

IT'S IMPOSSIBLE TO CONNECT ON AUTOPILOT



LEADERS TRIGGER POSITIVE EMOTION



WHAT DO YOU DO?

- WHAT'S THE HIGHLIGHT OF YOUR DAY?
- WHAT'S GOOD?
- WHAT'S A PERSONAL PASSION PROJECT YOU'RE WORKING ON?

LEVEL 3 - SELF-NARRATIVE

- THE STORIES WE TELL OURSELVES ABOUT OURSELVES
- HOW WE MAKE SENSE OF OUR JOURNEY & PURPOSE THROUGH LIFE

LEVEL 1 LEVEL 2 LEVEL 3

 **HERO**  **HEALER**  **VICTIM**

ONCE YOU UNLOCK SOMEONE'S SELF-NARRATIVE
YOU UNCOVER A KEY TO HOW THEY BEHAVE AND
WHAT THEY BELIEVE

SELF-NARRATIVES ARE
SELF-CREATING.



GREAT LEVEL 1 QUESTIONS

1. WHAT WAS THE HIGHLIGHT OF YOUR DAY?
 2. WHAT'S YOUR PERSONAL PASSION PROJECT?
 3. WORKING ON ANYTHING EXCITING THESE DAYS?
 4. HAVE ANY FUN PLANS COMING UP THIS WEEKEND/ VACATION/ HOLIDAY?
 5. HOW'S [HOBBY/ FAMILY MEMBER/ PROJECT]?
- *MOMENT THAT LIT THEM UP.

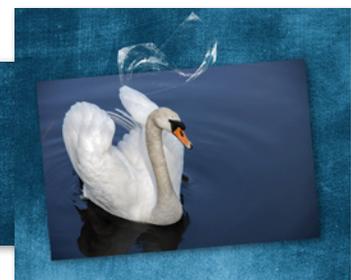
SCAN ME



GREAT LEVEL 2 QUESTIONS

1. WHAT'S YOUR BIGGEST GOAL RIGHT NOW?
2. ARE YOU LEARNING ANYTHING RIGHT NOW?
3. WHAT BOOK, TV, OR MOVIE CHARACTER IS MOST LIKE YOU?
4. WHAT'S WEIGHING ON YOUR HEART OR MIND?
...AND CAN I HELP YOU WITH ANYTHING?
5. WHAT'S YOUR STORY?

LEVEL 3 BRINGS US BELOW THE SURFACE.
IT GETS US OFF AUTOPILOT & INTO BELONGING.





AS LEADERS, WE MUST BOTH ASK DEEP QUESTIONS AND LISTEN WITH COMPASSION TO THEIR ANSWERS."

@VVANEDWARDS

GREAT LEVEL 3 QUESTIONS

1. HOW DO YOU FEEL MOST MISUNDERSTOOD?
2. WHAT'S SOMETHING MOST PEOPLE DON'T KNOW ABOUT YOU?
3. WHAT FORCES SHAPED YOUR PERSONALITY AND MADE YOU WHO YOU ARE?
4. WHO'S YOUR HERO?
5. WHAT'S THE PROUDEST MOMENT OF YOUR LIFE?

SUCCESSSES



FAILURES



