

The Power of High Impact Questions

Introduction

High impact questions lead the client to think about an issue more deeply.

- **The Elements of a High Impact Question**

High impact questions are simple and direct. They encourage creative thinking and self-reflection.

- **Which One Do You Choose?**

One example of a high impact question is to ask a client to prioritize. For example, which one problem do they need to tackle right now? This forces them to choose only one and keeps them from being overwhelmed by possibilities.

- **Picture Yourself..**

High impact questions take things out of the abstract realm and plant them in the here and now. This produces answers that naturally lead to taking action.

Conclusion

Listen closely to the answers to these questions and guide your client toward the best action to take.