Outcome-based decision making.

It's at the heart of everything you do as a coach.

1. You gather data.
2. You analyze it.
3. You decide what to do next, based on the evidence.

As the saying goes:

> "If you're not assessing, you're guessing."

Indeed, the best coaches are always gathering, analyzing, and using data to make informed, outcome-based decisions.

However, sometimes all that data can feel overwhelming.

Each client comes to you with:

- different life experiences and a different personality;
- different wants and needs;
- different health conditions, movement capacities, and eating habits;
- different problem-solving abilities; and
- different attitudes about change and trying new things.

As a coach, you need to triage — to understand what's most important, right now, for each unique client. Triaging helps you focus on "first things first" and set the right priorities.

But how do you know:

- What information to gather? And when?
- What questions to ask? And how?
- The right way to discuss assessment and analysis with clients?
- How to walk them through the process step by step?

Simple.

We've already done the work for you.

The assessment forms in this package will help you get to know your client better, and help you make better, evidence-based decisions about your coaching strategy.

Using them, you'll learn more about your client's:

- **Physiological indicators**
  This includes blood work, other lab tests, digestive function, and immunity

- **Body composition and measurements**
  This includes height, weight, body girths, lean mass, and body fat
- **Other health needs**
  This includes known allergies or food intolerances, medication use, other health problems, and the other health care providers they work with
- **Function and physical capability**
  This includes mobility, daily-life tasks, and athletic performance
- **Psychological state and mindset**
  This includes readiness for change, resilience, and problem solving
- **Environment and lifestyle**
  This includes social support, family, work hours and demands, and travel
- **Goals and desired outcomes**
  This includes a specific goal weight or body composition change, decreased medication usage, improved performance measures, and improved relationship with food

Build your "coaching information database" by using these tools and techniques. And use it to generate strategic plans that your clients can stick with, and that you can feel good about.

START WITH THE BASICS.

We suggest you begin with The PN Initial Assessment and Triage Questionnaire, which covers:

- **The client's perspective**
  This includes expectations, goals, self-identified limiting factors, willingness to change, and what behaviors they'd like to focus on or change.
- **Social factors**
  This includes social support, stress, and relationships.
- **Health indicators and conditions**
  This includes injuries, medication use, and digestion.
- **Lifestyle factors**
  This includes how often they see the doctor, whether they smoke, how they spend their time, and how their kitchen is set up.

Ask the client to fill it out beforehand if possible and bring it to your first session together. Filling out forms in advance gives them time to think and remember details.

At that first session, discuss their responses with them. Look for more information, and try to understand their situation as much as you can. Going through the forms together gives you both an opportunity to fill in any gaps and make sure you're both on the same page.

A good initial assessment helps you match your coaching plan to what the client can actually understand, manage, and do. This ensures that your clients go steadily from success to success, rather than swinging wildly from resistance to anxiety to failure.

The initial assessment also helps you to give clients an objective appraisal of what and how they're doing, helps you identify clients who are at risk for illness and / or injury, and helps you determine if you need to refer a client out, either because they fall outside your scope of practice or because the relationship would be a mismatch (remember, referring out is an important and valuable option).

After the first session, if you feel like the Initial Assessment and Triage Questionnaire raises some additional questions you'd like to answer immediately, use some of the questionnaires and worksheets included here. These may help you:

- identify what's most important to your client right now;
- learn what "progress" means for your client;
- identify specific ways to track progress with your client;
- collaborate on next actions together;
- ensure that your client is able to execute any tasks you give them; and / or
- focus on a particular area of interest, such as past / current health problems, sport nutrition, readiness for change, planning and time use

Keep in mind:

- You don't have to use all of these.
- We recommend you only try one at a time.
- Feel free to use them throughout the entire coaching process.
- Only use a form if you find it useful when making coaching decisions.

COACH AND CLIENT FORMS

Many of the forms have "coach" and "client" versions.

The "coach version" is like a teacher's guide to a classroom textbook. It explains what the form is used for, how to talk about the form with your clients, and why you might ask for certain types of information from your clients. Coach versions have the symbol C.

The "client version" is what your clients will see. Simple, to the point, only asking what's needed for each topic. You can give these to your client to fill out at home and bring to your sessions.

We suggest you review the "coach version" of each form before handing the "client" version out. This will help you feel ready and able to explain each form. This will, in turn, help your clients better understand what you're hoping to accomplish and "buy in" to the process.

Index of Precision Nutrition forms

Here's a list of all the worksheets, assessments and questionnaires contained in this package, including what each is used for.

Index of forms

WORKSHEET, ASSESSMENT, OR QUESTIONNAIRE	WHAT IT'S USED FOR	VERSIONS
PN Initial Assessment and Triage Questionnaire	Helps you match your coaching plan to what the client can actually understand, manage, and do. Also helps you to give clients an objective appraisal of what and how they're doing, helps you identify clients who are at risk for illness and / or injury, and helps you determine if you need to refer a client out.	Coach version[1] Client version[2]
4 Crazy Questions Worksheet	For helping clients think through the benefits of the status quo and what they'll have to give up to change.	Client version
A-B-C Worksheet	For negotiating which specific exercises and / or foods clients can / will do or eat. (At least right now.)	Coach version Client version
All-or-None Worksheet	For helping clients see choices as a continuum versus all or nothing.	Coach version Client version
Athletic Nutrition Needs Questionnaire	For understanding a client's training goals, training volume, current recovery practices, and current nutrition practices.	Coach version Client version
Baseline Blood Chemistry Assessment	For coaches who find blood work useful in the decision-making process.	Coach version
Behavior Awareness Worksheet	For helping clients change unwanted habits and behaviors (such as stress eating).	Client version
Body Measurements Form	For tracking body composition in clients who might benefit from regular measures.	Coach version
Eating Habits Questionnaire	For learning more about a client's eating patterns.	Coach version Client version

1 Coach versions contain scripts or background information that that you can use to either explain the form to your clients, or to understand why we've asked certain questions. It's like a "Teacher's guide" for school teachers.
2 Client versions of forms are for the clients to take home and fill out themselves.

WORKSHEET, ASSESSMENT, OR QUESTIONNAIRE	WHAT IT'S USED FOR	VERSIONS
FOOD JOURNALS		
3-Day Diet Record	For recording exactly what a client is eating; most often for Level 2 eaters.	Client version
80% Full Meal Journal	For helping clients learn how to eat until satisfied versus stuffed and tracking progress in this area.	Client version
Athletic Performance Indicators & Athlete Nutrition Journal	For correlating mood, energy, and motivation with dietary intake in hard-training athletes. Includes Athletic Performance Indicators worksheet.	Client version
Eating Behaviors Journal	For capturing a client's urges, cravings, and behaviors around meals.	Client version
Eating Slowly Meal Journal and Meal Duration Journal	For tracking a client's meal speed and whether they're consistently eating slowly and mindfully. Use Eating Slowly for subjective self-assessment or Meal Duration for objective self-assessment.	Client version
Emotional Eating Journal	For capturing a client's emotions and thoughts and how they might lead to different food choices.	Client version
How Food Feels Journal	For capturing a client's physical sensations (like allergies or intolerances) related to food.	Client version
Hand-Sized Portion Guide	A simple guide to calorie control without calorie tracking.	Coach version Client version
Ideas for Movement	Suggestions for daily movement outside of scheduled "exercise".	Coach version Client version
Kitchen Set-up Assessment	For helping highlight the relationship between a client's environment and their food habits.	Coach version Client version
Limiting Factors, Advantages, and Behavior Goals Log	For identifying a client's struggles, their advantages, and how to turn them into a plan for change.	Coach version
Make It A Habit Worksheet	For moving from vague idea or outcome goal to specific habit and behavior goal.	Coach version
Meal Consistency Worksheet	For tracking a client's consistency with agreed-upon behaviors and practices.	Coach version Client version

WORKSHEET, ASSESSMENT, OR QUESTIONNAIRE	WHAT IT'S USED FOR	VERSIONS
Medical History and Present Medical Condition Questionnaire[3]	Provides more detailed information about the client's overall health.	Coach version Client version
Planning & Time Use Worksheet	For clients who have problems with time management.	Client version
Precision Nutrition Plate	A simple way to structure each meal the Precision Nutrition way.	Client version
Push-Pul-Habit-Anxiety Worksheet	For identifying what's pushing clients away from old ways of doing things and pulling them towards new things.	Coach version
Ready, Willing, and Able Worksheet	For helping establish how ready, willing, and able a client is to make a given change. Also helps coaches "shrink the change" to make it more manageable.	Client version
Sleep & Recovery Ideas	For helping coaches discuss sleep rituals and stress management.	Coach version Client version
Social Support Form	For showing how social support influences a client's eating and movement decisions.	Coach version Client version
Sphere of Control Worksheet	For helping clients identify what they have control over… and don't.	Coach version Client version
Stress & Recovery Questionnaire	For showing patterns of sleep, stress, and recovery.	Coach version Client version
The Hunger Game	For helping clients better tune into hunger and appetite cues.	Client version
Want-Willing-Won't Worksheet	For negotiating what clients want, and what they're willing to do (or not do) for that goal right now.	Coach version Client version

3 Remember that Medical Nutrition Therapy is off limits unless you're a registered dietitian. We include this form so you can have access to the client's medical history in case that needs to inform your advice.

Using The Precision Nutrition Forms

Here's how to choose which form to use when.

Session 1:
Initial Assessment
& Triage Form

Enough data for now?

Y → Move to exploring, understanding and working with limiting factors

N → Use appropriate assessment forms; collect only the data you need

Body composition or weight change goal	Body Measurements
Past or current health problems	Medical History & Present Medical Condition Baseline Blood Chemistry
Athletic / sports nutrition	Athletic Nutrition Needs Athletic Nutrition Journal
Readiness for change	Ready, Willing, Able A-B-C Want-Willing-Won't
Quality of eating habits	Step 1: Eating Habits Step 2: How Food Feels; Behavior Awareness; Meal Consistency Step 3: 3-day dietary record
Planning & time use	Planning & Time Use Sphere of Control Want-Willing-Won't
Social support and household	Social Support Kitchen Set-up
Stress and recovery	Stress & Recovery Sphere of Control Planning & Time Use
Client progression	Limiting Factors, Advantages, and Behavior Goals Make It A Habit Want-Willing-Won't

HOW TO GET THE MOST OUT OF OUR ASSESSMENT FORMS

Keep it simple.

Use as few forms as possible. Gather only the information you need right now.

Have a conversation first.

Use the forms to open up a discussion with your client. Ask for more explanation about their answers, or "Tell me about…"

Address one thing at a time.

Collaborate with your client on setting priorities and deciding what is most important to work on.

Make outcome-based decisions.

Decide what to do next based on the evidence and information you have.