

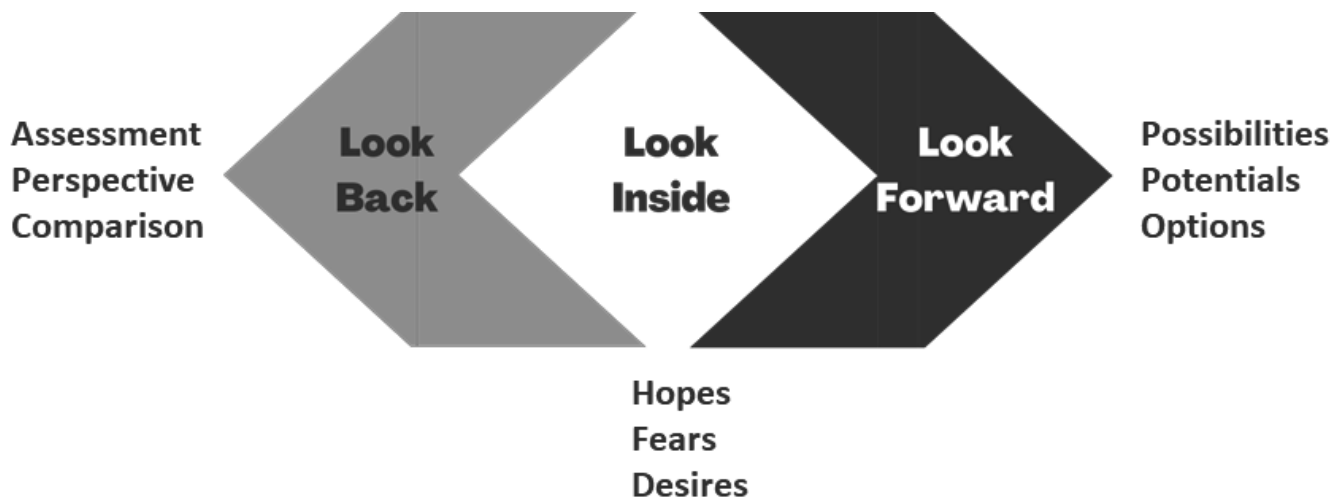
**Think of a Specific Client Conversation and Write Three  
Questions (One for each type)**

Look Forward

Look Back

Look Inside

# Thought Provoking Questions



## Examples:

- **Look Forward** [Possibilities, Options]
  - If you had to cut your remodeling budget in half, what would you do?
  - If you could launch any product what would it be?
- **Look Back** [Assessment, Perspective]
  - What do you see has the negatives for slowing growth?
  - What are your 3 most important business priorities?
- **Look Inside** [Desires, Fears]
  - How does this impact how you are seen as an industry leader?
  - When you look at your current year's goals, what worries you?