

# Discovery Questions

**\*\*Note:** These questions are not designed to be asked one by one. They are just a reminder of some of the things you can get your potential team member to talk about and think about. Learn the kind of questions to ask and then work them into your genuine conversations.

The more you do it, the better you will become.

## **Connecting and establishing common ground**

Ask only some of these - not all

Where do you live? Have you lived there long?

Do you have children? How many, whats their ages?

Where did you go to school?

What do you do you like to do in your free time?

Do you work or stay at home with the kids?

How long have you worked there? What do you do for them?

What drew you into that type of work?

If they are a stay at home mum ask what they did before kids?

## **If this is someone you already know, catch up with them by asking:**

Hows your family doing?

Whats new in your life?

Hows your job going?

How is it being home full time with the kids?

## **Discovery Question about their goals**

In three years from now what would you like to be doing?

## **about whats important to them**

Whats most important for you and your family right now?

Whats most important to you for your future right now? (If they don't have kids)

Do you love what you do? why not?

Do you have enough time to do the things you love? why not?

Are you happy with your current income?