

Your W.A.I.T. Reminder sign:

In an ideal RPC coaching conversation, you will talk 20 percent of the time. The person being coached should talk 80 percent of the time.

To remind you of this benchmark, we offer up this sophisticated tool called W.A.I.T. The acronym stands for “Why Am I Talking?” I encourage you to cut this page along the dotted line and post it in your line of sight. It should be visible to you when you are having a coaching conversation. If you find yourself droning on, look at the sign, ask a “What” question and listen.

Cut along the line.

Additional W.A.I.T. signs can be downloaded from www.successamplified.com.

W.A.I.T.

Why Am I Talking?