

**Thinking Into Results**

**TIR Questions**

* Tell me a little about yourself. Where are you at in life? Tell me about some of your goals.
* What’s one thing you would change that could make a big difference in life?
* What are the biggest challenges that are stopping you from reaching you personal and / or business goals?
* On a scale of 1-10, 10 being the highest, how would rate your happiness with life? Where would you like to be?
* If time and money wasn’t an issue and nothing else could get in your way, what do really what to do? How do you want to spend your days?
* What is holding you back from going after what you really want?
* Would you agree with me you could be doing better than you are doing? Why do you think you are not?
* If I could show you a way to accomplish one or more of the things you identified would you be willing and able to dedicate some time to making that happen?



* Do you want to be in the same spot a year from now? How much longer are you going to choose to live like this?
* Aren’t you sick and tired of being sick and tired?
* Why don’t you let me help you? I will mentor you and guide you to make a really big difference in your life. How would you like that? Are you up for doing this?
* Is personal development something in which that you would invest time or money? What have you done in the past 6 months?
* Have you ever had a mentor or coach?
* Would it be wise for you to this and why?
* What would be the benefit of starting this now?

Client Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Reason not moving forward?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_