

Vivier Blueprint

Clarity Coaching Questions

Six simple questions to cut through the noise, get unstuck, and move deals — or yourself — forward.

1. What outcome are you trying to drive right now?

2. What's stopping that from happening?

3. What decision is the buyer still not ready to make?

4. What do you think they're afraid of?

5. What would a win look like in the next 5 days?

6. What's your next most helpful move?
