

## **What to share with a client**

**What you see**



**What you sense**



**What you can barely sense**



**What concerns you**



**What you like**



**What you know**



**What you don't know**



**What you want them to know**



**What you believe to be true**



**What you have seen that works**



**What you want from them**



**What you need from them**