



## 637: L2 Solution Awareness Questions

***(Goal: Guide them to describe the outcome, identify gaps, and emotionally lean into change)***

1.

**“Let’s imagine you had a blank slate... what would the *perfect* scenario look like for you moving forward?”**

*(Opens up vision in their words)*

2.

**“If you were able to achieve that — what kind of difference would that actually make for you?”**

*(Connects dream to personal consequence)*

3.

**“Why is that outcome important to you now... rather than later?”**

*(Time anchor for urgency)*

4.

**“Have you seen anything else out there you were considering — if so what might have held you back from going for it?”**

*(Identifies if they’re already solution-aware or product-aware)*

5.

**“What did you like about those options... and what felt off?”**

*(Teases pain and trust gaps in competitors)*

6.

**“What do you feel you need the most right now... is it more structure, strategy, or accountability?”**

*(Gives them an easy choice — they’ll usually say all three)*

7.



**“Have you worked with anyone before to help you with this — or have you mostly gone solo?”**

*(Sets up importance of external support, finds out if they worked with coach prior)*

8.

**“Would you say you do better with step-by-step systems... or do you prefer a more hands approach?”**

*(Prospect-led delivery preferences)*

9.

**“Do you feel this is something you can solve on your own... or would outside help be sort of the keys to the castle for ya?....”**

*(Polite test of self-sufficiency vs. readiness)*

10.

**“How important is it that you resolve this? Why not put this off another 2 weeks, 2 months, 2 years?”**

*(Pre-suades toward now rather than later )*

11.

**“If you *did* find the right system or mentor to help with this... what would hold you back from moving forward/solving your [insert problem]?”**

*(Layering objection reveal early)*

12.

**“What would success look like for you in 90 days if everything went perfect?”**

*(Pulls short-term tangible vision)*

13.

**“If this were solved, how would that affect your [situation/ lifestyle / business etc]**

*(Multi-angle emotional consequence warms them up for future pace)*

14.

**“What are you most excited about changing — if you could finally get this handled?”**

*(Positive future pacing)*

15.



**“What’s making this feel like the right time... instead of waiting another 6 months?”**  
*(Closes loop on urgency + emotional logic)*