

Pivot Power Session Script \ FORD

- Be present and show genuine concern
- Focus on positives in his or her life
- Ask follow-up questions to any question below.
- Do more listening than talking.

FAMILY/FRIENDS:

How is your family?
How did you meet your spouse?
Where are you originally from?
What kind of activities are your kids into?
Have you found any interesting ways to keep in touch with friends?

OCCUPATION:

What line of work are you in?
What have you enjoyed about working remotely?
What's keeping you busy these days?
How's your job going?
If you know where they work, ask how the company is doing.

RECREATION:

What have you been doing to relax?
Have you seen any good movies recently?
What have you been watching?
How was your weekend?

DREAMS:

What are you looking forward to?
Where would you like to go the next time you travel?
I know your son is graduating this year, what are his plans?
What is on your bucket list?