

# **Importance & Confidence Ruler**

## **IMPORTANCE SCALE:**

*How important is it for you right now to...? On a scale from 0 - 10... what number would you give yourself?*

0 \_\_\_\_\_ 10

## **CONFIDENCE SCALE:**

*If you did decide to change, how confident are you that you would succeed? On a scale from 0 -10... what number would you give yourself?*

0 \_\_\_\_\_ 10

# **Importance & Confidence Ruler Follow-Up Questions**

## **IMPORTANCE SCALE:**

*“An eight? Explain to me why you are an eight and not a seven.”*

## **CONFIDENCE SCALE:**

*“You are at a six? What would it take for you to move from a six to a seven?”*