

“Coaching to Connect”

4 P’s Questions

You can use the 4P’s Questions as a coaching tool to connect with Independent Beauty Consultants on a deeper level. These questions focus more on the driving force behind her success which will have less to do with skill or knowledge but more to do with her attitude and what motivates her (confidence, purpose, positive expectancy, energy).

1. Would you mind telling me a little about yourself? (PICTURE)
2. What brings you joy? (PURPOSE)
3. Tell me about a time when you were proud of yourself. What was it about that experience that you loved the most? (PASSION)
4. Let’s dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (POSSIBILITIES)

You can write her answers down and refer to her responses during subsequent coaching conversations.

These questions help you to:

- ✓ Find out who she is.
- ✓ Understand what brings her joy.
- ✓ Understand what she is most passionate about.
- ✓ Bring her back to her “why” to help keep her motivated.
- ✓ Dream possibilities with her.