

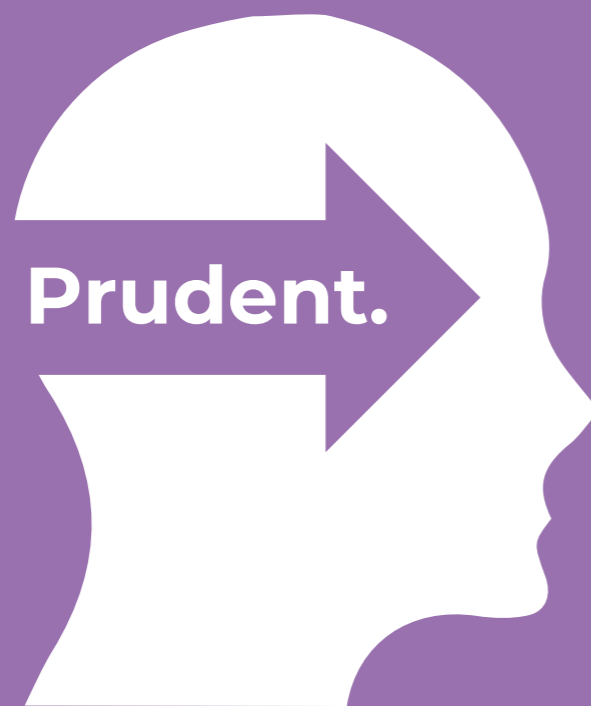
- ▶ **Take the emotion out.**
- ▶ **What are the facts?**
- ▶ **What information do we know?**
- ▶ **What information do we need?**
- ▶ **How are we going to get this information?**
- ▶ **What is relevant?**
- ▶ **What do we know for sure?**
- ▶ **What do we need to control for?**
- ▶ **What isn't going to change?**
- ▶ **What are we committed to?**
- ▶ **What do we need to be 100% clear about?**
- ▶ **When will we need to keep control of our emotions?**



- ▶ **What are the pros?**
- ▶ **What is the opportunity here?**
- ▶ **What are the benefits to this situation?**
- ▶ **What are the potential benefits?**
- ▶ **When will we need to take bold action?**
- ▶ **What risks should we take?**
- ▶ **What risks can't we afford not to take?**
- ▶ **What's working well?**
- ▶ **Where is there a sense of hope?**
- ▶ **Why should we stay positive about the future?**
- ▶ **What gives you confidence in this?**
- ▶ **What is the biggest / boldest thing we could do?**
- ▶ **What is the greatest potential for this?**



- ▶ **What are the potential cons?**
- ▶ **Why won't this work?**
- ▶ **What is the threat?**
- ▶ **What do we need to be cautious about?**
- ▶ **What is a conservative strategy?**
- ▶ **What's realistic?**
- ▶ **What obstacles might we face?**
- ▶ **What challenges do we face?**
- ▶ **What mistakes are we currently making?**
- ▶ **What might slow us down?**
- ▶ **What could get in the way?**
- ▶ **Where do we need to take care?**
- ▶ **What should we be wary of?**



- ▶ **Step into the emotion.**
- ▶ **What needs to change?**
- ▶ **How do we feel about this?**
- ▶ **What is likely to change?**
- ▶ **What are we uncertain about?**
- ▶ **What do we need to be vigilant to?**

- ▶ **When might we need to be agile?**
- ▶ **What might happen?**
- ▶ **How will we know we need to change our approach?**
- ▶ **What do you anticipate might happen?**
- ▶ **What do we need to stay tuned into, that might indicate we need to change course?**
- ▶ **What is there to be excited about right now?**



Engaged.

**It's all about
moving.**



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