

# Know Your Team

Ask the questions that help you guide the ship.

Knowing your team on a deeper level will help you customize your leadership guidance on a new level.

## »» the questions ««

- 1. What are the qualities in a leader that you find most important?
- 2. What are your top Love Languages? Be intentional about meeting these needs.
  - a. Quality Time
  - b. Words of Affirmation
  - c. Gifts
  - d. Acts of Service
- 3. What is your money mindset & how can I help support?
  - a. Do you have a fear of success?
  - b. Do you have a fear of rejection?
  - c. What beliefs were you taught as a child?
  - d. If you think about a lot of money coming your way, do any fears pop up?
  - e. Do you believe you're worthy of making a lot of money?
  - f. Remember: "Good people with good money do good things."
- 4. How do you like to be acknowledged?
- 5. Out of these skill sets, where do you shine and where do you feel most challenged?
  - a. Writing
  - b. Overcoming Objections
  - c. Creating Professional Graphics
  - d. Organizing & Productivity
  - e. Leading
  - f. Speaking
  - g. Social Media
  - h. Communicating
  - i. Understanding People
- 6. How do you like to be communicated with?