

Health Assessment Questions

Health assessment questions are important to ask. They help you learn more about your prospects, gathering information so that you can offer the best product and support to fit their needs. Below are questions you can ask to get you started.

- 1. What are you trying to accomplish?**
Do they want to lose weight (# of pounds), tone up, or improve their overall health?
- 2. Why do you want to accomplish that?**
Dig deeper into their Why. Do they have an emotional reason behind what they want to accomplish?
- 3. How long have you wanted to make this change?**
Was there a life-changing event like having kids, an injury, etc.?
- 4. What have you tried in the past?**
What did they like and dislike about what they've already tried?
- 5. Why did it fail for you?**
Why do they think it didn't work out in the long term?
- 6. Tell me about your support system.**
Remember, 80% of people fail programs because of lack of support.
- 7. How often do you go out to eat?**
How much on average do they spend per meal?
- 8. Do you feel like you are full of energy or do you get tired a lot?**
Do they get enough sleep at night? What time of day do they lose energy?
- 9. Do you feel like you are at a plateau with your weight loss?**
- 10. What is your diet like?**
Do they drink coffee? How often do they eat from vending machines or eat fast food?
- 11. What does a typical day look like for you?**
Are they active during the day? Do they sit behind a desk? Do they watch a lot of TV?
- 12. How much water do you drink in a day?**

These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.