

# Building Client Connections

# With **BEAUTIFUL QUESTIONS**

Don't just focus on what you can teach your client. Learning to ask the right questions – even unexpected ones – can help you collaborate on more nuanced and useful answers. Here's how:



**1. Be self-aware.** Where are you coming from? What can you offer this conversation? What are you trying to find out? And what are your boundaries?



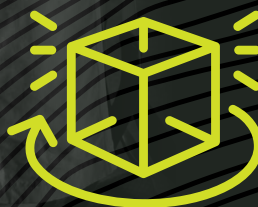
**2. Stay curious.** Once you've acknowledged your own perspective and assumptions, can you set them aside? What can you uncover if you step away from your preconceptions?



**3. Get creative.** Asking someone how they feel is one thing, but asking them, for instance, what color best describes how they feel can lead to more interesting conversations.



**4. Increase calm.** Lifestyle changes can be intimidating. Ask your clients what helps them feel calm, or what they've seen others do to access a sense of calm.



**5. Generate perspective.** Ask your client to describe their current situation and all of its parts as if they were viewing it from a helicopter high above. What would things look like from up there?