

# L.E.A.D.

Listed below are the types of questions you could ask during your next strategic coaching session. The key is to listen first, then guide her with questions in order to help her find solutions to get the results she wants!

## Listen for the goal

- What do you want to achieve? (You can ask her to be specific.)
- What are you aiming for in the short-term / medium-term / long-term?
- When would you like to achieve this? Why is this important to you?
- What will it look / feel / sound like?
- On a scale of 1 to 10, where are you now in relation to achieving your goal?
- What could we talk about in this coaching session that will help you most?
- By the end of this session, what would you like to achieve?

## Explore her reality

- Tell me what's happening at the moment?
- What have you done so far towards your goal?
- How has that worked for you?
- What did you learn from this experience?
- What is your main concern about meeting your goal?
- What might be holding you back?

## Ask for solutions

- What resources do you have to help you with this issue?  
(resources could mean people, systems, tools, education or training)
- If failure was not possible, what could you imagine yourself doing to achieve this goal?
- What are all the different ways you could approach this?
- What else could be done? Who else might be able to help?
- What do you need in order to achieve your goal?
- Tell me about a time in your past when you overcame something like this.
- What advice would you give to a friend if they had the same issue?

## Decide what's next

- Which of these options seems best to you?
- Which of these options would take you nearest your goal?
- Which would give you the most satisfaction?
- Tell me specifically what actions you will take and when. Who might you involve in this?
- What would have happened to know you have achieved this goal?
- What will happen or what might be the cost if you do NOT do this?
- On a scale of 1 to 10, how committed are you to achieving this goal?
- What is the next step in our coaching (follow up, accountability, etc.)?
- What do you need from me in order to help you stay on track?

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## Listen for the goal

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## Explore her reality

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## Ask for solutions

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## Decide what's next

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