EXACTLY WHAT TO SAY®

WTF Day Planner

Where's the focus?

To Do List

Who are the people you need to be asking more questions of?

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What conversations do you need to revisit to continue to progress?

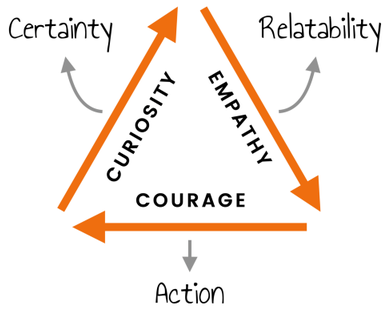
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Where do you have relationships that contain unrealized opportunities?

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What opportunities are awaiting your input to agree on the next action?

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The 4 Cornerstones

The worst time to think about what you are saying is when you are saying it.

People do things for their own reasons, not yours.

Curiosity is the fuel for great conversations.

The person asking the questions controls the conversation.

STOP counting conversations

START making conversations count

"Don't finish the day until it's finished on paper."

LBs - What did I like best?

NTs - What would I do differently next time?