

# Your Five Whys

## Chapter 4: Coaching

Typically, when we ask clients and patients what they want, they give us socially acceptable, surface-level answers. This simple, yet powerful, exercise pushes them to go deeper and share with us the real reasons they're motivated to change. It works for coaches too.

Here's how you can use the Five Whys to get the most out of this book.

Consider why you're reading this book right now. What do you hope to get out of it?

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Why is that important to you?

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And why that?

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What are you hoping that'll help you with?

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## Your Five Whys

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And why's that important to you?

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See where you end up. Your answers might surprise you.

Then consider how you could use this exercise with your clients and patients.

These activities and worksheets are taken from the book **Change Maker**: Turn your passion for health and fitness into a powerful purpose and a wildly successful career by John Berardi, PhD.

Check it out at: [www.changemakeracademy.com/book](http://www.changemakeracademy.com/book)