

25 QUESTIONS FOR BUILDING CLIENT RELATIONSHIPS

1. IF YOU COULD DO ANY JOB, (MONEY NOR TRAINING IS A FACTOR), WHAT WOULD IT BE?

2. LAST SUPPER...YOU CAN PICK AN APPETIZER, ENTREE, DESSERT AND DRINKS. GO!

3. IF I GAVE YOU A PLANE TICKET FOR TOMORROW, WHERE WOULD YOU GO?

4. IF YOU COULD BE IN A BAND, WHAT INSTRUMENT WOULD YOU PLAY? WHAT TYPE OF MUSIC?

5. FAVOURITE SEASONS IN ORDER.

6. IF YOU COULD HAVE DINNER WITH ANYONE DEAD OR ALIVE, WHO WOULD IT BE AND WHY?

7. FAVOURITE CHILDHOOD TV SHOW?

8. MOST EMBARRASSING THING THAT HAS EVER HAPPENED TO YOU? GO!

9. THREE FAVOURITE MOVIES OF ALL TIME!

10. YOU ARE ON A DESERT ISLAND. WHAT 3 THINGS WOULD YOU BRING WITH YOU?

11. IF YOU COULD HAVE ANY HAIRSTYLE, WHAT WOULD IT BE?

12. IF YOU COULD ONLY HAVE ONE KITCHEN DEVICE (POTS AND PANS NOT INCLUDED) WHAT WOULD IT BE?

13. WHO IS YOUR HERO? WHY?

14. IF YOU WERE A SUPERHERO, WHAT POWERS WOULD YOU HAVE?

15. WHAT IS YOUR PROUDEST ACCOMPLISHMENT?

16. BEST AND WORST GIFT YOU HAVE EVER RECEIVED?

17. WHERE DO YOU SEE YOURSELF IN 5 YEARS?
10 YEARS?

18. WHAT IS THE MOST DARING THING YOU HAVE EVER DONE? WOULD YOU DO IT AGAIN?

19. WHO WOULD YOU WANT TO PLAY YOU IN A MOVIE OF YOUR LIFE?

20. IF YOU HAD TO LOSE ONE OF YOUR SENSES,
WHICH WOULD IT BE AND WHY?

21. WHAT IS SOMETHING YOU CAN'T GO A DAY
WITHOUT?

22. IF YOU HAD TO BE AN ANIMAL, WHICH
ANIMAL WOULD YOU BE?

23. IF YOU COULD TIME TRAVEL, WHAT YEAR
WOULD YOU VISIT?

24. IF MONEY WAS NO OBJECT, WHAT WOULD
YOU DO ALL DAY?

25. WHAT MAKES YOU LAUGH OUT LOUD?

PEOPLE REMEMBER HOW YOU MAKE THEM FEEL.

THESE QUESTIONS ARE DESIGNED IN A POSITIVE LIGHT, WITH HOPES OF YOUR CLIENT FEELING ALL THE GOOD FEELS AS THEY DIVE INTO ANSWERING THEM.

IF YOU CAN MAKE PEOPLE FEEL *INTERESTING* AND *HEARD* WHILE THEY ARE IN YOUR CHAIR, THEY WILL WANT TO COME BACK AGAIN, AND ARE MORE LIKELY TO REFER THEIR FRIENDS TO YOU.

TIPS: JUST LISTEN WHILE THEY TALK. ASK THE QUESTION AND SHHHH...YOU DO NOT NEED TO THINK ABOUT OR EVEN SHARE YOUR ANSWERS. THIS IS NOT ABOUT YOU!