

Over 100 Powerful Questions For Your Clients

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First Session With a Potential Client

Asking for permission is a great way to touch on the issue of money and payment. It will help put the client at ease. (Do you mind me asking...?)

1. Do you know what coaching is?
2. What brings you to us today?
3. How do you think coaching can help you?
4. What do you want to change in your life? Why?
5. What will happen if you do not make any changes?
6. How does Tuesday work for your first official session?
7. How does Tuesday work for a follow up free consultation? (Use this is they are reluctant to sign up.)
8. How will you be paying for this?
9. What is hindering you from working with a coach?
10. Do you mind me asking, if money was not an issue, would you work with a coach?
11. How about we brainstorm some ideas about how we could make this work financially
12. Great news- for registering today you receive ____, how does that sound?
13. Now that you are a client you have access to a special discount just for today on _____ does that sound like something you may be interested in?

Prior to the first Official Session

14. Have you had a chance to read through and sign the client agreement form?

Gathering Background Information

After you have signed up your client you will need to collect some background information. This can be done in questionnaire format and turned back into you.

Prior to the First Official Session

15. What are some signs you are losing motivation?
16. What motivates you?
17. How can I most impact your life in the next 30 days?
18. Who supports your dreams?
19. How many people live in your household?
20. Who is your best friend?
21. Why?
22. What is one goal you would be thrilled to accomplish?
23. What drives you in life?
24. What are 4 values that mean the most to you? (Honesty, integrity....)
26. Why did you sign up for coaching?

Creating a Vision

After you have an idea of their ideal life, you can then easily set goals.

27. One year from now, what do you want your life to look like?
28. What did you want to do when you were 3?
29. If you had all the support you needed, what dream would you pursue?
30. If you had all the money in the world, what would your days look like?
31. What is your favourite way to spend the day?
32. What is your ideal career? Why?
33. What do you want?
34. No, what do you really want?
35. What goal have you always dreamed of but been afraid to try for?
36. If you had 6 months to live what would you try for?
37. If you knew you could not fail, what dreams would you pursue?
38. If you had 30 days to live, what would you do differently?
39. From the time you wake up in the morning until the time you go to sleep, what does your ideal day consist of?
40. What do you like in your life?
41. What makes you smile?
42. When do you feel completely at peace?
43. When do you feel at your best?
44. What people do you treasure and want to spend more time with?
45. If you could change anything about your life, what would that be?
46. If you could have anything in life, what would you want?
47. Who is present in your ideal life?

Running Your Sessions

48. Where would you like to begin today?
49. How did the plan we set up last week go?

50. Did you learn anything?
51. Would you do anything different for next week?
52. What actions can you take this week to get you one step closer to your goals?
53. What are some possible actions you could take this coming week?
54. Can you think of any potential obstacles to completing these actions?
55. Would you like to brainstorm some possible solutions?
56. When you get afraid of making new changes, what are some ideas about how you will cope with the fear until it passes?
57. Are you 100% committed to attaining these goals?
58. What has to happen in your life in order for you to be 100% committed?
59. How will I know when you have completed these actions?

Passion Related Questions

For more passion related questions, see the Passion Module notes, available through the Become a Coach Program.

61. What inspires you?
62. What empowers you?
63. What motivates you?
64. What drives you?
65. What makes you smile?
66. What can you not live without?
67. What would you do for free?

Roadblocks to Success

68. Who is stopping you from being the success you dream of? How?
69. What habits do you have that are not helpful?
70. What incorrect beliefs do you have?
71. What negative people do you have in your life that brings you down?
72. Do you have a role model?
73. Are you committed to changing your life?
74. What stresses you out?

When Faced With Problems or Stressors

When your clients are faced with a problem or obstacle, often looking at the problem from a different angle will help. These questions are known as reframing questions as they help the client view the question in a different light.

75. Does the problem lie in the task itself, or the way you feel about the task?
76. What "rules" do you have for yourself that could be changed?
77. What is the positive in this experience?
78. If you were already a successful businessman, how would you go about this?
79. What would your role model do in this situation?
80. What would your coach say about this situation?
81. What resources do you have to assist you here?
82. What else could this situation mean?
83. How can you learn from this?
84. What did you learn from this?
85. What other ways could you look at this?
86. What will this help you accomplish in the future?
87. What would your best friend do in this situation?
88. What else have I been afraid of but accomplished anyway?

89. What is another way to go about this?
90. What could you do differently?
91. Who would help you with this?
92. What is one small thing you could do right now?
93. How can I communicate this differently?
94. How can a cool company find me to work for them?
95. How has this helped you to move closer to your desired outcome?
96. If your best friend was in this situation, what would you advise her to do?
97. How do you make this task/event/situation fun?
98. What other direction can you now try?
99. So what now?
100. I know you do not know, but if you did?

Career Focused Questions

101. What did you want to do when you were 3?
102. If you had all the money in the world, what career would you decide on?
103. If there was no risk of failure, what career would you want?
104. What can you learn that will help you get the job you want?
105. What is stopping you from having your dream job? Fear? Of what?
106. Do you believe in yourself?
107. Are you willing to do the work to get to your dreams?
108. If you could have your dream job today, what would it be?
109. Do you see yourself working as a leader or in a group?
110. What career issues are you concerned about?
111. Do you enjoy working with people?
112. Do you enjoy working more with things than people?
113. Are you interested in helping switch from one career to another?
114. Are you interested in helping stay at home parents make extra income?

115. Do you think this certification could help you gain an additional stream of income?
116. Do you want one more credential on your resume to set you apart from other coaches?
117. Do you want to be able to help clients figure out where to start?
118. Are you able to commit to work with clients going through a stressful period in their lives?
119. Are you willing to take the time to learn what you can do to help a client choose a new career, new job or upgrade their skills for job promotion?
120. What jobs do you dislike?
121. Which careers look like fun to you?
122. Whose career do you wish you had?
123. What steps have to be taken to get the career you want?

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