

# Curious Connections

*Cultivating Relationships Through Inquiry*

Mandy Pallock



# I. Lead With Curiosity

# Curious Connections

40,000

# Discuss

- How do you see personality affecting your business interactions?

# Ponder

- In what circumstances and style will this person thrive while we have this conversation?



# Questions to Increase Relational Curiosity

- Why?

# Questions to Increase Relational Curiosity

- Why?
- What don't I know?

# Questions to Increase Relational Curiosity

- Why?
- What don't I know?
- Could there be another explanation?



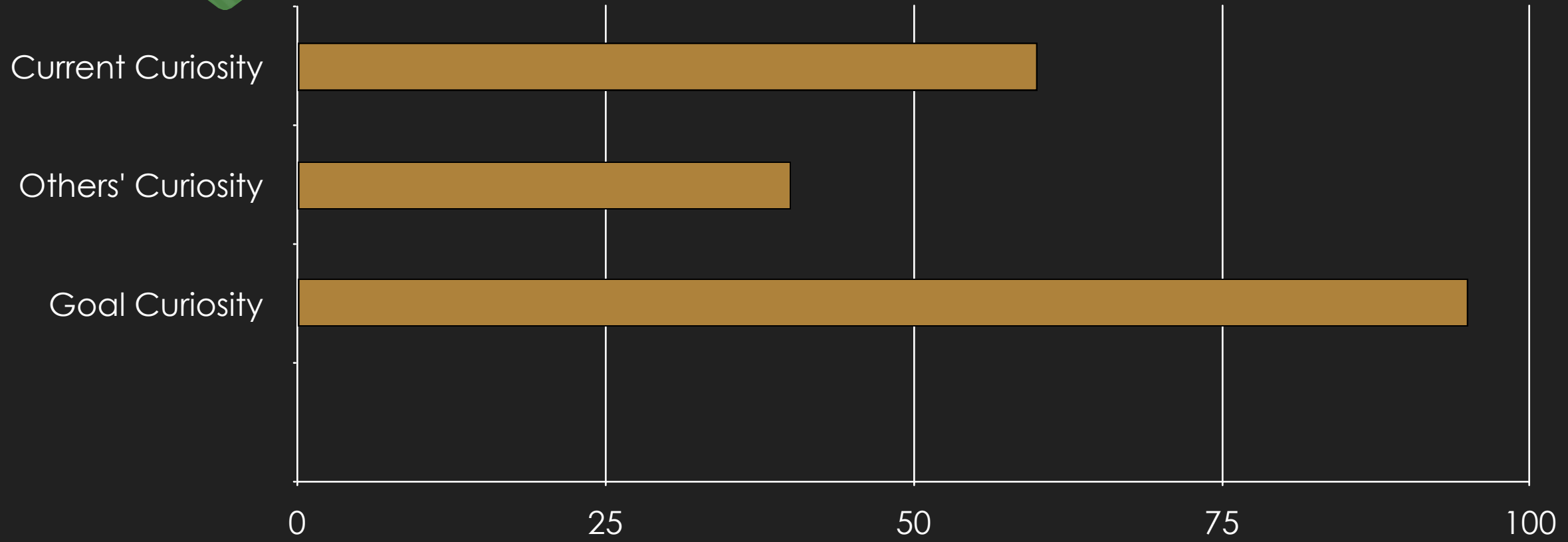
# Questions to Increase Relational Curiosity

- Why?
- What don't I know?
- Could there be another explanation?
- What would happen if...

# Questions to Increase Relational Curiosity

- Why?
- What don't I know?
- Could there be another explanation?
- What would happen if...
- What can I learn from this?

# Curious Connections







## II. Ask Open-Ended Questions

# Favorite Questions

- Do you have a passion project these days? If not, do you want one?

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- Do you have a passion project these days? If not, do you want one?
- What is the best thing that has happened to you in the past 29 hours?



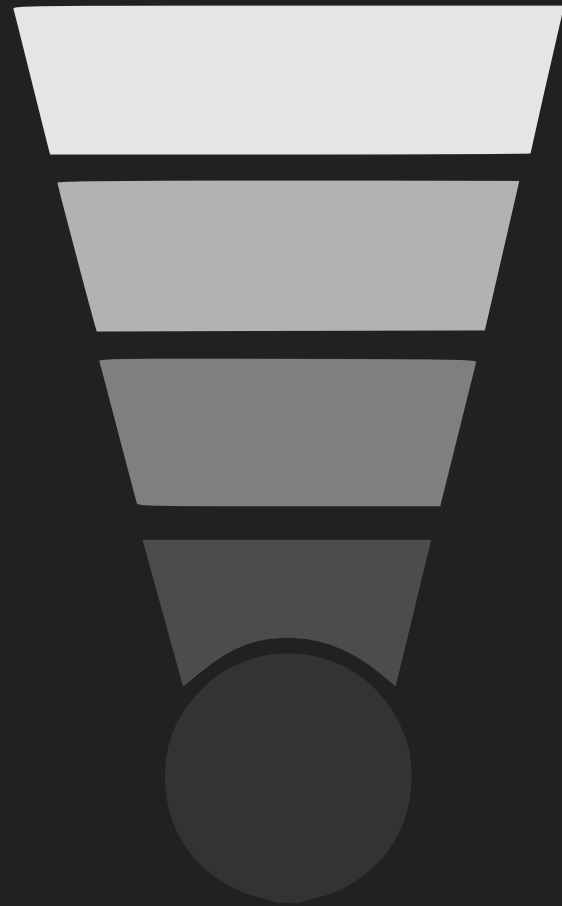
# Favorite Questions

- Do you have a passion project these days? If not, do you want one?
- What is the best thing that has happened to you in the past 29 hours?
- What's your story?



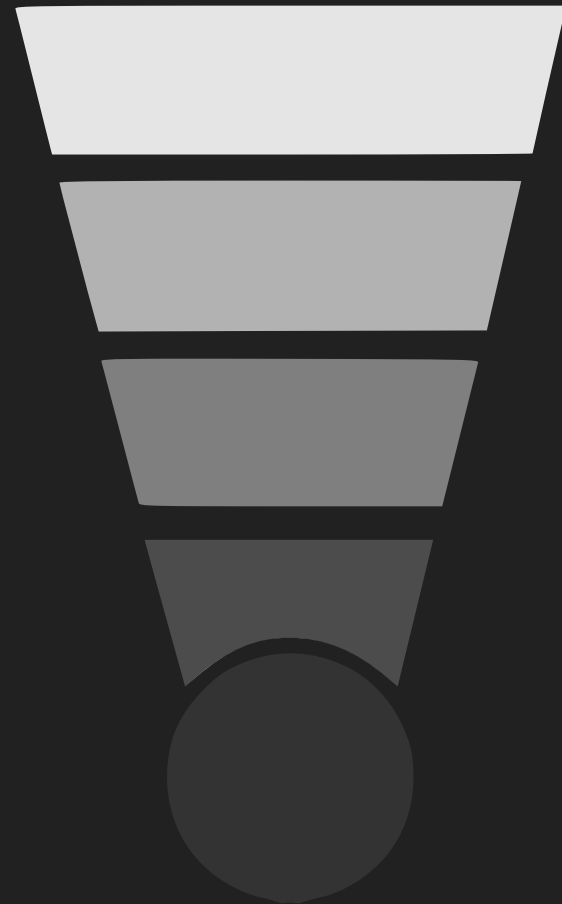
## III. Foster Deep Relationships

# The Sales Funnel



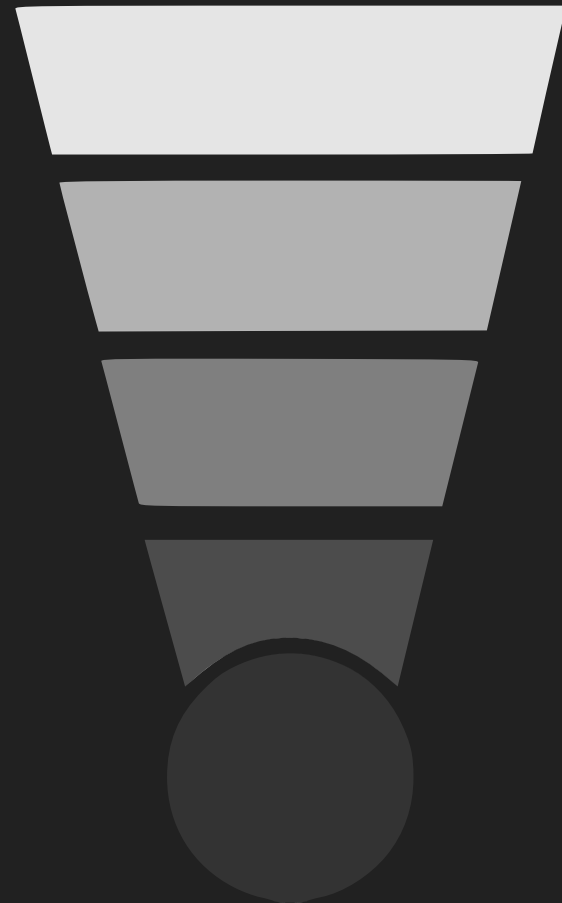


# The Sales Funnel



○ Awareness

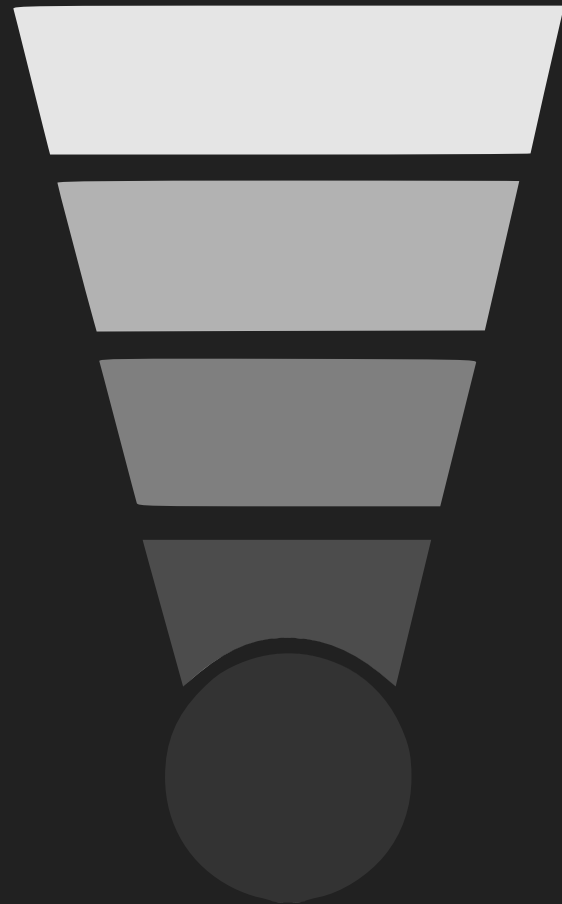
# The Sales Funnel



○ Awareness

○ Interest

# The Sales Funnel



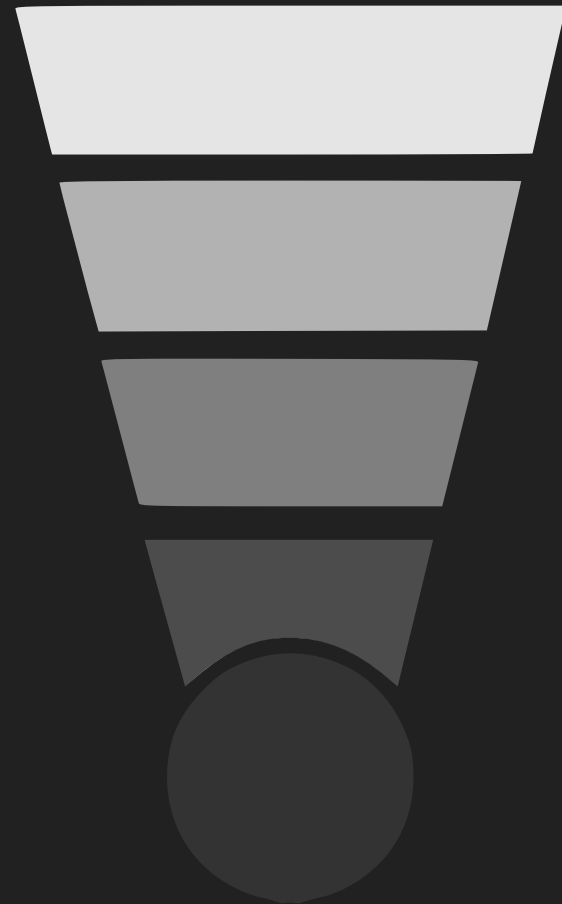
○ Awareness

○ Interest

○ Desire



# The Sales Funnel



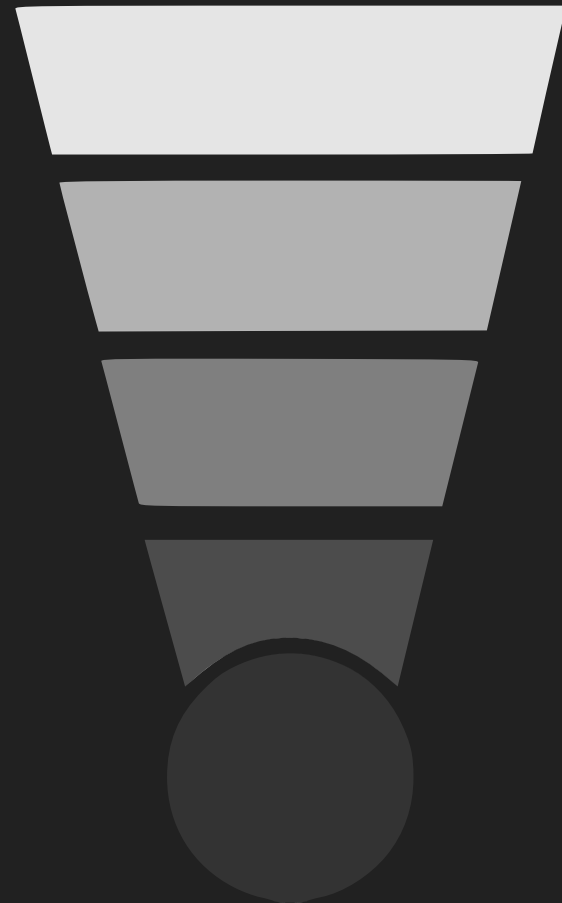
○ Awareness

○ Interest

○ Desire

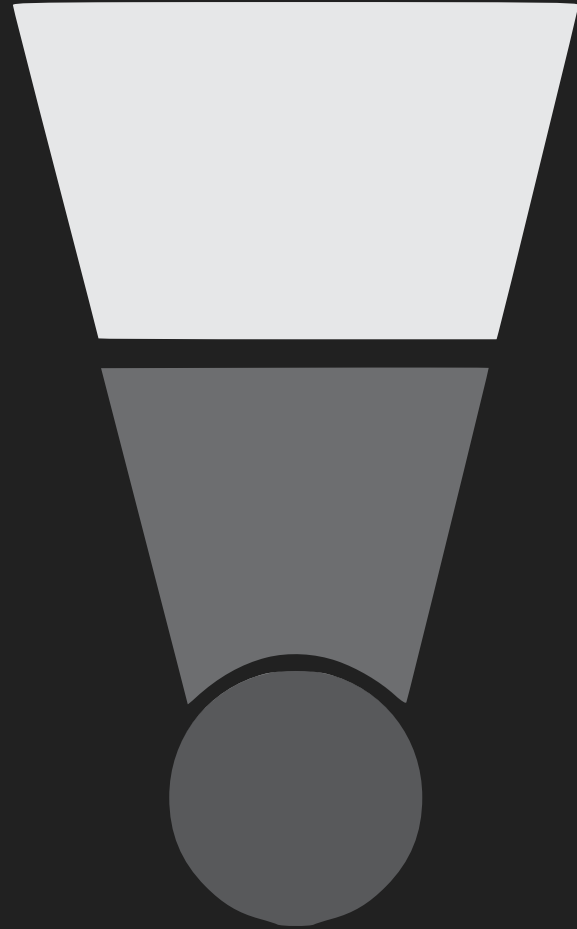
○ Action

# The Sales Funnel

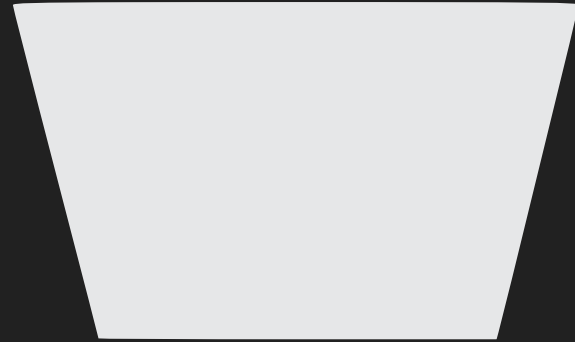


- Awareness
- Interest
- Desire
- Action
- Loyalty

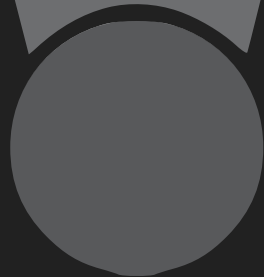
# The Question Funnel



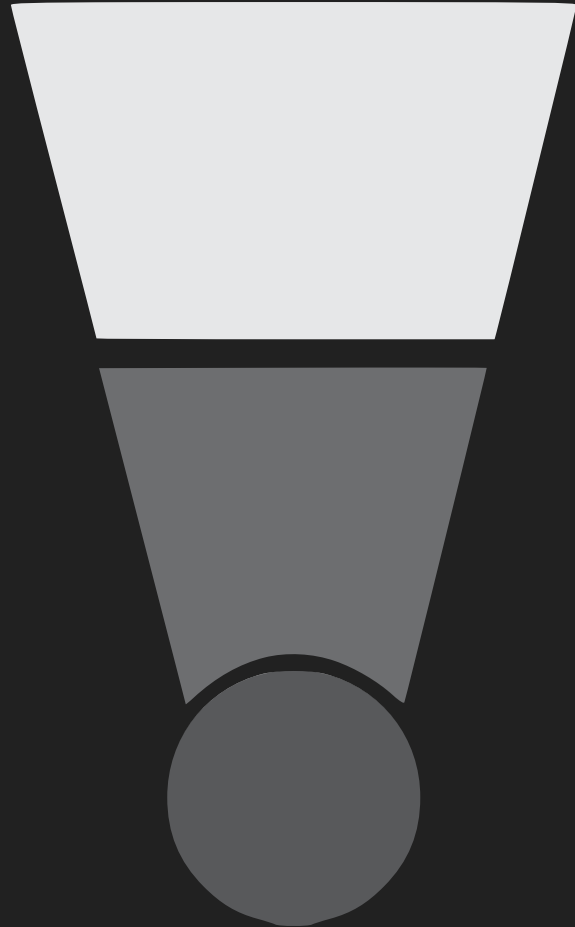
# The Question Funnel



○ Invest



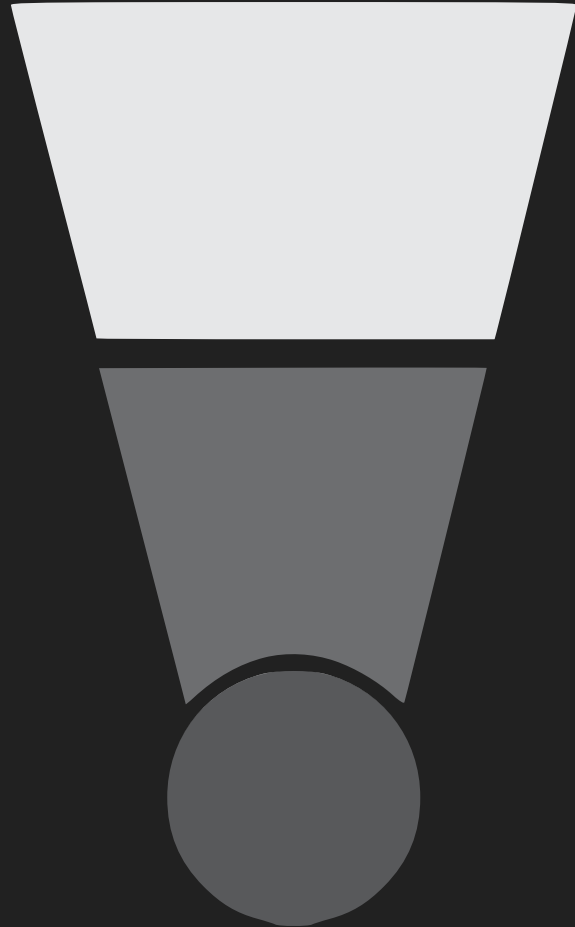
# The Question Funnel



○ Invest

○ Discover

# The Question Funnel



○ Invest

○ Discover

○ Cultivate



**Asking questions and listening  
well can take every  
relationship deeper!**

# Conversation Starters

- [thequestionhabit.com/nawbosa](https://thequestionhabit.com/nawbosa)

# Let's Connect!

- [thequestionhabit.com](http://thequestionhabit.com)
- @mandy\_pallock
- Presently Engaged Podcast:  
*Short, friendly encouragement  
to live intentionally right where  
you are*



**What would it look like if you  
turned your next statement into  
a question?**