

# EIGHT WAYS TO ASK A QUESTION WELL

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- 1** Ask **one question** at a time.
- 2** Cut the intro and **ask** the question.
- 3** **Should** you ask a rhetorical question?  
Does a one-legged duck swim in circles?
- 4** Stick to questions starting with **“What”**.
- 5** Get comfortable with **silence**.
- 6** Actually **listen** to the answer.
- 7** **Acknowledge** the answers you get.
- 8** Use any and **every channel** to ask a question.

# HOW TO BE GENEROUS WITH YOUR APPRECIATION

We're (mostly) pretty decent at telling people when they've done a good job. We're less good at taking the time to appreciate the whole person in front of us. It takes courage and empathy and vulnerability to say to someone, this is who I see, when I see you. This list isn't complete, but it might be a springboard for you to find your words and use them

## YOU ARE...

**CREATIVE** RELENTLESSLY DARING  
GENEROUS IN SPIRIT **COURAGEOUS**  
**INDOMITABLE** GENEROUS IN DEED  
OPTIMISTIC RESILIENT **WISE** SELF-SUFFICIENT  
WARM-HEARTED **WILLING TO GROW**  
**CALM HUMBLE** DEPENDABLE  
WILLING TO PUSH **METICULOUS**  
**LOYAL** HELPFUL INNOVATIVE WILLING TO TAKE A STAND  
WILLING TO MAKE MISTAKES **FIERCE**  
**EASY GOING FUNNY** DISCREET  
WHIP-SMART **CONFIDENT** COMMITTED  
WILLING TO LEARN **TOUGH**  
**FIRM** WILLING TO SPEAK UP  
PLAYFUL STRATEGIC **RELIABLE**  
**HELPFUL** ADAPTABLE GROWING  
PERSISTENT **ADVENTUROUS** AMBITIOUS  
**KIND** APPRECIATIVE FORTHRIGHT **FAIR GRACIOUS**

**MBS**  
**WORKS**

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# HOW TO INTERRUPT SOMEONE SO YOU CAN ASK A QUESTION

It turns out telling them you're interrupting them is the effective way of interrupting them. Very meta. It's a simple four-step "make your own interruption" phrase.

**1** Announce your intention

I'm just going to...      Let me...

**2** then explain the action

... jump in                      ... stop you there  
... interrupt you              ... hit a pause button  
... cut in here                 ... edge in

**3** which will be painless

... quickly  
... briefly  
... for a moment

**4** so that you can stay curious

... and ask you a question