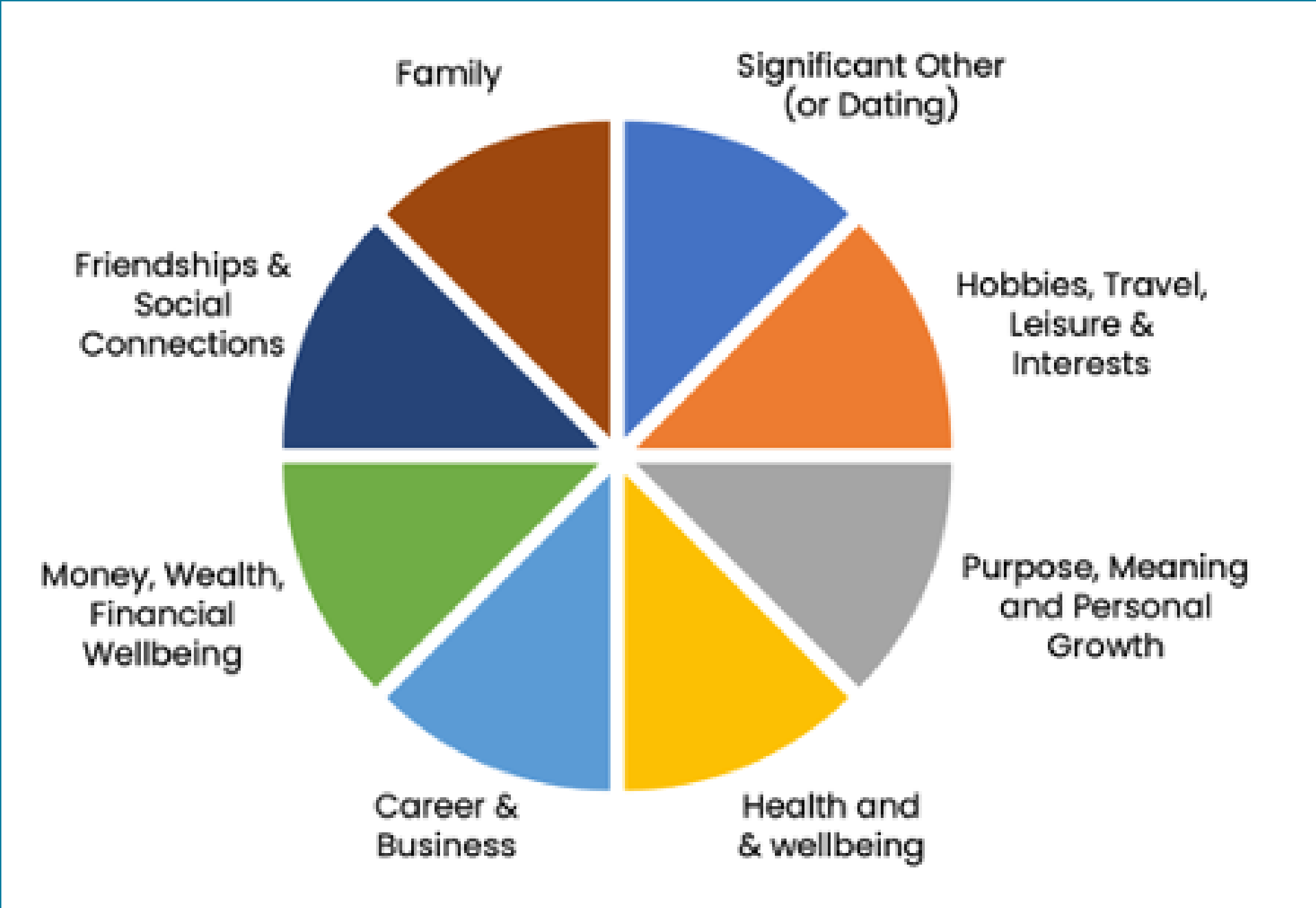


3. WHERE ARE YOU AT?

Here, I offer my spin on using a classic coaching tool, The Wheel of Life. The categories of my version of the Wheel are not fixed; I encourage you to amend as you see fit to take out a category, bring one in or amend the wording of them – the idea is to reflect the eight broad categories of your life as best as possible.

Now, please rate your current level of satisfaction with the eight different elements of your life. (You may like to draw on a piece of paper if you're giving it a go.):

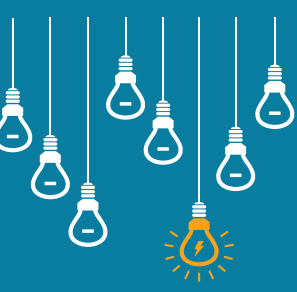
I invite you to go with your gut, trust your instincts, and not answer with what you think the answer should be.



REFLECTING ON YOUR SCORES

Here are a few questions for you to consider:

- Are there any surprises for you?
- How do you feel about your life as you look at your Wheel?
- Which of these categories would you most like to improve?
- How could you make space for these changes in your life?
- If there were one essential action you could take that would begin to bring everything into balance, what would it be?



GOING DEEPER

Here, you can explore one or two areas of your life more deeply. These questions have been designed to help shine a light on the habitual patterns of thinking, feeling and behaving that no longer serve you. This can create space for a new way of being, from which you can make conscious and intentional choices that align with your goals and aspirations

TRY THIS: Identify one or two areas where you like to see improvement, which may or may not be the lowest scores.

What routines and habits have you developed to support your answer?

Where did it look like you were not the creator of the results you have been getting?

What have you been making more important?

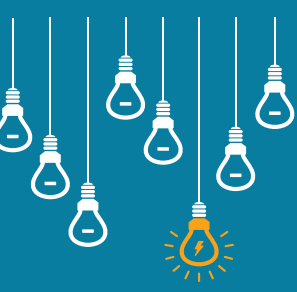
What shifts need to happen for you to create the greatest change in your score (out of ten) in the shortest period of time?

What might be hard about instigating the change you desire?



“Your systems are perfectly designed to get the results that you are getting.”

Stephen R. Covey



4. WHAT MATTERS MOST TO YOU IN LIFE?

As a coach, I have various tools, exercises and techniques for eliciting what matters most to my clients. These can offer powerful insights into who we are at our core.

If we were in conversation, you may tell me that you are guided by values such as integrity and authenticity, and you could tell me anecdotes to demonstrate how you live congruently with these values. You may say to me that your family's health and happiness matter most to you and that you'll do anything for them; if that is the case, fantastic. What I find in my work is that we can take these things for granted, and by creating more awareness of what truly matters, we fan the flames of motivation and passion. Some questions that can sum up what you are about in life are:

What do you stand for?

What matters most to you in life?

What five words do you think sum up your character and how you like to show up in the world?

GOING DEEPER

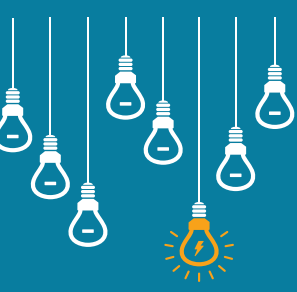
But what if we are not living in alignment with our values, and what is most important to us?

What if we are neglecting certain parts of our lives but have let the hamster wheel of life spin faster than is healthy for our minds and bodies?

The truth may well be that something else has become more important, whether we have consciously chosen it or not. There may be other players, conspirators or influences in this, of course.

“Until we make the unconscious conscious, it will direct our life, and you will call it fate.”

C.G. Jung.



HOW YOU SPEND YOUR TIME

A tool I love for revealing any gaps between your espoused values and how you actually lead your life is to look at the data, starting with your calendar. It does not lie.

TRY THIS: LOOK AT YOUR DIARY FOR THE LAST MONTH.

How do you spend and divide your time?

What do you KNOW you spend too much time doing (get as granular as you like)?

What gets bumped or cancelled?

What is conspicuous in its absence?



What is it showing you about prioritisation?

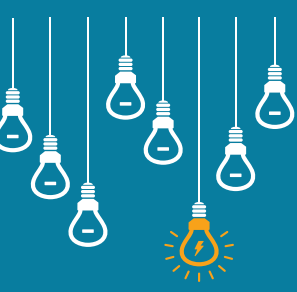
What needs to change and why?

What does the near and foreseeable future look like if nothing changes?

And then reflect on this:

How present, engaged and focused are you when you are doing what you are doing in business, family, hobbies and fulfilling other responsibilities?

And when I say present, I mean 100% there in the MOMENT, with nowhere else to be. Just imagine giving your undivided attention to what is in front of you; how liberating might that be?



5. BEING IN LIFE VERSUS LIVING IN YOUR HEAD - A DISTINCTION

I'm not saying this is true for you, but consider this...

It can be funny to think that we make the contents of our minds, our fantasising, worries or preoccupations, our imagined futures, or our regretted pasts MORE IMPORTANT than living intentionally and consciously TODAY. It can be like our thoughts are controlling *us*.

When we become more present and intentional with our being, this creates a sense of personal power. When we change our relationship to our thoughts, we create space. If this does resonate in some way, consider these questions”

What’s the cost of living life mostly in your head to you?

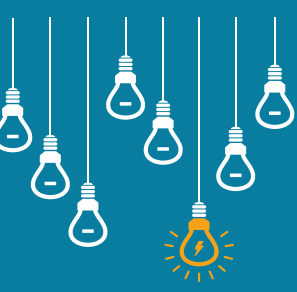
What gets neglected as a result?

What would be different in your world if you drastically cut out the unhelpful, distracted and unproductive thinking?



What we are talking about is learning to live in the present moment, in the now. When you aren't distracted by your own negative thinking, when you don't allow yourself to get lost in moments that are gone or yet to come, you are left with this moment. This moment-now-truly is the only moment you have. It is beautiful and special. Life is simply a series of such moments to be experienced one right after another. If you attend to the moment you are in and stay connected to your soul and remain happy, you will find that your heart is filled with positive feelings."

Sydney Banks, Scottish Welder turned Enlightened Man



6. THRIVING BY GETTING OUT OF YOUR OWN WAY

I help people create a re-energising formula for thriving, drawing on their unique qualities, strengths and skills. This involves letting go of what is no longer serving them, letting go of the self-sabotaging ways of thinking, feeling and behaving that get in the way of happiness and fulfilment.

Having the courage to embrace change is akin to looking through a window out to the scenery of your life, not liking what you see and then realising that the window is filthy, the view distorted by all sorts of fears, insecurities, beliefs and judgements. The first task is to clean the window. This creates a crystal-like clarity of perceiving and thinking.

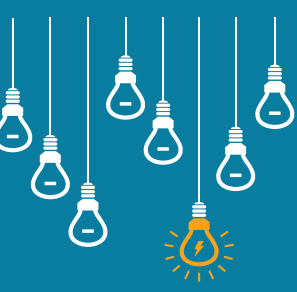
A key part of this is identifying the ways that you self-sabotage. This can look different for everyone.

Self-judgments may consume you. The nagging narrative of your inner critic may be telling you stories and lies about your potential. The most common pattern I see is that whatever people have achieved in life, there is a residual feeling of not being good enough. This can create self-doubt, a crisis of confidence and a sense of being an imposter. The pattern of not feeling good enough can be a powerful motivator for creating success but not a deep and fulfilling sense of ease and happiness.

Your happiness does not have to be attached to what you create in the outside world. Your peace of mind does not have to be contingent on your circumstances, however good or bad, just as Rudyard Kipling said in the classic poem *If*:

**If you can dream—and not make dreams your master;
If you can think—and not make thoughts your aim;
If you can meet with Triumph and Disaster
And treat those two impostors just the same;**

Yes, it is wonderful to grow a business and impact the world – that is part of your unique contribution. But when you no longer attach your self-worth and sense of being enough to what you do and create, this opens up immense freedom.



GETTING IN YOUR OWN WAY

The questions below explore the right-hand side of what I call *A Formula for Thriving*. Whilst there is so much we can do to grow and express our potential, when there is an excess of ‘noise in the system’, we can never function at our best.

These questions can help tease out your own unique blend of self-sabotage:

Where do you feel unskilled in how you are living your life?

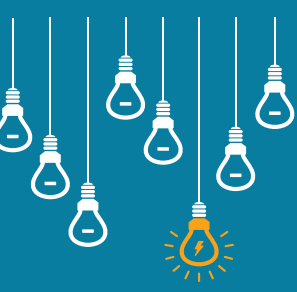
How do you get in your own way?

What hidden patterns usually derail your progress?



MOVING BEYOND SELF-SABOTAGE

What will become possible for you if self-sabotage no longer features in how you operate in the world?



7. WHO'S GOT THE POWER?

I am inspired by the final two lines of the classic poem *Invictus* by William Ernest Henley:

**I am the master of my fate,
I am the captain of my soul.**

What do these words stir in you? My job is to wake up or stir something inside of you, to help you step into your full power as the creator of your life. I invite you to consider this statement:

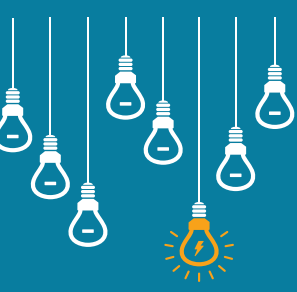
You are always, 100% of the time, creating your experience of life from the inside out. Your mind is the creator of your reality, a unique reality that no one else can have. Nothing outside your mind can make you feel anything without your habituated thinking allowing it to.

Does this statement feel true? Or not at all? You may answer from a logical point of view and agree. But if truth be told, does it play out like that for you? Do you find yourself being reactive to life and, as a result, your emotions being triggered by your circumstances or other people? We've been conditioned since birth to believe in a world where something outside our minds can make us feel a certain way, but I invite you to explore whether this is actually true, starting with these two questions:

Where does it look like the power for change resides?

Who can you become when you see that you are the creator of your world?





FREEING YOURSELF FROM THE OPINIONS OF OTHERS

It's human to get caught up concerning ourselves with what others think about us, usually driven by our innate need to belong. Indeed, for our distant ancestors, being cast out from the tribe did not end well. But in the modern world, this need gets over-expressed as we seek the approval, validation and recognition of other people. The result is usually a lot of unhelpful thinking; we effectively export our happiness and make it contingent on what others think, albeit we spend a lot of time speculating based on limited data. Of the Four Agreements by Don Miguel Ruiz, I love the power of this one:

“Don't take anything personally.”

A variation on this is: *What other people think about you is none of your business.*

How much energy and time do you invest in the opinion of other people, much of which is actually out of your sphere of control or even influence?

*How do you find yourself hesitating and second-guessing when giving power to your thoughts about what others *might* think?*

What this agreement is inviting is a reclaiming of your power, transcending the need to please, and allowing the authentic you to show up free of fear and insecurity. Some questions for you to ponder:

To what extent do you find yourself sometimes hesitating or questioning yourself for fear of not fitting in or conforming to the expectations of others?

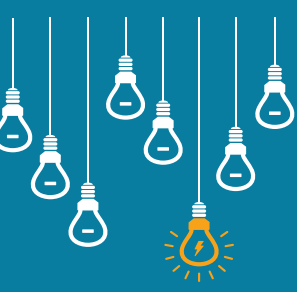
How much could hesitation cost you in the future?

What becomes possible for you when you see through hesitation?

Where are the expectations of others tripping you up? Yet, despite you knowing it, you keep doing it?

What will become possible if you DID NOT have to please or appease others?





8. WHAT LEGACY WOULD YOU LIKE TO LEAVE?

It's natural to want to make a difference in the world. Connecting to a sense of being in service to something greater than ourselves inspires and motivates us.

Whether it is:

- Growing a business that solves a problem the world needs a solution to.
- Creating opportunities and prosperity for other people.
- Making a difference in the quality of people's lives.
- Being in service of a worthy cause.
- Equipping your future generation with the resources and personal qualities that will enable them to thrive.

By bringing conscious intention to how you live your life and gaining clarity on what gives you a sense of purposefulness, you can become the architect of a truly magnificent life.

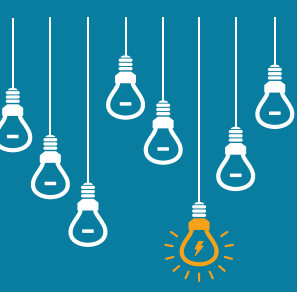
Your legacy can follow two paths:

- One where you carry on your current trajectory, your default future, if nothing changes.
- Another is where you create a legacy by creating your future through who you are and who and what you are in service of.

Which of these two paths do you want to walk?

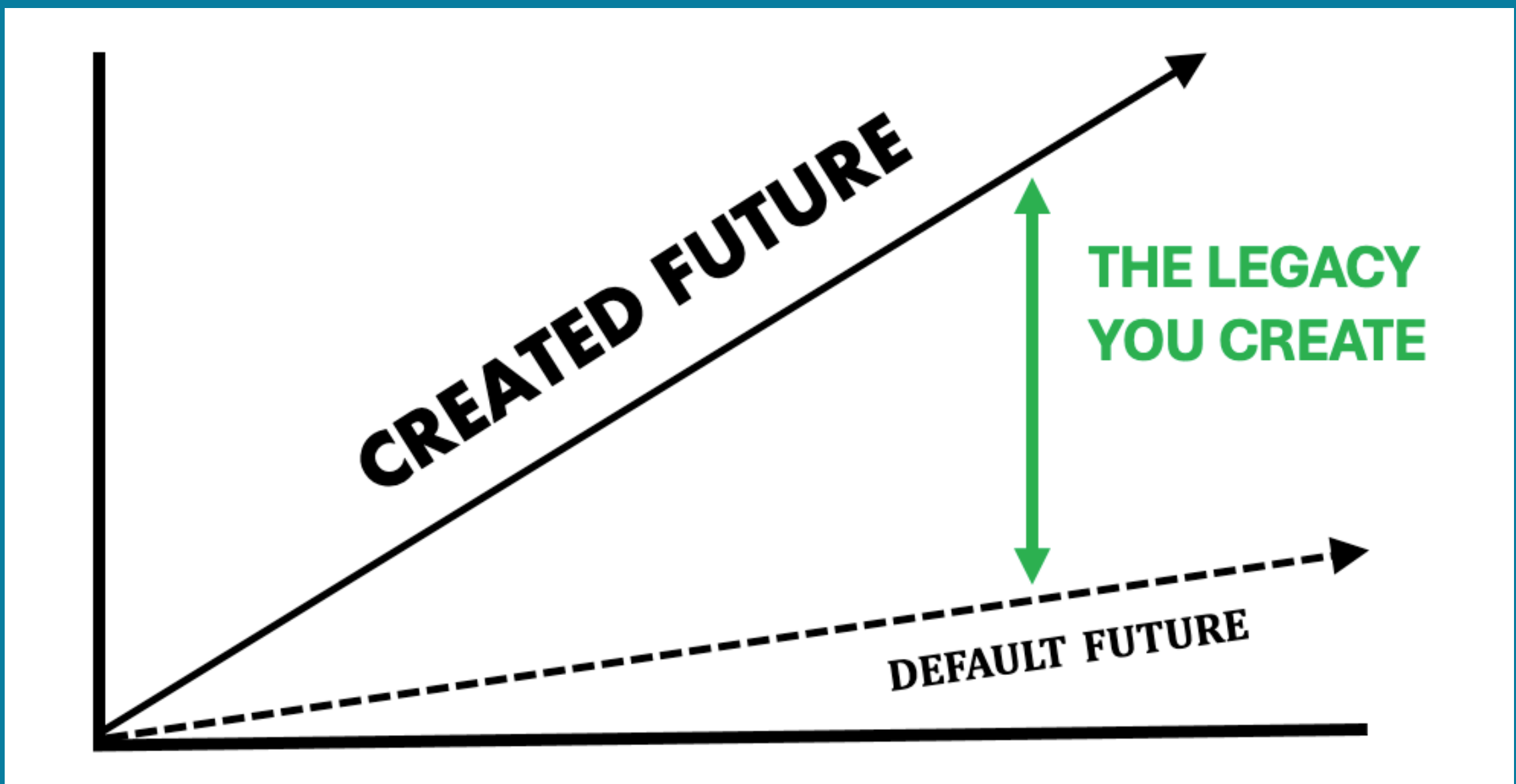
I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.

Maya Angelou



CREATING LEGACY

If you would like to step into the driving seat as a creator of a legacy you can be proud of, the starting point is to look at what it looks like if nothing changes. This then creates space for exploration of what you would truly love to create.



What is your default legacy? Is that how you would like to be remembered?

By stepping into your power as a purposeful creator, what legacy would you love to leave?

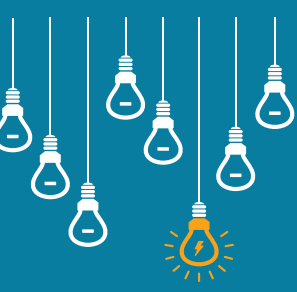
What would you like future generations to thank you for?

CREATING LEGACY THROUGH WHO YOU ARE

How you show up in life is the ultimate lever for leaving a legacy that others remember with love and admiration. We are social animals, and a legacy that cannot be measured, as Maya Angelou points out, is the feeling we activate within other people.

When not in the room, what do you hope people say about you?

How do you think that other people perceive and experience you? Is that the way you'd like it to be?



9. WHAT BRINGS YOU JOY?

In his seminal work, *Flow: The Psychology of Optimal Experience*, the influential psychologist Mihaly Csíkszentmihályi outlined his theory that people are happiest when they are in a state of flow—a state of concentration or complete absorption with the activity at hand and the situation. It is a state in which people are so involved in an activity that nothing else seems to matter. The flow state is also colloquially known as being in the zone or in the groove.

We can experience Flow in any area of our life. It can be when working or creating, either alone or with others. It can be when playing a hobby or sport. It can be when enjoying anything, whether dancing, exercising, being with a loved one or being immersed in nature. It can even be when we are not really doing anything, being immersed in the moment, enjoying what is.

Exploring Flow in your life and how to spend more time immersed in whatever you do is the path to a happier and more fulfilled life. A life that is Full of Joy. You'll also get much more done in less time, with more ease and less stress.

There is always something in our life where we touch the magical space of being truly immersed and present. The good news is that we can bring a sense of flow to far more aspects of our lives than we realise. However, internal resistance, too much distraction, and impatience usually get in the way of this.

FINDING FLOW

What are you doing when you get lost in the moment?

How would spending more time in flow states transform your life?

What activities and practices do you experience flow in but find yourself neglecting?

What are the areas of your life where it does not feel possible to experience flow? (hint: it may well be possible)

“Empty your mind, be formless. Shapeless, like water. If you put water into a cup, it becomes the cup. You put water into a bottle and it becomes the bottle. You put it in a teapot it becomes the teapot. Now, water can flow or it can crash. Be water, my friend.”

Bruce Lee



10. WHERE DO YOU WANT TO BE IN ONE YEAR'S TIME?

Until now, I have been asking you questions that mostly pertain to the *inner game*, inviting you to reflect on yourself and how you relate to life and your circumstances. Gaining visibility on your inner landscape is how you make progress in the game of life, namely, making tangible progress in your professional and personal life. The questions below invite you to get really specific and go into as much detail as you like.

QUESTION 1: WHAT YOU WANT

If we were having a conversation one year from today and you were looking back over the past year, what has happened in your life, both personally and professionally, for you to feel happy with your progress?

QUESTION 2: WHAT MIGHT GET IN THE WAY

Is there anything you foresee blocking your way or dangers you see that need to be eliminated?

QUESTION 3: WHO AND WHAT CAN HELP YOU MAKE PROGRESS

Where are the opportunities that need to be captured to make your progress even more inevitable?

QUESTION 4: GETTING THE BEST OUT OF YOURSELF

What talents and strengths within yourself and those supporting you need to be maximised?

QUESTION 5: WHO YOU NEED TO BE

From who you Are BEING, emerges all of your DOING. The questions below ask you what personal qualities you need to activate and embody to accelerate your progress and stay on the path of creating what you desire.

- Who do you need to BE over the next 12 months for you to be happy with your progress in a year's time?
- Who must you be to overcome the obstacles and eliminate potential dangers?
- Who do you need to BE to capture the opportunities that will support your progress?
- Who do you need to BE to tap into the talents and strengths that will accelerate your progress?

“Beingness as a possibility is something we create when we think and we speak. Every deed that has ever been done or will ever be done grows out of who you are being. Being as a possibility is the seed of all doing. If I plant an apricot seed, I get an apricot tree. The seed becomes the fruit! Understanding the seed of my being alters everything I do.”

Steve Hardison, The Ultimate Coach

NEXT STEPS



If working through this **Life Audit Coaching Guide** has spiked your curiosity and a sense of new possibilities, I would like to invite you into a coaching conversation.

A FREE BREAKTHROUGH SESSION

To book your 90-Minute Breakthrough Coaching Session, please find a time that works for you here.

<https://calendly.com/laurenceknott/breakthrough-coaching-session>

The session can be via Zoom or in person in Chorlton, M21

You can also email me at info@laurenceknott.com with any thoughts or reflections based on the questions.



ABOUT THE AUTHOR LAURENCE KNOTT

LK Coaching & Consultancy is led by Laurence Knott, an International Coaching Federation (ICF) accredited professional coach with over 10 years of experience supporting entrepreneurs, SMEs owners, leaders and ambitious young professionals to lead from a place of mental clarity, resilience and personal mastery.

The team offers one-to-one coaching and team development programmes that focus on leadership and career development, confidence building, effective communication, resolving conflict and managing relationships.

As a facilitator and trainer, Laurence has extensive experience in delivering a range of group workshops, including board away days, consultations / stakeholder engagement events, team development and the delivery of bespoke group coaching and wellbeing programmes.

Laurence and his team of associate coaches deploy a wide range of approaches to facilitate change and growth aligned to his client's goals, including Positive Psychology, Humanistic Psychology, Jungian Archetypes, Neuroscience, Transactional Analysis, Human Givens, Cognitive Hypnotherapy and Neurolinguistic Programming (NLP).



Laurence is a PCC-accredited member of the International Coaching Federation (ICF) and is committed to delivering excellence and meaningful impact.

Laurence lives in Chorlton, Manchester, and when not working with clients 121 and running workshops, he enjoys hosting dinner clubs, being in nature, playing golf and playing in his Manchester covers band.

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THE POWER OF COMMITMENT



But when I said that nothing had been done I erred in one important matter. We had definitely committed ourselves and were halfway out of our ruts. We had put down our passage money--booked a sailing to Bombay.

This may sound too simple, but is great in consequence. **Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness.**

Concerning all acts of initiative (and creation), there is one elementary truth the ignorance of which kills countless ideas and splendid plans: that **the moment one definitely commits oneself, then providence moves too.**

A whole stream of events issues from the decision, raising in one's favour all manner of unforeseen incidents, meetings and material assistance, which no man could have dreamt would have come his way. I learned a deep respect for one of Goethe's couplets:

***“Whatever you can do or dream you can, begin it.
Boldness has genius, power and magic in it!”***

W.H. Murray



LAURENCE KNOTT