

# 20 Key Things to Know About Your People



**WHO YOU ARE**  
Leadership Coaching & Consulting

<b>FIRST AND LAST NAME</b>						
<b>WHAT ARE IMMEDIATE FAMILY MEMBER NAMES?</b>						
<b>HOW LONG HAS HE/SHE BEEN IN THE COMPANY</b>						
<b>WHAT IS HE/ SHE MOST MOTIVATED BY?</b>						
<b>WHAT IS HIS/ HER RECOGNITION PREFERENCE - PUBLIC OR PRIVATE?</b>						
<b>WHAT ARE HIS/HER HOBBIES?</b>						
<b>WHAT'S HE/ SHE MOST PROUD OF AT WORK?</b>						
<b>WHAT'S HE/ SHE MOST PROUD OF AT HOME?</b>						
<b>WHAT'S MOST TROUBLING AT WORK CURRENTLY?</b>						
<b>WHAT'S MOST CHALLENGING AT HOME CURRENTLY?</b>						



WHAT DOES HE/ SHE NEED HELP/ COACHING ON?						
HOW DOES HE/ SHE WANT ME TO DELIVER TOUGH FEEDBACK?						
WHAT BRINGS HIM/HER JOY?						
WHAT FRUSTRATES HIM/HER?						
WHAT DOES HE/ SHE MOST APPRECIATE AS A SIGN OF GRATITUDE (Gifts, Words, Touch, Time, Service)?						
WHAT ARE HIS/ HER MOST IMPORTANT PRIORITIES?						
WHAT'S HIS/ HER "WHY"?						
WHAT WAS HIS/ HER LAST "WIN"?						
WHAT'S THE BIGGEST MISTAKE I CAN MAKE WITH HIM/HER?						

