

## Eliciting Someone's Deepest Desire: The Outcome Frame

Partner A is the coach. Partner B is the client. Coach takes client through the outcome frame questions.

Tip: Be sure to ask questions #1 and #2 several times. You do not need to stay in the exact order they are written. Tap into your intuition and curiosity to lead you to the next question. Come from the place of "what do I most want to inquire about next?"

You are not trying to fix or solve any problems. This question sequence is simply to uncover what the desired state is. How do they want to feel? What would they like to be experiencing in their current reality? Do not give advice or make suggestions. Simply listen, reflect back what you are hearing and trust in the power of the questions.

### Outcome Frame Question Sequence

1. What do you want?

**OR:** what would you like?

2. What will having that do for you?

**OPTIONAL:** What's important about that?

3. How will you (or I) know when you have it? What will you see, hear or feel?

**OPTIONAL:** What might I see looking from the outside?

4. Where, when and with whom do you want it?

5. Who (if anyone) might be affected if this desire was fulfilled?

**OPTIONAL:** In other words, what's the consequence to you and all the other people who are close to you? 6. What (if anything) might you have to let go of in order to fulfill this desire?

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