



101 Things to Work on with Your Coach

Your Name: _____

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Date: _____

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Section 1: Business or Career Success

Low → High

What I want to Achieve:

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

- 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

Low → High

What I want to Achieve:

- 26. I recognize the need to become someone who accepts things more readily and with less resistance 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

Low → High

What I want to Achieve:

- 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 up-grade 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

Low → High

What I want to Achieve:

- 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

Low → High

What I want to Achieve:

- 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

Low → High

What I want to Achieve:

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