

“Your Next Question”

A Ninja Webinar with Larry Kendall & Peter Parnegg

Key Learning Points

1. Socratic Method

- Ask _____
- Be a _____
- Goals
 - _____
 - _____
- “Time of Possession”

2. Question Sequence:

- _____
- _____
- _____
- _____

3. What’s your opening question?

4. What’s your next question?

5. Your next question is imbedded in their last answer.

6. Live in the space of curiosity.

7. Words that mean nothing.

8. “Word Frames”

9. Common pitfalls in asking questions:

10. How’s the market? (Two pitfalls)

11. Tough answers: “I’ve lost my job.” Or “I’m getting a divorce.”

12. Why don’t we ask more questions?