

THE EXTRA POINT

BY JERRY ROBERTS



412 The Magical Power of Asking Questions

The ability to ask the right questions can be the difference between a good and great career. I'm Jerry Roberts and today we'll find out what leadership expert John C. Maxwell thinks some of those questions should be. That's next, on The Extra Point.

John C. Maxwell heads up a group of five exceptional speakers for the 2019 Live2Lead Guam conference, November 7 at the Dusit Thani Guam Resort. He has always been a huge advocate of learning through asking the right questions of the right people. So am I, and it caught my attention when he began to list a bunch of them at one of his conferences.

According to Maxwell, questions separate us from the pack. They are a differentiator, a huge differentiator.

Here's an example my own experience. When I published Directions magazine, every month we interviewed a leader from the corporate world or government, or perhaps a business owner. I estimate that I did not have a previous friendship or acquaintance with about one-fourth of those people. However, after sitting with me for two hours and sometimes longer, fielding 30 to 40 questions about their past, their career, plans for the future and more, seeds were planted and some became good friendships that have lasted over time.

Maxwell went further in his belief that asking questions changes lives. He said, "We need to ask questions of people for whom we have respect, or we end up cheating ourselves." I believe that. There were so many people I wanted to interview, but didn't for one reason or another and I felt a bit cheated. I felt our readers lost out, too. Some of those sessions would have been eye-opening. Who could you ask questions of today who would give you eye-opening answers. Maybe you should make a list and invite them to lunch or coffee, so you don't miss out.

Maxwell believes that asking questions levels the playing field. I loved it when he said, "We are only a certain number of questions away from being on common ground with someone. He said, "We are only x-number of questions away from being where we want to be." Here's something else. Questions honor those we ask because we suggest that they have authority and the capability to answer them; and it places them in the teaching position.

Some of the questions he believes we should ask of the people who have proven themselves as leaders and achievers, are these:

1. What's the greatest lesson you ever learned?
2. What are you learning now?
3. How has failure changed your life?
4. What have you read that I should read?
5. What have you done that I should do?
6. Who do you know that I should know, and will you help me meet them?
7. How can I add value to you?

Questions help us build ideas. If we share our ideas with someone and they add their ideas on the same subject, then it can be a case of 1+1=3 or 4, or more.

Then he said this. "Great ideas come from asking ourselves and others great questions." John C. Maxwell will fill the air with questions and insights at the Live2Lead conference. I hope you take advantage of the opportunity to be there, and if you've got a team, make sure they get there as well.

That's The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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For information on how to send your team to the Live2Lead conference, please click this link: guamtraining.com

