

QUESTION CHECKLIST Use these more sparingly. A well-asked, emotion based question will completely direct the thinking of the other person. Check your mind for positive internal questions. Sometimes negativity creeps in!

How do I want to feel when I have finished this conversation?

What do I want my target to feel?

What is my selfish goal? (*What exactly do I really want out of this exchange?*)

How long will it take? (*How much of my time; how much of my targets time?*)

Will I be closer to my goal if my target agrees to my request?

Will my target be better off as a result of his willing cooperation?

What are the specifics? (*Dates, Times, Costs, etc*)

Whose else do I need to involve?

What don't I know?

What could go wrong?

What are the objections I'm likely to hear from my target?

What are the benefits my target will enjoy as a result?

Is this really worth involving another person or should I just do it myself?

Use "because" in your question. (*"Because" provides an implicit reason for doing or not doing a certain thing.*)

Using questions forces answers. *Remember that when you ask a question, you are in control of the thought processes of the other person. You can control and direct him by asking the right questions.*

PATTERN-INTERRUPTING QUESTIONS

Leading Questions usually end in: "...isn't it?" or, "...right?"