



Favorite clothing brands:
Stores they shops at:
Websites they uses regularly:
Books and magazines they read regularly:
Movies & TV shows they watch regularly:
Personal Goals they have:
Work Goals they have:
Health Goals they have:
Family Goals they have:
Name conversational topics they discuss with their spouse or family:
Name conversational topics they discuss with their friends (if they have close friends):
Who do they aspire to be? What type of person?

Top three problems currently facing.

After each problem, list:

- How does this problem make them feel?
- How do the people around them react to this issue?
- What are the long-term consequences of this problem?
- What are the financial consequences of this problem?
- What are the personal consequences of this problem?
- Is this problem serious enough to be keeping them up at night worrying?
- Are they avoiding facing this issue? Or attacking it head-on?



What are three dreams/goals they have for the future.

After each dream/goal, list:

- Are they actively doing something to achieve this goal? Or is it just a dream they're not acting upon?
- If doing something, what are they doing?
- How would their life be changed if they achieved this goal?

