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### **Practice Building Intake Questionnaire**

1. What are your primary reasons for seeking practice-building consultation at this time?
2. What are your hopes and goals for our work together?
3. What do you love about the work you do? What aspects of the work give you the most energy?
4. What challenges are you facing with your work? What are the obstacles you perceive facing in moving from where you are now to where you want to be?
5. What specific information are you hoping to learn during our work together?

6. What beliefs get in your way as you consider significantly growing, changing, or transforming your practice? (e.g. “I hate marketing”, “I’ll never make enough money,” “There is no way to describe what I do” etc.)

7. Describe your ideal vision for your business – or specific outcomes you hope to achieve – by the end of our time working together (e.g. develop a concrete strategic plan, create a website, double my income, gain clarity about my specific niche – whatever feels most important to you at this time and given the length of time you have to invest).

8. Describe how you hope to feel about yourself – the personal changes you would like to embrace – as a result of our work together (e.g. more confidence, excited about marketing, no longer anxious at networking events, content in my decision to pursue private practice, etc.).

From Lynn Grodzki, *Building Your Ideal Private Practice*:

What are the 10 professional and personal goals you want to accomplish in the next 90 days?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

What are the 5 business opportunities that you are currently not making the most or anything of?

- 1.
- 2.
- 3.
- 4.
- 5.

What motivates you to take action? What obstacles do you need to anticipate?

What else should I know about you, as your coach? How can I best support you with coaching (i.e. strong feedback, gentle encouragement, listening, direct suggestions, advice, accountability, other)?