

Week 5 Video 8 Homework

So you've learned a huge amount about creating custom suggestions haven't you? And this week, I'm going to ask you to print out two more of those custom suggestion sheets and practice with a friend. Practice interviewing and if your friend doesn't have any issues, simply ask your friend to make up an issue. You can also go on the Facebook page and say, "Is somebody willing to practice with me?" And this way, you can practice via Skype or via Zoom or Google Hangout. Just practice asking the questions. While you're asking the questions acknowledging your client, no opinions, just focus on where your client is and then when you're finished, write down the suggestions.

The next time you do it, you might want to consider practicing by asking the questions and not filling in the question part but just simply placing those things that you hear that are important to your client in terms of what your client wants, what's going on with your client, begin to just fill in the suggestions.

Now, this is something that takes some people ten times until they get used to it and some people it takes two times. So while you're doing it, be patient with yourself and know that the old phrase "Rome wasn't built in a day" or "How to eat an elephant one bite at a time" or any other such idiom and just be patient with yourself while you're doing this.

Ultimately, your goal is to be sitting with the client and simply asking them questions and filling it in as if you're having just an informative conversation because as you ask the questions, it's okay for you to ask other questions to find other things. It's okay to make comments. You're going to be creating just a nice natural conversation. This is just simply a sheet to help guide you through this conversation.

If you have any questions about this, please e-mail me, post it on Facebook or just e-mail me and I will answer all the questions in the webinar. Even better, come on to the webinar and bring your questions and bring your experience. Let us know how things went for you.

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