



Practice Strategy for Savvy Questions

First of all, get “*what*” and “*how*” into your head — try to make



your questions start with these words.

Starting with “*what*” and “*how*” in and of itself will give you more effective questions. Try it.

Pause before you ask your question, recast it with these magic words, and discover how much more you can learn about someone.

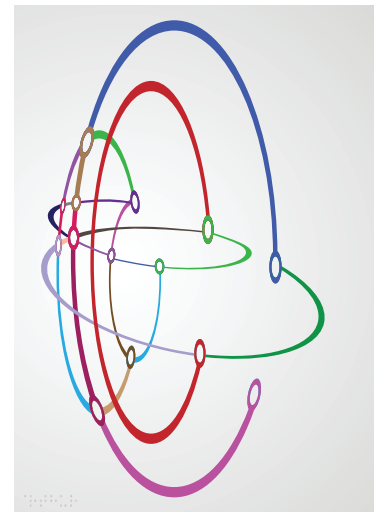
My personal favorite is “*What (or How) are you thinking?*” Use it a lot; you’ll learn a lot.

Looking Ahead

Okay, now we’ve covered listening and questions. These tools help you connect and get to know someone better. It’s very important to practice and integrate these techniques into your personal repertoire. You’ve probably also noticed that these lessons focus on keeping things positive — and positivity is what opens up learning, releases more energy, and builds relationships.

So next time, we’re going to take on dealing with difficult people.

And guess what !?! You’ll get to use your fresh communication skills.



Remember if you want to talk with us about How To Who, just send me an email at support@HowToWho.com and tell me what you want to discuss. I'll send you the access information so you can join us. We talk on the 4th Wednesday of each month at 3:00 PM Eastern Time.