

The Power of Questions!



Here are some sample questions. You can customize yours to be industry specific.

1. Current Reality

What are you currently doing?

How would you describe the situation currently? What 3 adjectives would you use?

What is it you like about the current providers? What is it you don't like?

2. Future Vision

What are your top priorities?

How will that change your current status?

What key changes would you like to see?

How would you describe your vision at it's optimal state?

3. Link Questions

You mentioned you were looking for _____, how long have you been searching?

Where else have you looked?

When you say optimal efficiency, how would you measure that?

4. Pain/Blocks

What do you consider the root reason(s) holding you back?

What or who else is preventing you from moving forward?

What steps would need to occur, with you? With your team? Resources?

What are the ramifications of not taking this next step?

5. Benefit Questions:

When you are able to _____ what impact will that have?

When you reach this goal, what would this allow you to do?

What are the 3 descriptive words you'd use to describe your life at that time?

Your job? Your team?