



THE 5 CONVERSATIONS

THE CLARITY CONVERSATION

Do you understand WHY?
Do you understand the OBJECTIVES?

THE EXPECTATIONS CONVERSATION

Do you know what's expected of you?
What do you expect from ME?
Am I falling SHORT?

THE FEAR CONVERSATION

What are we afraid MIGHT happen and why?
Do you feel free to take strategic RISKS?
What was the last RISK you took?

THE ENGAGEMENT CONVERSATION

How's your ENERGY level/enthusiasm?
What's INSPIRING you?
What's the BEST thing we're doing and why?

THE FINAL 10% CONVERSATION

What's the DUMBEST thing I/we are doing?
What's something OBVIOUS I don't see?