

A Visionary's Questions

Energy, **energy**, *energy!* Where do visionary thinkers and 3-year-old children get their boundless supply of it? It's all in the unique way they each ask questions—a way that keeps their intuition fully engaged and generating wave after wave of creative energy through its insights.

Shown below is a five-level structure of “what’s-right” questions that describes quite precisely how the visionaries do it. (The 3-year-olds do it quite naturally and spontaneously.)

1. What do I know is *already* right?

The *agenda-setting* question (working)

Visionary thinkers use this question to identify areas of inquiry that are worthy of their further understanding.

2. What is it that *makes it* right?

The *vitaly important, insight producing, energy generating* question

This is a descendant of the 3-year-old child's “Why?” question. Visionary thinkers still use it every day—to transform the raw data of their life experience into intuitive wisdom. It is this transformation which generates their awesome supplies of new creative energy.

3. What would be *ideally* right?

The *vision-building* question that requires high energy

Only those with well-established habits of exploring what works and why will have the energy required to pursue this question and create a vision.

Gap

4. What, then, is *not yet quite* right?

The *motivating* question that defines the gap to be filled

While this may look conspicuously like a “what’s-wrong” question, that would not adequately indicate how it processes in the brain.

5. What *resources* do I need to make it right?

The *focusing* question that guides constructive action

Notice that most people will use the first question above as a dismissal question. If it's already working, we reason, why waste energy thinking about it? They then skip questions two and three entirely, moving on to a self-protective version of question four, which expresses their concern about, “Where am I at risk?” This commonly used approach actually drains energy under the guise of protecting against the loss of energy.

In contrast, the visionary thinker looks for things that *are* working, and upon finding one thinks, “Aha! Here's something worthy of my attention.” They then proceed to examine why it works—an approach that sooner or later sparks yet another energy generating intuitive insight.