

Discovery

The first step in our process together is one of discovery. Before we learn anything new we must first discover *who we are, how we think, what we believe* and why. I've developed about seven pages of questions that I take my coaching clients through to assist in this process. I have included a sampling of my favorites. My goal, when I began my practice, was to use these questions to *discover* my clients philosophy of life and to begin to understand how we might work together to improve their performance. However, what has occurred as a result has been much deeper than I imagined. Think deeply, answer honestly and let the *journey* begin. Read through the questions below and today answer a few that resonate with you. On your own, answer the rest. For many, they will cause you to think in ways you have avoided or neglected for years. Together we improve....

1. Tell me about your signature strengths?
2. Tell me how you use these strengths in life and school?
3. Tell me about why you're doing Spark! What do you love about it? What would you like to change?
4. Tell me about your biggest weakness? What does it cause? What is its cause?
5. How do you determine whether something is right or wrong?
6. What would you deeply regret not doing before your death?
7. Tell me about your greatest, deepest fear? What is your fear causing?
8. What has been your single greatest failure? What have you learned?
9. Why are you interested in doing BTL?
10. Who would you follow with commitment? Why?
11. Do you know what you believe about why you exist? Why does it matter?
12. Do you know how you want to live and work?

13. Do you know who you are?
14. Do you feel “called” in life and work?
15. Are you aware of how your greatest strength could become a liability? Share how.
16. What are your “internal questions” that you constantly ask yourself and how do they shape your decisions, actions, relationships and results?
17. What are the questions you ask yourself when adversity strikes? What’s your mindset?
18. How do you determine whether you are moving towards judging or learning in any given situation?
19. Why is it important to manage your thinking?
20. What would you most like to change about your thinking? Why?
21. If you could change one thing about yourself what would it be? Why?
22. What in your life are you passionate about?
23. Tell me about the person who has had the greatest impact on your life.
24. What is your greatest accomplishment?
25. Can one person really change the world? If so how? If not, why not?
26. Tell me about your best manager. What did you learn?
27. Tell me about your worst manager. What did you learn?
28. Who are some of your heroes in life?
29. What is the purpose of your business?
30. If you could “find the time” what would you love to do at school? and at home?
31. Who/what inspires you?

32. How are you inspiring others?
33. Do you feel you are trustworthy? Why?
34. Do you trust other people?
35. How have you deeply changed?
36. Why does your organization need you?
37. How do you know people are in the “right seat on the bus?”
38. Tell me about the last time you made yourself vulnerable with your family?
39. Tell me about the last time you made yourself vulnerable with your friends?
40. How do you serve your team? family? friends?
41. How well do you listen?
42. Tell me about a relationship that is not working. What are the core causes?
43. What are you curious about?
44. Are you driven or inspired? What is the difference?
45. Where do you see yourself in three years?
46. How do you get feedback?
47. Are you awake and pursuing your dreams or just taking life as it comes?
48. Are you optimistic about your future?
49. Do you wake up most mornings excited about your day?
50. Are you wise or just smart? What is the difference?
51. Are you building transactional or transformational relationships?
52. Are you in a hurry to just get finished with this phase of life?
53. Do you know what you want said about your life?

54. What will your legacy be?

55. Are you ready now?