



DIAGNOSE	DISCUSS	DECIDE	DEFINE
<p>“Let’s restate why we’re here....”</p> <p>“Okay, so if we got clarity and came up with a plan for X, then you’d leave satisfied?”</p>	<p>“You already tried Z. What were the results?”</p> <p>“You’re interested in A, but clearly something has held you back. Let’s dig into that.”</p>	<p>“What I hear you saying is that P is the best path forward?”</p> <p>“Let’s talk through the blockers, needs, and tasks.”</p>	<p>“It seems like the first step is C. Would you agree?”</p> <p>“Before you can E, you have to D, right?”</p>
1	2	3	4

