

## Connecting With Aspirations

What would your life be like if all the obstacles were removed?

Why did you go into business?

What are you passionate about?

If money were no object, what would you be doing with your life?

How do you want to be remembered?

## Fostering Client Presence

You gotta be kidding me, right?

What are your hobbies?

Reflecting back what you are hearing...What really is it...?