

Doctors give advice after 18 seconds...

What about you?

Here's some great questions to ask...Tell less, ask more

'What's on your mind?'

1

2

'And what else?'

'What's the real
challenge here for
you?'

3

4

'If you're saying yes
to this, what are
you saying no to?'

'What was most
helpful for you?'

5



Significant
Advice
Network



- 1** **'What's on your mind?'**
 Opens and invites people to the heart of the matter. It's an open question, encouraging and provoking them to articulate what's waking them up at night and where anxiety sits.
 It says 'lets talk about what matters the most'
- 2** **'And what else?'**
 Tell less and ask more
 Advice giver | support| answer it | solve it | Fix it model
 Quickest & easiest way to uncover and create new possibilities
- 3** **'What's the real challenge here for you?'**
Challenge: Obvious answer or abstract
Here: isolates the real one
For you: Personal and powerful

 Cuts through the fog

Silence...ask a question and then shut up!

Silence opens up:

Space

Opportunity

Perturbation

Safety

Success

Opportunity

Breakthrough

Deeper Thinking

New client example

- 1 What's on your mind?
- Range of business
 - Not growing personally
 - Caught up doing the doing

Note: I had sent the client 2 books to read – 10X & Buy Back Your Time

NOW

- Range of business
- Coaching
- Time Poor
- Range of relationships

TO DO

- Red, Blue, Black
- Delegate
- 90, 180 Day
Rocks
- Finance options
- Create financial
model
- Free up time
- Long term
incentive plans

3 YEARS

- Succession
- Finance
- Evolve the
model
- Speaking
engagements
- Grow 10X

- 2 And what else?

- 3 What's the real challenge here?

Coaching Bookends

1

OPEN:
What's on your mind?

2

Close:
What was helpful for you
today?