

# TOOL: The Coaching Habit

1. The Kickstart Question: **What's on your mind?**
2. The AWE Question: **And what else?**
3. The Focus Question: **What's the real challenge here for you?**
4. The Foundation Question: **What do you want** (what would be the ideal result/outcome)?
5. The Lazy Question: **(To make sure I am clear) How can I help?**
6. The Strategic Question: **If you are saying Yes to this, what are you saying No to?**
7. The Learning Question: **What was most useful for you?**