

Possibility

Open some windows for the client.

- ▶ **IF YOU HAD ALL THE MONEY YOU NEEDED, WHERE AND HOW WOULD YOU LIVE?**
- ▶ **IF YOU HAD THE ANSWERS TO YOUR PROBLEMS, HOW LONG WOULD IT TAKE TO SOLVE THEM?**
- ▶ **DO YOU HAVE A PERSONAL OR PROFESSIONAL VISION?**
- ▶ **IF SO, WHAT IS IT?**
- ▶ **WHAT IS PROBABLY NOT POSSIBLE FOR YOU TO ACHIEVE IN THIS LIFETIME THAT YOU WISH YOU COULD?**
- ▶ **ON A SCALE OF 1 TO 10, WITH TEN BEING THE HIGHEST, HOW WOULD YOU RATE THE QUALITY OF YOUR LIFE TODAY?**
- ▶ **USING THAT SAME SCALE, HOW HIGH WILL THAT NUMBER LIKELY RISE DURING YOUR LIFETIME?**
- ▶ **WHAT IS A DREAM OR GOAL THAT YOU'VE GIVEN UP ON?**
- ▶ **WHAT PART OF YOU HAVE YOU GIVEN UP ON?**
- ▶ **WHAT GOAL OR PART OF YOUR LIFE HAVE YOU PUT ON THE BACK BURNER BECAUSE THE 'TIME ISN'T RIGHT?' WHAT PART OF YOU IS JUST WAITING FOR THE RIGHT PERSON OR OPPORTUNITY TO CATALYZE IT?**

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