

CONNECTION

Using Values to Connect Beyond Small Talk

1) When is the next time you will have a conversation with someone where you can drive down into their values?

(Remember, if you don't have an immediate situation in mind, you can reach out and schedule a call with a friend or family member.)

2) What is **one high-level question** you can ask that drives beyond small talk and into values?

(If you can't think of a question, re-watch Action Guide: Asking The Right Questions for some examples)

3) Set a phone reminder for 10 minutes prior to the interaction to remind yourself to ask a high-level question.

Completed? Yes No