The 6 Core Self-Discovery Questions

01 The Catalyst Question

"What's the most important thing for us to talk about today?"

The clock is ticking as you begin your coaching call. Ask the catalyst question and you'll get down to business ASAP, not wasting any precious time. Using this question, you re-focus your client on what the key issue is for the call. Refocusing in this way cuts through the day-to-day "noise" in the client's world and trains their attention on what really matters.

02 The Probe Question

"What else about that...?"

With Question #2, you begin the process of digging down to find the truth of what really "ails" your client. Ask this question once and then continue asking it in different ways - the more the merrier. That's the key to digging. You dig and you dig and you dig and you dig and you...

03 The Pinpoint Question

"What's the MAIN issue here for YOU?"

Ahh the Pinpoint Question! It's powerful "medicine" because it gets your client beyond merely thinking about the "symptoms" of their challenge. In place of the "symptoms", the pinpoint question allows the client and you as coach to pinpoint the MAIN issue. What's that MAIN issue for your client specifically? You'll find out by pinpointing it with this powerful "tonic" of a question.

04 The Finish Line Question

"What's your ideal end goal here?"

"A spoonful of sugar makes the medicine go down." Really? Then here's where you as a coach give your client that "spoonful". Ask the finish line question to "sweeten" your client's outlook on what's ahead for them. Using this question, you'll get the client focused on the reward (i.e. the "finish line") that's waiting for them, if they make the needed changes. Get their minds on the pleasure of the finish line and NOT on all of the "pain" required to get there. When you do, your client will find it easier to do what's needed now to reach their "finish line" later on.

05 The Support Question

"What's the best way I can help you?"

Like a surgeon's knife, this question accomplishes big things despite its tiny size. First, the Support Question brings you officially into the coaching conversation as a recognized participant. Not only that, the Support Question also focuses your client on the best way you can help them. When you client thinks in those terms - of how you can help - they'll feel a sense of ownership toward the solution you provide and they'll want to apply it.

06 The Execution Question

"What do you need to do... by when?"

By this point in the coaching call, you're practically at the end. Your client will have arrived at their sense of a general solution. All that remains is for you to now zoom in on the solution's details. Hammer out those details with the help of Question #6 and your client's next moves, after the call, become abundantly clear.

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