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.

<table>
<thead>
<tr>
<th>Worksheet, Assessment, or Questionnaire</th>
<th>What It's Used For</th>
<th>Versions</th>
</tr>
</thead>
</table>
| 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 version¹  
Client version² |
| 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.
<table>
<thead>
<tr>
<th>WORKSHEET, ASSESSMENT, OR QUESTIONNAIRE</th>
<th>WHAT IT’S USED FOR</th>
<th>VERSIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FOOD JOURNALS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3-Day Diet Record</td>
<td>For recording exactly what a client is eating; most often for Level 2 eaters.</td>
<td>Client version</td>
</tr>
<tr>
<td>80% Full Meal Journal</td>
<td>For helping clients learn how to eat until satisfied versus stuffed and tracking progress in this area.</td>
<td>Client version</td>
</tr>
<tr>
<td>Athletic Performance Indicators &amp; Athlete Nutrition Journal</td>
<td>For correlating mood, energy, and motivation with dietary intake in hard-training athletes. Includes Athletic Performance Indicators worksheet.</td>
<td>Client version</td>
</tr>
<tr>
<td>Eating Behaviors Journal</td>
<td>For capturing a client’s urges, cravings, and behaviors around meals.</td>
<td>Client version</td>
</tr>
<tr>
<td>Eating Slowly Meal Journal and Meal Duration Journal</td>
<td>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.</td>
<td>Client version</td>
</tr>
<tr>
<td>Emotional Eating Journal</td>
<td>For capturing a client’s emotions and thoughts and how they might lead to different food choices.</td>
<td>Client version</td>
</tr>
<tr>
<td>How Food Feels Journal</td>
<td>For capturing a client’s physical sensations (like allergies or intolerances) related to food.</td>
<td>Client version</td>
</tr>
<tr>
<td>Hand-Sized Portion Guide</td>
<td>A simple guide to calorie control without calorie tracking.</td>
<td>Coach version, Client version</td>
</tr>
<tr>
<td>Ideas for Movement</td>
<td>Suggestions for daily movement outside of scheduled “exercise”.</td>
<td>Coach version, Client version</td>
</tr>
<tr>
<td>Kitchen Set-up Assessment</td>
<td>For helping highlight the relationship between a client’s environment and their food habits.</td>
<td>Coach version, Client version</td>
</tr>
<tr>
<td>Limiting Factors, Advantages, and Behavior Goals Log</td>
<td>For identifying a client’s struggles, their advantages, and how to turn them into a plan for change.</td>
<td>Coach version</td>
</tr>
<tr>
<td>Make It A Habit Worksheet</td>
<td>For moving from vague idea or outcome goal to specific habit and behavior goal.</td>
<td>Coach version</td>
</tr>
<tr>
<td>Meal Consistency Worksheet</td>
<td>For tracking a client’s consistency with agreed-upon behaviors and practices.</td>
<td>Coach version, Client version</td>
</tr>
</tbody>
</table>
### Worksheet, Assessment, or Questionnaire

<table>
<thead>
<tr>
<th>Worksheet, Assessment, or Questionnaire</th>
<th>What It’s Used For</th>
<th>Versions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical History and Present Medical Condition Questionnaire</td>
<td>Provides more detailed information about the client’s overall health.</td>
<td>Coach version</td>
</tr>
<tr>
<td>Planning &amp; Time Use Worksheet</td>
<td>For clients who have problems with time management.</td>
<td>Client version</td>
</tr>
<tr>
<td>Precision Nutrition Plate</td>
<td>A simple way to structure each meal the Precision Nutrition way.</td>
<td>Client version</td>
</tr>
<tr>
<td>Push-Pul-Habit-Anxiety Worksheet</td>
<td>For identifying what’s pushing clients away from old ways of doing things and pulling them towards new things.</td>
<td>Coach version</td>
</tr>
<tr>
<td>Ready, Willing, and Able Worksheet</td>
<td>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.</td>
<td>Client version</td>
</tr>
<tr>
<td>Sleep &amp; Recovery Ideas</td>
<td>For helping coaches discuss sleep rituals and stress management.</td>
<td>Coach version</td>
</tr>
<tr>
<td>Social Support Form</td>
<td>For showing how social support influences a client’s eating and movement decisions.</td>
<td>Coach version</td>
</tr>
<tr>
<td>Sphere of Control Worksheet</td>
<td>For helping clients identify what they have control over... and don’t.</td>
<td>Coach version</td>
</tr>
<tr>
<td>Stress &amp; Recovery Questionnaire</td>
<td>For showing patterns of sleep, stress, and recovery.</td>
<td>Coach version</td>
</tr>
<tr>
<td>The Hunger Game</td>
<td>For helping clients better tune into hunger and appetite cues.</td>
<td>Client version</td>
</tr>
<tr>
<td>Want-Willing-Won’t Worksheet</td>
<td>For negotiating what clients want, and what they’re willing to do (or not do) for that goal right now.</td>
<td>Coach version</td>
</tr>
</tbody>
</table>

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.

**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.