



Successful Aging: Helping Your Clients Be All They Can Be  
Lisa Federico, Teresa Beshwate  
Society for Certified Senior Advisors  
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“We don’t see things as they are. We see things as we are.” -Anais Nin

Ageism litmus test: delete “old” and insert a gender or race, then decide if it is acceptable.

Taking it further: does it portray older adults’ abilities intellectually, socially, physically, spiritually? (i.e. wisdom, experience, knowledge, abilities)

“People tolerate your ideas, but they act on their own.” -Randall Root

General coaching questions

1. What do you want for yourself (today)?
2. What does that look like for you?
3. What is important to you (about that)?
4. How can I/we support you in making that happen?

Coaching concepts for life in general

1. Listen, listen, listen. The less you need to speak, the more successful you are as a coach.
2. Your role is not to fix a problem, or prescribe a solution. You’re not a judge, and your goal is to avoid paternalism.
3. Ask questions to dig a little deeper to clarify goal(s)
4. Explore strategies to accomplish goals - what, when, who, and the will to do it

Questions to Help Clarify Goals:

1. What do you want for yourself? / What do you want for yourself today?
2. In thinking about \_\_\_\_\_, what is it that you’re wanting for yourself?
3. What makes \_\_\_\_\_, important to you?
4. What would success (or \_\_\_\_\_) look like?
5. I’d like to \_\_\_\_\_, so that \_\_\_\_\_?

Other Helpful Questions:

- What is most important to you at this point?
- If you knew you couldn’t fail, what would you try?
- What support do you need as you move forward?
- What things do you want to track or measure along the way?
- What do you need to be accountable to yourself?
- What have been the barriers to accomplishing this goal in the past?



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- Considering what you've just been saying, what do you see as important right now?

#### Helpful Tips:

- After the goal is clarified, help them set their own strategies (verbs)
- If you do give advice, ask them what they think about it after
- After you ask a question, don't interrupt the silence – they are thinking
- How can the person receive ongoing support as they pursue their goals?
- Ask the person to summarize the conversation and what they're taking with them to move forward

#### Videos

1. I've fallen and I can't get up <https://www.youtube.com/watch?v=ln-YViin6p0>
2. The power of words <https://www.youtube.com/watch?v=Hzgzim5m7oU>
3. Taco Bell Live Mas: <https://www.youtube.com/watch?v=afZ0H7V0vQ>
4. AARP what is old? <http://www.aarp.org/disrupt-aging/stories/ideas/info-2016/what-is-old-video.html>
5. Dream Rangers <https://www.youtube.com/watch?v=vksdBSVAM6g>

#### Physical health resources:

Physical: [https://www.cdc.gov/physicalactivity/basics/older\\_adults/](https://www.cdc.gov/physicalactivity/basics/older_adults/)

Healthways FLEX <https://instructor.healthways.com/Home/About>

Book: Bending The Aging Curve” by Dr. Joe Signorile

<http://www.humankinetics.com/products/all-products/bending-the-aging-curve>

#### Spiritual resources

Meaning & purpose and longevity:

<http://www.psychologicalscience.org/index.php/news/releases/having-a-sense-of-purpose-in-life-may-add-years-to-your-life.html>

Original study: <http://pss.sagepub.com/content/early/2014/05/06/0956797614531799.abstract>

#### Intellectual resources



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<http://www.usc.edu/projects/matherlab/pdfs/BarberMatherGatz2015.pdf>

Levy BR, Slade MD, Murphy TE, Gill TM. Association Between Positive Age Stereotypes and Recovery From Disability in Older Persons. JAMA. 2012;308(19):1972-1973. doi:10.1001/jama.2012.14541.

Dr. Rob's Cognitive Connections

1. Go to [mymasterpieceliving.com](http://mymasterpieceliving.com)
2. On the top right corner, click LOGIN to expand the login box
3. Click REGISTER
4. Enter the code: qwerty123
5. Create a username (real email address)
6. Enter your first name and last name, re-enter your email address and create a password
7. You will be prompted to login
8. Scroll down to access resources

### Action suggestions: evolving language

When examining language, consider:

1. What words and phrases are commonly used (at your organization)?
2. Do they:
  - Promote successful aging?
  - Empower others?
  - Convey strength?
  - Promote a positive culture?
3. What words or phrases might you want to change or incorporate into your vocabulary?

### The ongoing evolution of language

1. Take inventory (see above)
2. Consider from culture perspective: subtle impact
3. Brainstorm with teammates
4. Involve older adults
5. Select alternative words
6. Pay attention to the impact
7. Permission policing, accountability, keep it fun, continue to evolve