

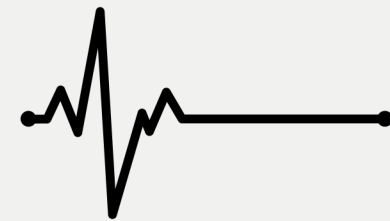
UPELVE YOUR QUESTIONS, UPELVE YOUR IMPACT

A SNAPSHOT OF 4 TYPES OF QUESTIONS YOU WILL BENEFIT FROM USING MORE OFTEN



CONSENT Q'S

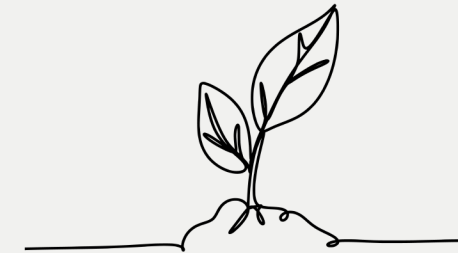
- Can we schedule 15 min to talk about....
- Would it be alright if I ask more about....
- Would it be okay if I shared some feedback about...?
- Would you like advice (or a listener)?



CONTINUUM Q'S

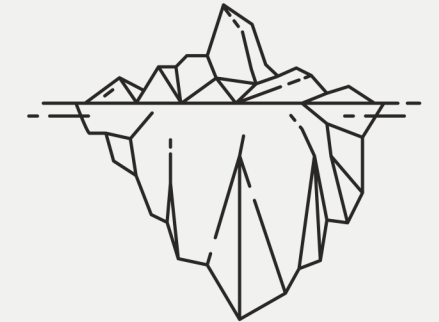
On a scale of 1-10 (where 1 = x and 10 = y)....

- How would you rate your skill / comfort with....?
- How happy are you with....?
- How clear are you on the next steps?
- How was your day?
- How's your energy level?



CONTEXT Q'S

- Can you walk me through your thinking?
- What was the catalyst for....?
- How did you first learn about....?
- When did you first become interested in....?



CLARIFICATION Q'S

- What do you mean by....?
- I'm curious; why do you think that is?
- How do you feel about....?
- What did you learn from....? If you could do it over, what would you do again / differently?



For more sample questions and video resources visit www.taylorbuonocoreguthrie.com