



Seeking Feedback - Keep this in Mind

From: Speed Dating 101: the Mini-Course by Kate McEnroe

If they don't know you or your place ...

Set the stage this way:

Where you are relative to somewhere they know

How big your place is, with a comparison to a place they know

Ask these kinds of questions:

What's the most helpful thing to know about a place for you?

Who would you most likely contact in my region?

If they know you but not your place. . .

Set the stage this way:

I watch to catch up, but I also want to get your advice

Ask these kinds of questions:

What did you think when you heard I took this job? What were your questions?

If they know your place but not you. . .

Set the stage this way:

I want to introduce myself as your go to person, but I also want advice

Ask these kinds of questions:

What positive attribute show I showcase about this place?

What needs to be fixed?

If they know you and your place. . .

Set the stage this way:

Let's jump right in - what do I need to know?

Ask these kind of questions:

This is what I'm spending time on locally - are you aware of it?

What's the most recent news you've heard about this place?

Need help with execution?

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