



Building a Plan

"On a scale of 1-10, How important is it for you to make this change?" Drop down the number, restate the original number

Reasons why it's IMPORTANT (What makes it a higher number? Explore and expand Focus/Values/Goals/Motives)

"On a scale of 1-10, How confident are you that you and make this change? What would move it from 3 to 3.5?"

What's one thing that would move it from a ____ to a _____.5 (Have them talk through)? IF that is the only thing you had to do, how confident are you that you could do that one thing?

What's another thing that would move it from a ____ to a _____.5 (Have them talk through)? IF that is the only thing you had to do, how confident are you that you could do that one thing?

What's one other thing that would move it from a ____ to a _____.5 (Have them talk through)? IF that is the only thing you had to do, how confident are you that you could do that one thing?

Of these, which one(s) do you know you will follow through on between now and next week... and what will that look like?