



EPISODE 2

IMPACTFUL QUESTIONS

Welcome to Craig Choffe's Curated Conversations. Schedule just one episode—in person or virtual. Or take in the entire series. Each episode focuses on a different aspect of the human side of business—from building relationships to persuasive storytelling.

I HEAR YOU...

Everyone wants to feel heard, understood and acknowledged. Learn to use elevated listening skills and next-level questioning for more impactful conversations.

CHANGE THE QUESTION

THIS

- ✓ LISTEN
- ✓ CURIOSITY
- ✓ CONVERSATION

NOT THAT

- ⊗ TALK
- ⊗ SELF-FOCUSED
- ⊗ INTERROGATION

USING BEST-PRACTICE CONVERSATION SKILLS, YOUR LEADERSHIP TEAM WILL LEARN TO:

- Utilize key mindsets essential to building trust and influencing behavior
- Leverage curiosity and next level questioning
- Develop action plans for future client conversations