



## **LCA Tool: Forward Focused Question Examples**

Purpose: To assist in mastering questions that are designed to pull ourselves and others to the front side of the energy circle.

### **Team Building**

- Where have we succeeded in the past and how can we apply that wisdom now?
- What are a few of our greatest strengths as a team?
- What are some of the values this team demonstrates that makes us so strong?
- In what ways do we consistently step outside the comfort zone to achieve our objectives?
- In what ways does our work make a positive difference in the lives of others?
- As a team, what is our most important current objective?
- As we accomplish our current objectives, who will benefit and how?
- What is it about this team where we are able to embrace change so quickly?
- What are the qualities you most appreciate about your team members?
- How did you all get that done so quickly?
- What are some of the systems we use that really work well?
- What are 3 of your ideas we can employ to make us even more effective/efficient?
- What do you all appreciate most about your job beyond the paycheck?
- What is it about our culture where it is okay to communicate openly to anyone?
- What is the next challenge we're ready to take on as a team?

Your forward focused questions on building sales teams:

---

---

---

---

### **Sales**

- How can I discover and satisfy my customers' key motivations?
- What do I especially appreciate about my customers?
- Where have I been especially strong in my sales ability?
- What did I do that brought that successful result forward?
- What are my specific sales objectives for this time period?
- How does it feel to consistently exceed my sales goals?
- Where has a customer been particularly satisfied with my efforts?
- What are a few ways I can learn from past successes and apply this wisdom today?
- What mental state do I want to be in when I call on my next customer and how can I create that?
- What are a couple of ways I can support my team members in being even successful today?
- What is a great sales technique I have discovered that I can share with my colleagues?



**The Love, Courage & Achievement Project**  
*“Rekindling the Human Spirit ... Transforming Dreams Into Reality”*

What is my specific action plan today that will exceed my own expectations?  
How do I want to feel at the end of the day, for myself and the people I care about?

Your forward focused questions on building sales:

---

---

---

---

**Self Esteem**

What are some of my greatest natural talents?  
What have I accomplished in the past that I am proud of?  
Who have I really helped out in the past?  
What do I do particularly well?  
What are some of the values that I consistently demonstrate?  
Where have I pressed through the comfort zone in the past and really succeeded?  
What is a recent important success and how did I achieve it?  
What are some of the qualities that others admire about me?  
Where have I overcome adversity and produced a brilliant result?  
What am I grateful for?  
Where do I excel?  
What do I enjoy about \_\_\_\_\_? (spouse, partner, family, friends, pets, work, nature, boss, kids, hobbies, today, myself)  
What are some of my greatest dreams about \_\_\_\_\_? (job/career, relationships, car, home, vacation/travel)

Your forward focused questions on building self esteem:

---

---

---

---

**Family**

What are some of the qualities I most appreciate about each family member?  
What were the times I most treasured being with my family?  
What are some questions I could ask my children, siblings, parents or friends that would make them smile?  
What can I do to be the very best dad/mom, brother/sister or friend today?  
What are a few of the strengths that come out of our family bond?  
Where is there an opportunity to heal a family relationship over time with FFQ’s?  
What are some of my own strengths when it comes to building family relationships?



**The Love, Courage & Achievement Project**  
*“Rekindling the Human Spirit ... Transforming Dreams Into Reality”*

Your forward focused questions on supporting families:

---

---

---

---

**Kids**

- What is your favorite class at school?
- What was the best part of your school day?
- What do you think are some of your greatest strengths?
- What do you most like about yourself?
- What inspired you to do that act of kindness?
- What did it feel like to make such a difference in that person’s life?
- What achievement from the past are you most proud of?
- What are you learning that really has your interest?
- What made you think of that better way?
- How do you get things that need to be done even when you don’t especially feel like it?
- What do your friends say they like most about you?
- What are your ideas on this?

Your forward focused questions on supporting kids:

---

---

---

---