|  |  |  |  |
| --- | --- | --- | --- |
|  | | **Contact:** | Add contact name here |
| **Business Issue:** | Add Business Issue here | | |
| **Anxiety Question:** | Add Anxiety Question here | | |
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| --- | --- | --- | --- | --- | --- | --- |
| **Problem** | | |  | **Solution** | | |
| **Open Question:** Add Open  **Probe Question:**   * Add Probe * Add Probe * Add Probe   **Confirm Question:** Add Confirm | | | **Open Question:** Add Open  **Probe Question:**   * Add Probe * Add Probe * Add Probe   **Confirm Question:** Add Confirm | | |
| **OPEN** | **PROBE** | **CONFIRM** | **OPEN** | **PROBE** | **CONFIRM** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Value** | | |  | **Power** | | |
| **Open Question:** Add Open  **BV Probe Question:**   * Add Probe * Add Probe * Add Probe   **PV Question:** Add Personal Value Question  **Confirm Question:** Add Confirm | | | **Open Question:** Add Open  **Probe Question:** Add Probe  **Confirm Question:** Add Confirm | | |
| **OPEN** | **PROBE** | **CONFIRM** |
|  | | |
| **Plan** | | |
| **Open Question:** Add Open  **Probe Question:** Add Probe  **Confirm Question:** Add Confirm | | |
| **OPEN** | **PROBE** | **CONFIRM** | **OPEN** | **PROBE** | **CONFIRM** |