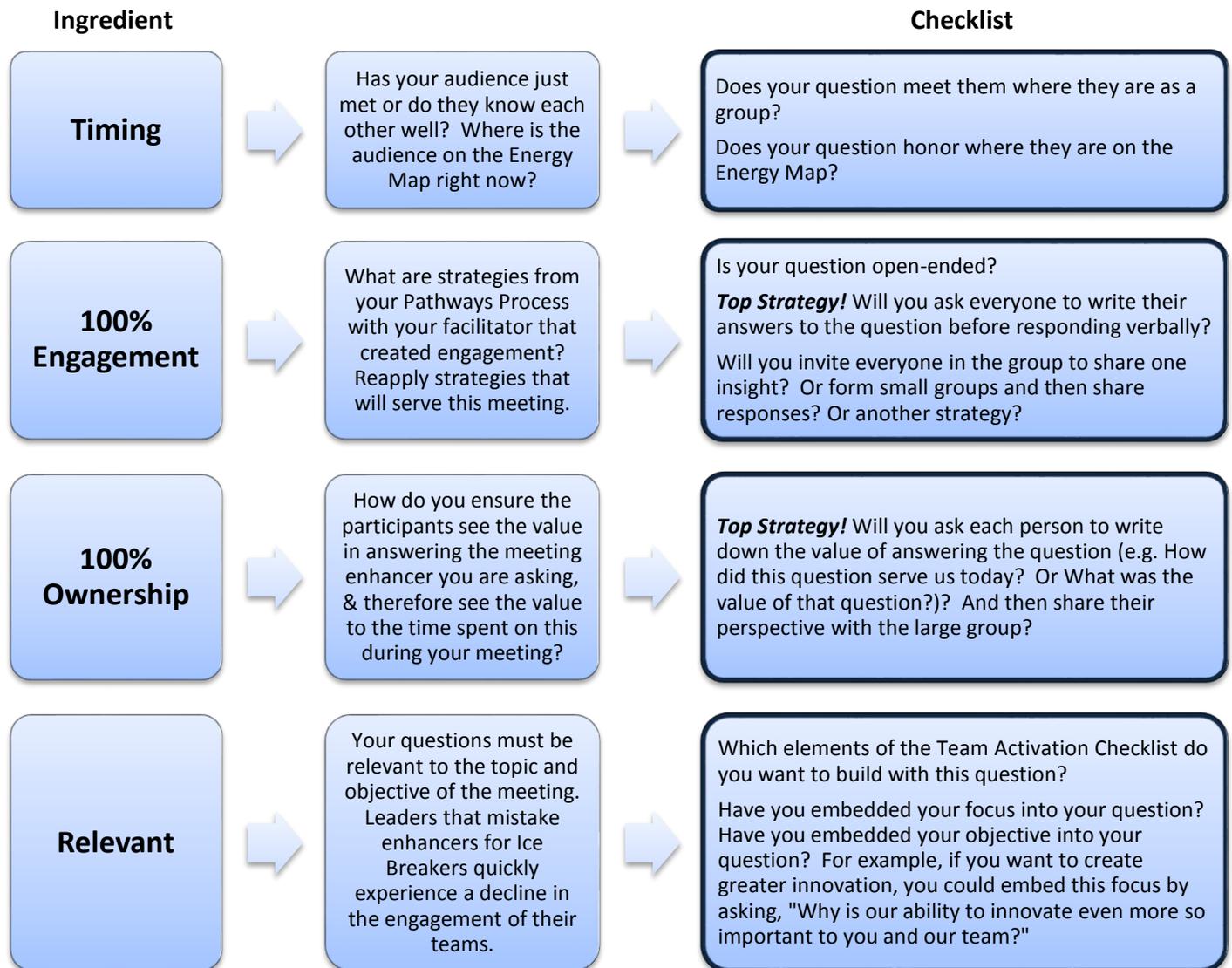


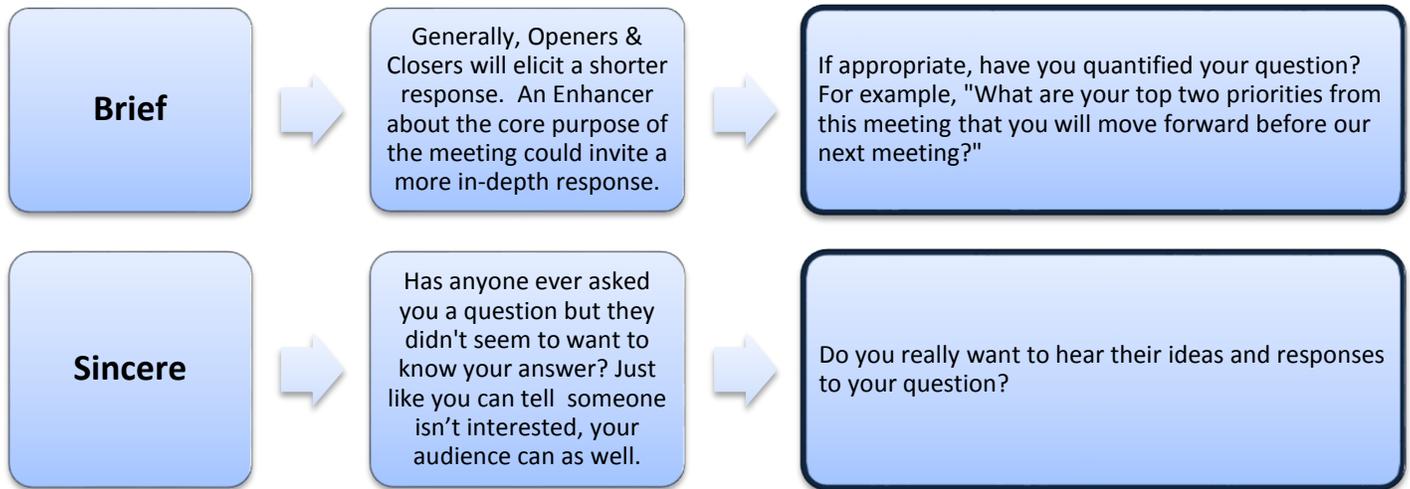
Using Meeting Enhancers Effectively

Applying the 6 Ingredients of Grand Slam Meeting Enhancers

Top Leaders lead entire meetings by primarily asking great Forward Focus Questions. They become masterful at incorporating the following ingredients into every question creating the best conditions to achieve a grand slam – an effective meeting enhancer that moves them and their team toward their objective.

First and foremost, Grand Slam Meeting Enhancers are forward focused.





Up Your Game with Meeting Enhancers

Use the following strategies with your POISSM Team or Pathways Buddy to get even stronger at creating Grand Slam Meeting Enhancers:

- Identify which ingredient(s) you consistently use now. Which ingredient(s) do you want to incorporate more for greater results? Identify a meeting you are attending in the next few days. Create three Grand Slam Meeting Enhancers to move the objective of that meeting forward. Use the checklist above to ensure your questions incorporate all of the ingredients. After this meeting, share your results with your POISSM Team or Buddy.
- Think of a team or group you work with. Using the Team Activation Checklist, rate the team on each of the elements on the Checklist on a 1 to 5 scale, with 5 being high. Then create 2-3 Grand Slam Meeting Enhancers that will build the Team Activation Checklist elements you rated lowest. Check your questions against the ingredients above to ensure you have a grand slam enhancer.
- Create a Moving It Forward Formula for a current project or team. Now, do 2-minute drills with your POISSM Team or buddy. Choose one behavior from the behavioral objectives you just identified and brainstorm as many Meeting Enhancers as possible to build and develop that behavior in 2 minutes. At the end of the 2-minutes, review the 6 Ingredients of Grand Slam Meeting Enhancers to discuss what questions would be the most effective. Choose another behavior and do another 2-minute drill, etc.
- Choose a behavior you want and/or need to build on a team or project. Generate one Grand Slam Meeting Enhancer, using the ingredients above to verify it is a Grand Slam. Email the behavior and your Grand Slam Meeting Enhancer to your large Pathways Team and ask them to submit additional questions to build the behavior. Reply all to each question submitted using the 3 S's of Feedback to specifically acknowledge which of the 6 Ingredients was applied well in the question.