

101 Things to Work on with Your Coach

Your name _____ Coach's name _____

Date _____ Coach's fax/e-mail _____

Section 1: Business or Career Success

Priority Level

Low → High

- 1. I see the importance of providing even more value to my clients or customers than they receive currently.
- 2. I need to make a change or advancement in my *career or profession*.
- 3. It's important to learn how to *better prepare my staff, customers, or colleagues for change*.
- 4. I need to put together a budget, pro forma plan, and/or strategic *plan for my business project*.
- 5. I need to become *more effective and/or efficient* in how I do my work or run my business.
- 6. I see the need to deliver work or services at a *higher level of excellence and standards*, even perfection.
- 7. I want to easily and *more powerfully influence* my staff, vendors, and colleagues.
- 8. I feel the need to *invest more time and money* into my business or professional skill set.
- 9. I definitely need to feel, think, and *act like a stronger leader* than I do now.
- 10. It's important to me to *build and leave a legacy* in this lifetime.
- 11. I could *better leverage my assets, resources, connections, and talents*.
- 12. I see the need to become a *stronger, more effective manager* of people, projects, and results.
- 13. I am ready to *totally master what I do* professionally. I want to be the best at what I do.
- 14. I wish to learn *key negotiating skills* that will help me get what I want and create win-win situations.
- 15. I need to increase the size, scope, and depth of my *professional network and community*.
- 16. I see the need to *increase my personal or company's productivity* significantly.
- 17. I want to feel like a real pro and be *regarded as a real pro* by my customers and colleagues.

- ○ ○ ○ ○ 18. I definitely want to *increase the profits* of my business.
- ○ ○ ○ ○ 19. I have an *important project* that would probably progress more smoothly if I had a coach for support.
- ○ ○ ○ ○ 20. I need to learn and really *master selling skills* so I can increase revenue immediately.
- ○ ○ ○ ○ 21. I need to develop a *marketing plan* or create unique ways to market my product or service.
- ○ ○ ○ ○ 22. I need to *install administrative, selling, or management systems* in my business or work.
- ○ ○ ○ ○ 23. I want to learn *effective team-building skills* and management techniques to bring out the best of my group.
- ○ ○ ○ ○ 24. I want to *improve my timing, synergy, and synchronicity* so I don't miss out on opportunities.
- ○ ○ ○ ○ 25. I need to properly *articulate my business or professional vision* so it is compelling.

Section 2: Life Enhancement

Priority Level

Low → High

- ○ ○ ○ ○ 26. I recognize the need to become someone who *accepts things more readily and* with less resistance.
- ○ ○ ○ ○ 27. I want to *quickly assimilate what I notice, experience, or learn*, and apply it immediately.
- ○ ○ ○ ○ 28. I see the need to *become a bigger, more magnanimous person*, and I'm ready to change.
- ○ ○ ○ ○ 29. I need to set *much stronger boundaries* so I am not taken advantage of, or disrespected, by others.
- ○ ○ ○ ○ 30. I need to become a much more compassionate and patient person with others.
- ○ ○ ○ ○ 31. I have important projects, situations, or *problems I haven't finished* but need to.
- ○ ○ ○ ○ 32. I need to gain a *broader perspective or context* about life, myself, my life, and/or my work.
- ○ ○ ○ ○ 33. My life is "expensive" to my body, heart, and/or spirit, and I need to *reduce these stress costs*.
- ○ ○ ○ ○ 34. I would be more effective and successful if I had *more of an edge* or more inner confidence.
- ○ ○ ○ ○ 35. I believe I can get a lot more done with a lot less effort. I want *life to be effortless*.
- ○ ○ ○ ○ 36. I have noticed others who are *very graceful in how they deal with life*, and I want to be that way as well.
- ○ ○ ○ ○ 37. I would like to be *more grateful* for what I do have, instead of always needing more.
- ○ ○ ○ ○ 38. I am ready to *take a lot more initiative* in certain parts of my personal and business life.

- ○ ○ ○ ○ 39. I need to *more fully integrate* the various elements of my personal and work life.
- ○ ○ ○ ○ 40. I need to *increase the level of integrity* in my life; I currently feel out of integrity in at least one area of my life.
- ○ ○ ○ ○ 41. I would like to *better prioritize* my goals, responsibilities, roles, and projects so that I don't fall behind.
- ○ ○ ○ ○ 42. I feel overwhelmed or am in a swirl, and I feel the need to get back on more *solid footing that is based in reality*.
- ○ ○ ○ ○ 43. I find myself slowed down by either *resistance or fear*, or both, and I am ready to work through this.
- ○ ○ ○ ○ 44. I wish to become a person who *responds quickly and fully* to both opportunities and problems as they occur.
- ○ ○ ○ ○ 45. I don't feel as *physically or financially safe* as I want to feel, and I am ready to do something about it.
- ○ ○ ○ ○ 46. I feel the need to *simplify my life*, dramatically.
- ○ ○ ○ ○ 47. I am ready to *raise my standards* of behavior, expectations, relationships, and lifestyle.
- ○ ○ ○ ○ 48. I want to learn to *deal with difficult people* in a more constructive, yet powerful, way.
- ○ ○ ○ ○ 49. I need to *manage my time* better in order to get the most out of each day yet have enough time for myself.
- ○ ○ ○ ○ 50. I am *tolerating more than I know is good for me*, and I would like to work on this.

Section 3: Who I Am

Priority Level

Low → High

- ○ ○ ○ ○ 51. I would like to *improve my physical appearance and presentation* so that I am delighted with how I look.
- ○ ○ ○ ○ 52. It's time to *change some of the assumptions* I have made about myself and upgrade my paradigm.
- ○ ○ ○ ○ 53. I am interested in *identifying and focusing on selected attainments*.
- ○ ○ ○ ○ 54. I feel out of balance, like I am juggling parts of my life. I'd like to *get back in balance*.
- ○ ○ ○ ○ 55. I want to *make significant changes to my body* in terms of weight, tone, and/or strength.
- ○ ○ ○ ○ 56. I would like to *strengthen or perfect my character*.
- ○ ○ ○ ○ 57. I need to *have more confidence* in how I present myself; I'm ready to develop this part of myself.
- ○ ○ ○ ○ 58. I want to have more of a *positive effect on others*, without trying to rule or control them.
- ○ ○ ○ ○ 59. I feel the need to improve the quality of my physical and/or spiritual *energy*.
- ○ ○ ○ ○ 60. I want to improve the communication, cooperation, and love within *my family*.

- ○ ○ ○ ○ 61. I feel I have a special gift, but I would like to *better identify and orient my life around my gift*.
- ○ ○ ○ ○ 62. I would like to be *much happier* than I am right now.
- ○ ○ ○ ○ 63. I would like to *develop my mind and intellect* more than I have. I need a challenge.
- ○ ○ ○ ○ 64. I would like to accurately identify and once and for all *satisfy my personal needs*.
- ○ ○ ○ ○ 65. I would like to be *more consistently enthusiastic* about my life and/or my work.
- ○ ○ ○ ○ 66. I feel the need to *be more at peace* with myself, life, and/or others.
- ○ ○ ○ ○ 67. I need to develop or *improve my personality*, my attitude, and how I come across.
- ○ ○ ○ ○ 68. I am ready to enjoy my life a lot more and *experience more pleasure*.
- ○ ○ ○ ○ 69. I am intrigued about the idea of becoming a *problem-free zone*.
- ○ ○ ○ ○ 70. I want to become a lot *more receptive to new ideas, approaches, and views*.
- ○ ○ ○ ○ 71. I see the value in *building significant reserves* in all areas of my life: time, money, love, and opportunity.
- ○ ○ ○ ○ 72. I need to *take much better care of myself*: body, mind, and spirit.
- ○ ○ ○ ○ 73. I want to get to know and *understand myself better*, and to know what makes me tick and motivates me.
- ○ ○ ○ ○ 74. I feel the need for significant spiritual development and/or to *embark on a spiritual path* that fits me.
- ○ ○ ○ ○ 75. I want to *develop a stronger personal style* and be able to express myself fully.

Section 4: Personal Success

Priority Level

Low → High

- ○ ○ ○ ○ 76. I would like to learn how to *attract success* to me instead of pushing so hard for it.
- ○ ○ ○ ○ 77. I know that I need to *become aware more quickly* of what's occurring to and around me.
- ○ ○ ○ ○ 78. I see the need to *increase my bandwidth*—my ability to quickly receive and process lots of information.
- ○ ○ ○ ○ 79. I need to *deliberately cause (meaning to create) my life and success*, instead of waiting for it to happen.
- ○ ○ ○ ○ 80. I recognize the need to be a lot *more coachable and flexible to input* from others.
- ○ ○ ○ ○ 81. I would like to *learn key coaching skills* so I can be more effective with others.
- ○ ○ ○ ○ 82. I need to *improve my communication and speaking skills* so that I am better heard and understood.
- ○ ○ ○ ○ 83. I'd like to *contribute more to others* without feeling I am wasting my time or resources.
- ○ ○ ○ ○ 84. I'd like to become *much more creative* in my life and unblock what gets in the way of my creativity.

- ○ ○ ○ ○ 85. I would like to *develop a formal schooling/education plan* or strategy for my life and career.
- ○ ○ ○ ○ 86. I have *several important goals* I would probably reach sooner if I had support and advice from a coach.
- ○ ○ ○ ○ 87. I have *great ideas*, but I need to develop them into something that is financially and personally rewarding.
- ○ ○ ○ ○ 88. I want to learn how to *be interdevelopmental* with everyone, meaning to work in a collaborative partnership.
- ○ ○ ○ ○ 89. I need to *develop my intuition* so it's finely tuned and to fully respect and immediately respond to it.
- ○ ○ ○ ○ 90. I need to increase my vocabulary and learn how to *communicate and phrase my thoughts better*.
- ○ ○ ○ ○ 91. I would like to create a coordinated and *comprehensive life plan* for the next five years.
- ○ ○ ○ ○ 92. I am ready to become a *much better listener*; I want to really hear what others are saying or trying to say.
- ○ ○ ○ ○ 93. I need an *entire life makeover*, starting from the ground up.
- ○ ○ ○ ○ 94. I need help in becoming *much better organized* with paperwork, bill paying, or other tasks.
- ○ ○ ○ ○ 95. I want to *develop a customized personal reading program* to better educate myself or expand my thinking.
- ○ ○ ○ ○ 96. I need help to either *resolve a relationship problem* or improve a key relationship.
- ○ ○ ○ ○ 97. I would like to *get to know all the parts of myself better* so I can make better decisions and be happier.
- ○ ○ ○ ○ 98. I want to start saving or *increase the amount I'm saving* each year.
- ○ ○ ○ ○ 99. I need to *quickly turn around* a very important part of my life.
- ○ ○ ○ ○ 100. I see the value of getting online and understanding the Internet and web; *I want to get wired!*

And, finally,

- ○ ○ ○ ○ 101. I want to learn more about what love is, how it works, and how to become *more loving to everyone*.