# Pleasure and Pain 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 your client is stuck on a problem/issue and just can’t seem to get moving. This model has 4 simple stages 1) identify the problem/issue, identify the pain she will experience if she does not change, identify the pleasure she will feel by changing, and finally commit to action.*

## The problem

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| --- | --- |
| 1. | In a nutshell, what is the problem/issue? |
|  |  |
| **2.** | **How have you chosen to resolve the problem in the past?** |
|  |  |

## Identify the pain

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| --- | --- |
| 1. | What will happen if you continue to do the same thing? |
|  |  |
| **2.** | **What will staying the same it cost you in the future?** |
|  |  |
| **3.** | **What has it cost you in the past?** |
|  |  |
| **4.** | **What is the benefit of continuing your old behaviour? What do you like about it?** |
|  |  |
| **5.** | **What don't you like?** |
|  |  |
| **6.** | **What consequences will you face down the track if you don’t take new action?** |
|  |  |
| **7.** | **What are you choosing to tolerate by not changing?** |
|  |  |
| **8.** | **What do you not experience by not changing?** |
|  |  |
| **9.** | **What is it costing those around you if you don’t change?** |
|  |  |
| **10.** | **What are you missing out on?** |
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## Identify the pleasure

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| --- | --- |
| 1. | If you were to do this differently, how would it feel? |
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| **2.** | **If you could change this and get great results, how would that be?** |
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| **3.** | **How could you turn this around?** |
|  |  |
| **4.** | **What would be the most important reason for changing this?** |
|  |  |
| **5.** | **What is the wost that could happen if you turned this around?** |
|  |  |
| **6.** | **What is a compelling reason why you would consider doing this differently?** |
|  |  |
| **7.** | **What would be the biggest advantage of dong this differently?** |
|  |  |
| **8.** | **What will changing give you?** |
|  |  |
| **9.** | **What will you no longer be tolerating?** |
|  |  |
| **10.** | **What will you have instead?** |
|  |  |
| **11.** | **What will this allow you to do?** |
|  |  |
| **12.** | **What would other people notice?** |
|  |  |
| **13.** | **What would you start to notice even more within yourself?** |
|  |  |

## Take action

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| --- | --- |
| 1. | What three things can you do or think about differently, now, to remove this problem/issue from your life? |
|  |  |