

# Client History

Every client has a history—you need to know it.

- ▶ **WHAT HAVE BEEN YOUR THREE MOST FULFILLING ACCOMPLISHMENTS IN LIFE, THUS FAR?**
- ▶ **WHAT WAS THE BIGGEST THING YOU HAVE HAD TO OVERCOME?**
- ▶ **HOW STRONG/POWERFUL/HEALTHY HAS YOUR PAST PERSONAL OR BUSINESS ROLE MODELS BEEN?**
- ▶ **HOW HAVE YOU FAILED, AND HOW DID THAT AFFECTED THE WAY YOU THINK AND ACT TODAY?**
- ▶ **HAVE YOU WORKED WITH A COACH BEFORE? WHAT WORKED? WHAT DID NOT WORK?**
- ▶ **HOW HAVE YOUR ATTITUDES ABOUT PEOPLE AND LIFE CHANGED OVER THE PAST TEN YEARS?**
- ▶ **WHAT HAS MADE YOU THE MOST SUCCESSFUL OR POWERFUL?**
- ▶ **ARE YOU MOSTLY PAST, PRESENT, OR FUTURE-ORIENTED?**
- ▶ **WHAT SHOULD I KNOW ABOUT YOUR PROFESSIONAL BACKGROUND/HISTORY?**
- ▶ **WHAT SHOULD I KNOW ABOUT YOUR PERSONAL BACKGROUND/FAMILY HISTORY?**

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