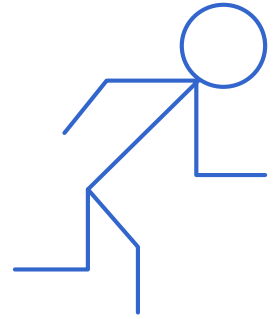


WANT QUESTIONS



- **What do you want to achieve?**
- **What is your goal?**
- **What's most important to you?**
- **If you had everything you wanted, what would you really have?**
- **What do you wish you had?**
- **Describe your perfect day at work.**
- **I know there are some things you don't like, tell me what you do like.**
- **What would you like to happen?**
- **What do you want more of in your job that you're not getting now?**
- **On a scale of 1-10, how satisfied are you with your job right now?**
- **What motivates you?**
- **Tell me what you want.**
- **What do you wish to see happen?**
- **What were your expectations?**

DOING QUESTIONS



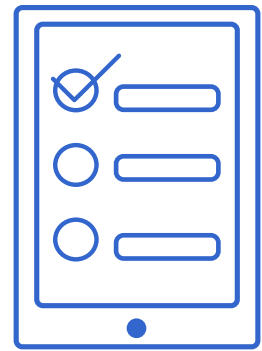
- The last time you were a “10”, what were you doing?
- What talents are you fully utilizing?
- What have you done so far?
- What are you doing when you are most productive?
- How would someone else describe what you did?
- What has changed?
- What are you doing that’s keeping you from getting what you want?
- What actually happened?
- What key results are you responsible for?
- What is most of your time spent on?
- What worked well?
- What were you doing the last time you hit your goals?

IS QUESTIONS



- **How's it going?**
- **Are you satisfied with the results?**
- **On a scale of 1-10, how do you think you're doing?**
- **Is continuing to do that going to get you what you want?**
- **How do you know?**
- **Are you moving in the right direction?**
- **What evidence do you have?**
- **Are you getting what you want?**
- **How would you evaluate your progress?**
- **What did we set out to accomplish vs. what actually happened?**
- **Can you get there from here?**
- **Is what you're doing getting you what you want?**
- **What do you think you need to change?**
- **Are things better or worse?**

PLAN QUESTIONS



- **Tell me how you're going to do that?**
- **When would you like to report back to me?**
- **What's next?**
- **What would you be willing to do?**
- **Could you? Would you? When will you?**
- **What's your plan?**
- **How are you going to go about it?**
- **What could you continue to do? Stop doing? Start doing?**
- **When is the deadline?**
- **Are you willing to commit to doing it?**
- **What do you think you need to do next?**
- **Which course of action do you prefer?**
- **What is the single most important thing you need to do next?**
- **What will you do differently?**
- **What does a home run look like?**