**Active Listening**

**Values:**

See Values List

**Strengths:**

Communication, organization, generous, big thinker, motivating, influential, intellectual, follow-through/details, good judgment, authentic, results-driven, experience.

**Patterns:**

Sabotaging, business peaks and valleys, denial, money, chaos, distraction-prone, avoidance, overly optimistic.

**Resources:**

Money, time, opportunities, network, support, connections, spirituality, ideas, spheres of influence.

**What they Need/What is Missing?:**

Income, order, follow-through, systems, space, time, support, encouragement, inspiration, motivation, a vision, strategy, focus, commitment, love, acknowledgement, validation, energy, skill, a partner.

**Use of Language:**

Judgment, sarcasm, “filters”, need to be right, victim language, lots of detail, visionary, lies, over-promising, avoidance, self-referencing.

**Are They Coachable?:**

Ready, trusting, responsive, non-defensive, responsible, committed, curious, open to change, willing, actively listens.

**Need EAP/Something Else?:**

Addictions, self-sabotage, resistance, denial, suicidal, mood swings, anger, depression.