

# A GREAT QUESTION



Recognizes that how the question is asked is as important as the question

Avoids asking "why"

Is followed by affirmation of a thoughtful response

Takes into account listener's background and experience

Is open ended

Avoids suggesting the answer being sought

Asks for what you want

Changes the conversation the listener is having with him/herself

Uses simple language

Draws on a serving spirit

DEMANDS GREAT LISTENING

Makes the listener dig deep

CREATES A NEW WAY TO SEE POSSIBILITY

Is anchored in the belief that any resulting outcome **will** happen!

Uses the listener's language

Allows the answer to fully unfold. Note: silence is often the best question of all