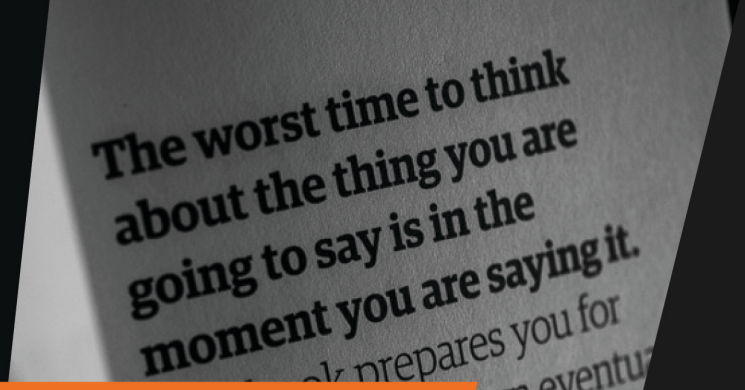
EXACTLY WHAT TO SAY™



Change your words. Change your world

REJECTION-FREE OPENINGS

I'm not sure if it's for you, but
Open-minded
Who do you know?
Opening-fact-question

ASSUMPTIVE FRAMES

When would be a good time?
I'm guessing you haven't got around to
You have three options
Two types of people
I bet you're a bit like me
Simple swaps

STAYING IN THE GAME

What makes you say that?
Help me understand
Before you make your mind up
Would it help if?
If I can, will you?

PERSPECTIVE CHANGERS

What do you understand?
What is your experience?
How certain are you?
When was the last time?
How important is it?
Could it be possible?
How would you feel if?
Just imagine
If...then

LABELING

Don't worry
Most people
The good news
What happens next

MAKING CONVERSATIONS COUNT

Enough
Just one more thing
A favor
Just out of curiosity

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