

Today's Date: _____

Date of Meeting: _____

My Selfish Goal (No one sees this but you, so be honest. Write out exactly what you want as a perfect outcome to this meeting)

OBT - Outcome-Based-Thinking Box

List of everyone Involved:

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

Where are they starting from:

What I want them to believe, feel, and/or do as a result of my persuasion:

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____