



## Goal - "What do you want?"

What would you like to happen that is not happening now, or what would you like not to happen that is happening now?

What do you want to achieve long term?

What does success look like?

## Reality - "What Have you tried?"

What is happening now? (what, where, when, who, how much, how often). Be precise if possible.

What have you done about this so far?

What results did that produce?

What is missing in the situation?

## Options - "What could you do?"

What could you do to change the situation?

Tell me what possibilities for action you see. Do not worry about whether they are realistic at this stage.

What approach/actions have you seen used, or used yourself, in similar circumstances?

Who might be able to help?

## Way Forward - "What will you do?"

What option or options do you choose?

To what extent does this meet all your objectives?

What are your criteria and measurements for success?

What will you do to obtain that support and when?

What could I do to support you?