



637: L2 Situation Awareness Questions

(Goal: Help them unpack their current process, problems, and consequences — without pressure)

1.

“Can you walk me through... what you're currently doing right now to [solve X]... just so I have more context?”

(Soft opener, info-gathering x = whatever their issue may be)

2.

“What’s been working okay so far for you also with that.... what’s maybe not going according the way you perhaps want it to be?”

(Contrast frame — positive first, then pain)

3.

“Was there something specific that caused you to start looking into a new way of doing this?”

(Trigger moment discovery)

4.

“When you say [insert current method], how long have you been doing it that way?”

(Timeline anchor — sets up fatigue/frustration)

5.

“What made you choose that route originally?”

(Uncover why they’re emotionally tied to their current path)

6.

“Has it gotten you the results you were hoping for... or no?”

(Use downward inflection on “or no” to neutralize tone)

7.

“What would you say is the biggest challenge you're running into with that approach?”

(Challenge awareness — sets up solution gap)

8.



“How long has that been something you've been trying to fix?”

(Repetition of time builds pressure gently)

9.

“What’s the impact been on other areas — like your time, income, or even your confidence?”

(Multi-domain pain pull — business/life/self)

10.

“Have you just been pushing through it... or have you been actively trying to shift things?”

(Lets them confront their current pattern)

11.

“Is this something you’ve kind of accepted as ‘normal’... or do you feel like it’s time to make a change?”

(Reframes urgency and choice)

12.

“What have you tried so far to fix this? ...and how did that go?”

(Opens failure loop - back to back usage)

13.

“Do you feel like it’s getting better, staying the same, or maybe even getting worse?”

(Gently confronting status quo- also use as you please)

14.

“What do you think happens if this stays the same another few months?”

(Future consequence prep — downward inflection)

15.

“Is this more of a strategy thing... or more about not having the right support around you?”

(Sets up Solution Awareness handoff)

