

SOCIT PLANNER SHEET

| | General Area | |
|------------|--------------|-----------------------------------------------------------------------------|
| → | SITUATION S | Questions that uncover historic or current facts relating to possible needs |
| | 0 | The Outcomes we offer |
| - | OUTCOME | Outcome Questions |
| | С | Challenges we address Potential Impact |
| * | CHALLENGE | Challenge Questions Impact Questions |
| | | Questions to gain agreement in principle |
| - > | TRIAL _ | |