



**SIMPLE
PRACTICAL
VALUABLE**

**REALTIME
COACHING™**

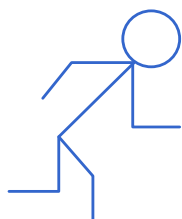
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THE FOUR REALTIME QUESTIONS = WDIP



WHAT DO YOU WANT?



WHAT ARE YOU DOING?



IS WHAT YOU'RE DOING
GETTING YOU WHAT YOU WANT?



WHAT IS YOUR PLAN?



WHAT DO YOU WANT?

PRINCIPLE

“Wants” are based on your personal interests, driving forces, and motivations.



THOUGHT-STARTER

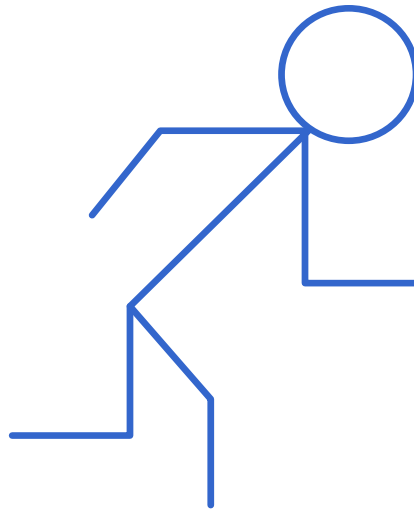
What makes “What do you want?” such a challenging question?

WHAT ARE YOU DOING?



PRINCIPLE

“Doing” is observable behavior or action taken to close the gap between the result you want vs. the result you believe you’re getting.



THOUGHT-STARTER

What are some answers you may hear when you ask, “What are you doing?”

IS WHAT YOU'RE DOING GETTING YOU WHAT YOU WANT?

PRINCIPLE

The difference between what you want and what you believe you are getting provides the motivation for your behavior.



THOUGHT-STARTER

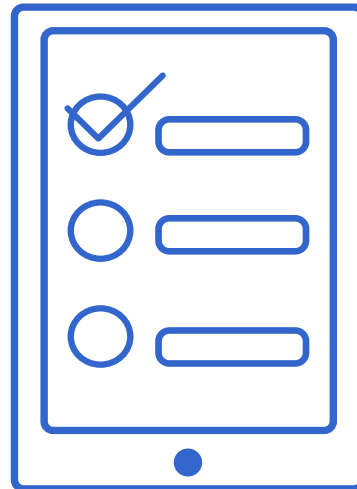
Why is self-evaluation called the cornerstone of RealTime Coaching™?

WHAT IS YOUR PLAN?



PRINCIPLE

Achieving different results means either changing what you want or what you're doing.



THOUGHT-STARTER

Why is the plan the Achilles heel of the coaching process?
