



## Quick Tips

- When I say we have to move ahead, we do. Be respectful of everyone's time (and take a note to follow-up with that person afterwards. For example, send a text or email).
- "In 30 seconds, what is your name and who do you serve?"
- "In 30 seconds, what are you celebrating or grateful for right now?"
- "In 60 seconds, what is your biggest challenge right now in life or in business, or what is something you would like to move faster on?"
- "How can we best support you right now?"
- Get clear on the problem. "A problem well-stated and understood is half-solved (Charles Kettering, famous inventor and head of research for GM).
- Keep suggestions tight and to the point.
- Follow through with promises. Make note and do it within a day.