# Getting to the Heart of the Matter Date:

**Delete blue text before printing** – *As the coach you can use this worksheet as your very own cheat sheet to navigate your client through a session.*

*This questioning model is excellent to use if you suspect your client’s current results are based on beliefs they created in the past. If your client is now ready to make new choices, this model will help unlock his/her past disempowering beliefs and lay the foundations for new empowering beliefs.*

*A great homework assignment to give after a session, which uses this model, is Exploring Beliefs (as provided in the Life Coaching Worksheets section of the Coaching Took Kit). It will help your client discover other beliefs that he/she created in the past and may want to change to improve his/her future.*

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| 1.  | What is the problem or issue you would like to resolve? |
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| **2.** | **How much of your time is taken up with this issue?** |
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| **3.** | **What do you tell yourself about this problem?** |
|  |  |
| **4.** | **What do you tell others about the issue?** |
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| **5.**  | **When you imagine the problem what do you see?** |
|  |  |
| **6.**  | **How has this been a problem for you in the past?** |
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| **7.**  | **Was there ever a time that you didn’t have this problem?** |
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| **8.**  | **What your first memory of the problem? What emotions were you feeling then?** |
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| **9.**  | **What relationship does your family have to the problem?** |
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| **10.** | **What events have happened since the first time you remember having the problem?** |
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| **11.** | **What’s the relationship between all of these events and your current situation?** |
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| **12.** | **If there was a “higher purpose” for why you were “intended” to have this problem, what do you think it would be?**  |
|  |  |
| **13.** | **What possible benefit could there be to having this problem? If there was a possibility for even a small or strange sort of benefit what would it be?** |
|  |  |
| **14.** | **Is there anything your unconscious mind wants you to get, which if you got it would cause the problem to disappear?** |
|  |  |
| **15.** | **What have you been unwilling to do in order to keep this problem?** |
|  |  |
| **16.** | **What are you no longer willing to do in order to make this change?** |
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| **17.** | **What action do you think you need to take to move forward now?** |
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