

TRIBE MEMBER INTERVIEW WORKSHEET

Name: _____ Company: _____

Area of Expertise: _____

1. Tell me about your "why".

2. Tell me about your "story" and how you came into this profession.

3. Tell me about the services you offer.

4. Tell me about a time when your client needed (fill in the blank). What did the process look like?

5. Tell me about a time when your client was not satisfied with your services. What was the situation and how was it handled?

Identify. Align. Execute

6. Give an example of how you have supported a family that was not all on the same page and how that was managed?

7. Who is your ideal client?

This is not always a one-size-fits-all but a reciprocal relationship is key to success!

Identify best practices and the preferred means of communication.

Identify strengths and weaknesses of both parties. What is the best way to support one another to ensure a successful experience for your client and for yourself?