



# QUESTIONS TO GET TO KNOW PEOPLE

## **Relational Questions**

How is your family?  
What fun things are happening with your kids?  
Got any trips or time off coming up?  
What is your best childhood memory?  
What do you enjoy doing in your time off?  
What's your favorite time of the day, and why?  
What is something you have done that you are proud of?  
What items are at the top of your "bucket list?"  
What are some of your favorite desserts?  
If you could rid yourself of a bad habit, what would it be?  
What is one of your goals for the year?  
What cheers you up?  
What is something you regret buying?  
Do you have any personal challenges coming up?  
What is a favorite holiday memory?  
Can you share a favorite quote?  
What's your favorite beverage to drink?  
What bores you?  
What are you freakishly good at?  
What's your favorite hobby or pastime?  
Do you have any regrets?  
What is the best thing going on in your life right now?  
Who was your hero growing up?  
How are you doing?  
What kind of week are you having?  
Where is your favorite place to eat out?

## **Professional and Process Questions**

What process do you use to get this done?  
How do you avoid conflict at work?  
Who do you go to for good professional advice?  
What's something you've learned in the industry recently?  
Any valuable connections of made recently?

Are you enjoying your work?  
What is keeping you busy or overloaded?  
What challenges have you been facing in the office?  
What's your most effective sales tool?  
What's the mindset of a client in this industry?  
What was your first job? How did you do in it?  
What do you wish you were great at?  
How do you know if someone is lying or telling the truth?  
How do you prepare for the day?  
What do you do in order to operate at 100% capacity?  
Do you think everyone can be a leader?  
What's your biggest challenge in work or leadership?  
How do you define success for your organization?  
Where and when do you get your best ideas?  
What do you want your life to look like in five years?  
Would you rather have more money or more time?  
What are you most grateful for right now?  
Where is an area professionally where you think you can grow?  
Is there anything we can work on together?  
How can I serve you in your work or family?

## **Experiential and Wisdom Questions**

How would you go about making this decision?  
Who is a personal or professional influence on you?  
Do you have a teacher or professor who gave you great instruction?  
How do you prioritize your time?  
How would you like to be remembered?  
What relationships are most important to you?  
What is a life moment that has really shaped you?  
Do you have a motto for life?  
What are some favorite books you've read recently?  
How do you take your mind off of work?

What do you find enjoyable about your profession?  
Do you have a bad habit you wish you could get rid of?  
Has someone ever changed your life?  
How do you handle criticism?  
What is something that I do that you wish I wouldn't?  
What is the best piece of advice you've received?  
What is one mistake that you keep repeating?  
What is the hardest thing you've ever had to do?  
Does everyone deserve forgiveness?  
How do you handle it when you are angry with someone?  
What would you do if you were not afraid of failure?  
What has been on your mind today, and why?

**Spiritual Questions**

How can I pray for you?  
What can I do to help you recover?  
How can I serve your family during this crisis?

How is your church helping you through this?  
Do you have a favorite Bible verse?  
Do you have a spiritual role model?  
What is your earliest experience with faith?  
What is a story from the Bible that you remember and identify with?  
What is something you really want, but are afraid to pray for?  
What is God teaching you right now?  
What have you been praying about?  
Do you feel encouraged or discouraged?  
Do you read the Bible regularly?  
Do you think having faith in something is important?  
Do you believe that God has a plan for you?  
Why do you think you were created?  
What is your purpose or mission in life?