**Coaching Questions**

1. What would you like to achieve from our work together?
2. What would it mean to you if you could achieve this?
3. Where are you now?
4. What client development efforts have you made so far?
5. What client development efforts have you enjoyed the most?
6. What’s the first thing you want to move you toward what you want to achieve?
7. Who do you see as your competition in your field?
8. How do you believe you can best raise your visibility your potential clients and people who influence them?
9. How can you best use your top 5 strengths?
10. How can I help you in this coaching session?