

POWERFUL COACHING QUESTIONS



PERSONAL

1

What's your why?

- Why is that important?
- How does that tie in with your goals, values, etc.?

2

What does that mean for you?

3

If you knew you couldn't fail, what would you do?

- What is the worst thing that can happen?
- What else?
- What are some other angles?
- What might happen if...?
- When is a good time for us to brainstorm some options?

PROFESSIONAL

4

On a scale of 1-10, how would you rate your relationships with your prospects?

- What would it take to move those relationships to a 10?
- Who are 3 prospects that would make a difference this quarter?
- What is your strategy to capture their business?

5

What do you want to do better?

- What would you do differently next time?

6

What will it take for you to reach your goals?

- When do you put your foot on the gas?
- When do you press the brake?