



Practice Strategies for How To Get What You're Looking for

Quick Recap: The “What’s Behind” tool is a handy shorthand for keeping your conversations clear. By sharing what is behind your question or your thinking, you help the other person stay on track with you. And likewise, by asking someone what’s behind their question or their thinking, you can stay on track with them.

Pretty simple, isn't it? The trick is to remember to use it. So here are some practices strategies for you:

1. The next time you ask someone a question, say what’s behind your question.
2. The next time you ask for something, include why you want it.
3. The next time someone asks you for something and it could mean several things to you, ask them what’s behind their question.
4. The next time you share an idea, also share what’s behind your thinking.

Think about this:

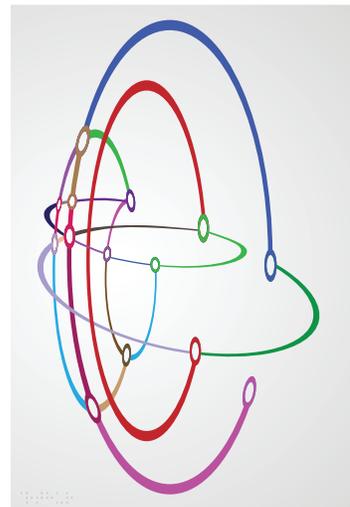
Research has shown that only about 15% of questions actually seek to clarify information. About 85% have unspoken ideas or rejection inside them. Some examples: *“You think that’ll fly?”* (rejection and a probable

discount) *“What if you hired another driver?”* (Hidden idea as to what that would accomplish.)

Sometimes we aren't consciously aware of the idea hiding inside our own question. Or, importantly, what's inside someone else's question. Smart people know this and often ask *“What's behind...?”*

Looking Ahead:

Now you've gotten your first relationship power tool. Next month we're going to examine how two people can be looking at the same thing and yet see something entirely different. Not an issue, except, of course, when these two people each think that they are certain that they are right. We're going to spend a couple of lessons focusing on how each person sees things a little differently and what that means when we talk together. Stay tuned...



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.