

1. Share Your Desire	
Firm on the Problem, Flexible on the Solution.	
What action or change do you want to see?	
Why do you want to see that?	
How might you express your Why?	

2. Ask for their Help	
You're opening the door to a new power dynamic.	
Why might it feel like weakness when we ask for help?	
When you receive a request for help, what positive feelings do you get?	
How might you phrase the request to demonstrate your trust and confidence in them?	

3. Discover What They Need	
Be their thinking partner, not their fixer.	
What might they say they need?	
What can you give them that helps them get <i>that</i> for the next 20 years?	
What might you ask to help them solve their need?	

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