

CURIOUS CONNECTIONS

Cultivating relationships through inquiry

MANDY PALLOCK

Encouragement to
live intentionally



Author, *The Question Habit* • Presently Engaged Podcast
mandy@presentlyengaged.com • 210.281.1097

PONDER

1. How do you see personality affecting your business interactions?
2. In what circumstances and style will this person thrive while we have this conversation?

QUESTIONS TO INCREASE RELATIONAL CURIOSITY

1. Why?
2. What don't I know?
3. Could there be another explanation?
4. What would happen if...
5. What can I learn from this?

How curious would you rate yourself, on a scale of 1-10?

ASK OPEN-ENDED QUESTIONS

Prompt: Get the Conversation Going

- Do you have a passion project these days? If not, do you want one?
- What is the best thing that has happened to you in the past 29 hours?
- What's your story?

Talk About the Weather: Take it Deeper

- What is the worst weather you've ever experienced?
- Are you a summer or winter gal? What does your ideal weather look like?
- What habits help you when the weather is depressingly horrid?
- Have you ever gone through a time when horrid weather became a really happy memory? What happened?

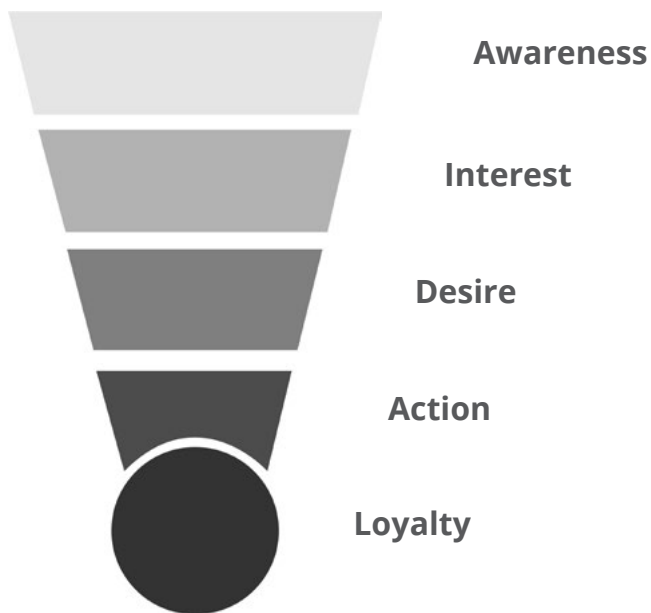
When Someone Says "I Don't Know"

- "That makes sense that you might not know. But what would it be if you *did* know?"

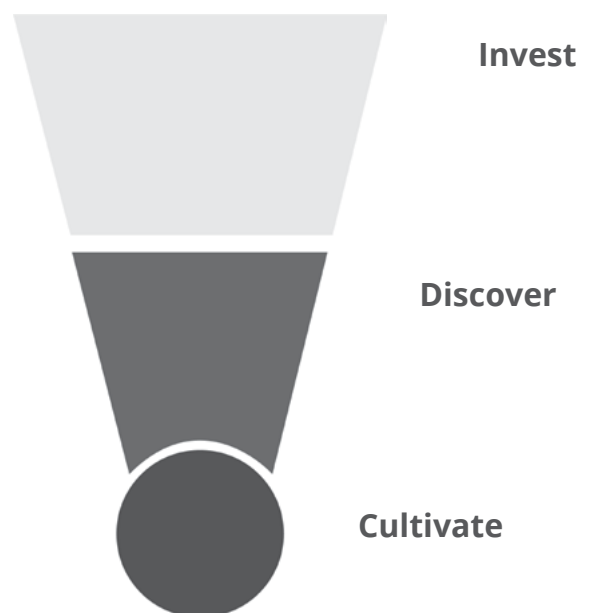
FOSTER DEEP RELATIONSHIPS

“Attract attention, maintain interest, create desire, get action.” —E. St. Elmo Lewis

The Sales Funnel



The Question Funnel



**WE GET BETTER AT
WHAT WE PRACTICE!**

A START TO YOUR OWN QUESTION FILE

1. Do you have a passport? Where have you used it? Which was your most memorable place? When does it expire? How do you feel about your passport photo?
2. What culture did you grow up in? How was it unique? What role does it play in your life now?
3. What makes you confident and sure of who you are?
4. If your life had background music, what songs would be on your playlist?
5. What is one of the best gifts you've ever received?
6. What is a cherished family tradition from your childhood?
7. What is the weirdest or funniest tradition your family has?
8. What does family time look like to you?
9. Are there any rituals you do every day?
10. Do you think that you are competitive? In what areas?
11. Thirty years from now, what do you want to be doing? What do you think is the first step to make that possible?
12. What's been interesting to you recently?
13. How have you changed since high school? In what ways have you stayed the same?
14. Have you ever worked diligently at something that didn't pay off in the end? What did you learn?
15. What is your biggest regret?
16. What has been the highlight of your year so far?
17. If you could trade places with anyone for one week, who would it be?
18. What's the funniest thing your friends posted or said this week?
19. What, if anything, is too serious to be joked about?
20. What's one thing you feel like you're getting better at?
21. Can you tell me of a time you did something you felt proud of?
22. When was the last time you were really scared? How did it turn out?
23. Do you prefer to be thanked in a written note or with spoken words? In public or private? What kind of gratitude leaves you jumping for joy?
24. What does a perfect day look like to you?
25. What does the perfect gift look like to you? / What are some of the best gifts you've ever been given?
26. What are three things we seem to have in common?
27. What makes us a good team? What's one thing we could do to be an even better one?

Get the full set of questions at thequestionhabit.com/nawbo!

LET'S BE FRIENDS

Visit presentlyengaged.com for more encouragement to live intentionally!

presentlyengaged.com   *Mandy Pallock*
thequestionhabit.com

YOUR NEXT LISTEN

Presently Engaged with Mandy Pallock is full of short, friendly encouragement to live intentionally right where you are—and just the right length for a short drive or a walk around the block.

Listen in wherever you enjoy podcasts!

