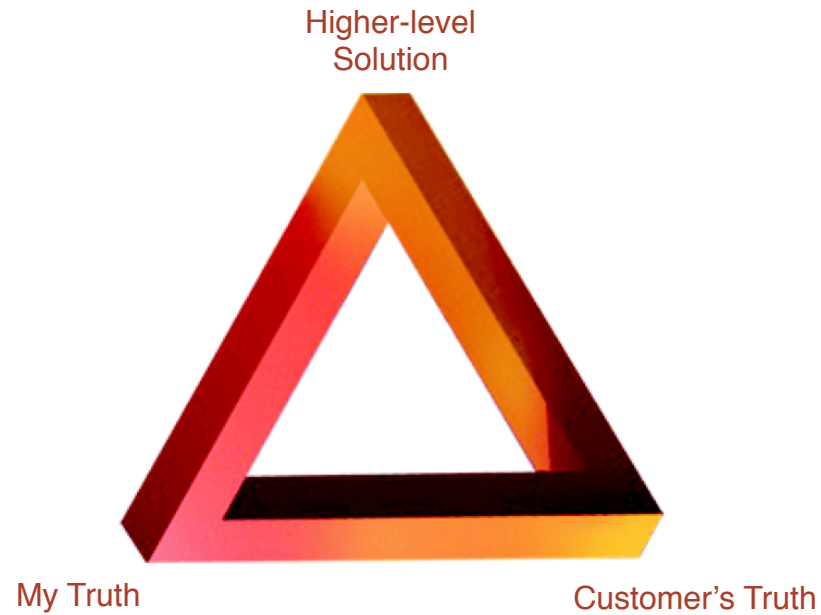


Triangle of Truth Planning Tool



Environment

Goals

Challenges

What does success look like?

What does lack of success look like?



Reflect Embrace AND and sit with uncertainty.

Breathe

Think

Feel Love

Connect *Explore information and convey caring.*

Attentive Presence

Engaging Opening

Curiosity Questions

Lead *Create success and ignite passion.*

Elevate Thinking

Articulate Solutions

Engage Actions

Exploring Customer Truths

What is their core function or role?

What's going on in their organization or life?

Environment

What do they need to accomplish?

How do they get evaluated?

Goals

What are they worried about?

What obstacles do they face?

Challenges

What are they passionate about?

Where do they hope to go?

What does success look like?

What they afraid of?

What will happen if they fail?

What does lack of success look like?