

# THE SEVEN ESSENTIAL QUESTIONS

## 1. WHAT'S ON YOUR MIND?

The Kickstart Question

## 2. AND WHAT ELSE?

The AWE Question

## 3. WHAT'S THE REAL CHALLENGE HERE FOR YOU?

The Focus Question

## 4. WHAT DO YOU WANT?

The Foundation Question

## 5. HOW CAN I HELP?

The Lazy Question

## 6. IF YOU'RE SAYING YES TO THIS, WHAT ARE YOU SAYING NO TO?

The Strategic Question

## 7. WHAT WAS MOST USEFUL FOR YOU?

The Learning Question



THE COACHING HABIT

