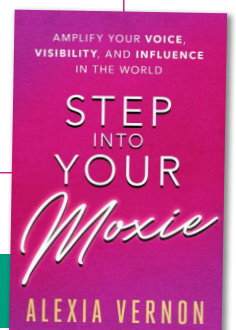


Moxie Moment: Before You Ask, Listen

Directions:

Think about something you are ready to ask for, whether it's a new team member, a new client, or the opportunity to leave your kids with a partner or parent so you can run away on a girls' trip. Before you so much as utter a word about what you want, put together a series of questions that allows you to find out what the person (or people) you are seeking to move to action want(s). Try not to ask leading questions. Instead, ask questions from a place of genuine curiosity. Then, and only then, take the time to sculpt your persuasive case, incorporating the answers you discovered.

Questions to Ask Before Going for the Holy Yes



Moxie Moment: Before You Ask, Listen



Questions for Reflection

What did you learn from your pre-persuasive case Q&A?

What, if anything, surprised you?

How can you go for the holy yes and speak directly to the desires and concerns you unearthed?

