

REVVED!

Group Discussion Questions Handout #3

Winning Them Over

1. What is the goal of *Winning Them Over*? What does it involve?
2. Why is it important to have a smile on your face when you're trying to win someone over?
3. Give some examples of nice or positive things you can say to people as you greet them?
4. What does *active listening* involve?
5. Why is active listening so important when it comes to winning people over?
6. Share some examples of how you've won people over or how people have won you over?

Blowing Them Away

1. What is the goal of *Blowing Them Away*?
2. What does *Blowing Them Away* involve?
3. Why doesn't a simple "thank you" via email or a thank you note blow people away?
4. What is the magical phrase that tells you the *Blowing Them Away* step is working?
5. What is the *Multiplier Effect*?
6. What does the *Multiplier Effect* enable you to build?
7. Share some examples on how you have blown people away or how you've been blown away?

Keeping Them Revved!

1. What is the goal of *Keeping Them Revved!*?
2. What does *Keeping Them Revved!* involve?
3. Why is *Keeping Them Revved!* so important?
4. Who do you make sure that you do those things necessary to *Win Them Over* and *Blowing Them Away* on a consistent basis, day in and day out?
5. Will the people in your personal life with whom you practice *Winning Them Over* and *Blowing Them Away* become part of your *personal army of advocates*? Share some examples.
6. What does the phrase "*looking out for number two is really taking care of number one*" mean?

