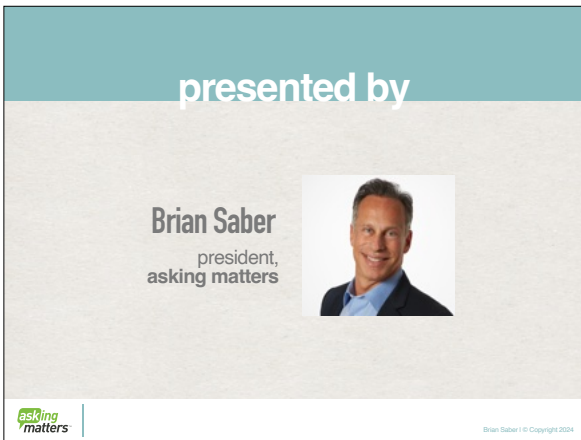




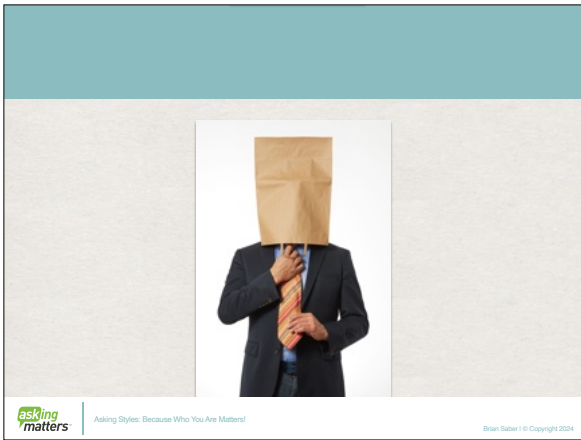
1



2



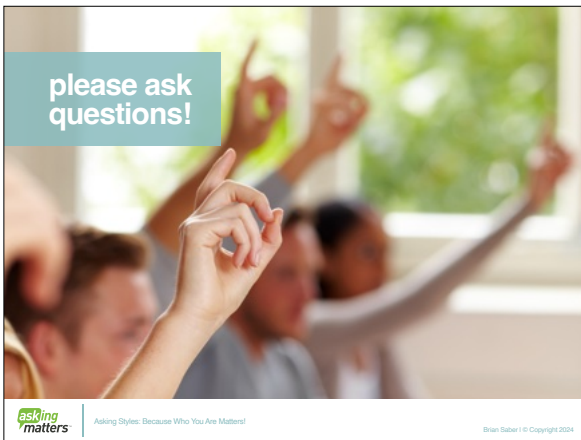
3



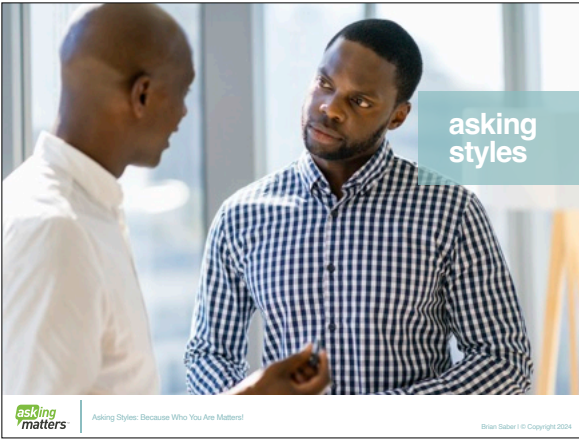
4



5



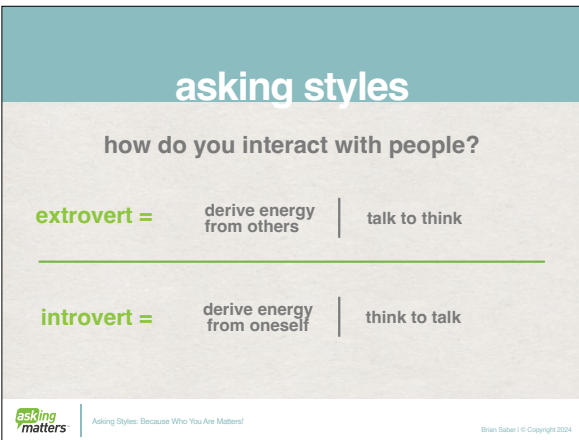
6



7



8



9

asking styles

how do you take in information?

<p>analytic = inductive fact-oriented data to idea</p>	<p>intuitive = deductive idea-oriented idea to data</p>
---	--

Asking Styles: Because Who You Are Matters!
Brian Sabar | © Copyright 2004

10

asking styles

Asking Styles: Because Who You Are Matters!
Brian Sabar | © Copyright 2004

11

asking styles

fact based
goal oriented
strategic
competitive
driven

Asking Styles: Because Who You Are Matters!
Brian Sabar | © Copyright 2004

12

asking styles

rainmaker
EXTROVERT
go-getter
ANALYTIC
INTUITIVE
INTROVERT
mission controller
kindred spirit

asking matters Asking Styles: Because Who You Are Matters! Brian Sabatelli © Copyright 2004

19

asking styles

exercise

rainmaker
EXTROVERT
go-getter
ANALYTIC
INTUITIVE
INTROVERT
mission controller
kindred spirit

How might your Asking Style impact how you work together to cultivate and ask for gifts?

asking matters Asking Styles: Because Who You Are Matters! Brian Sabatelli © Copyright 2004

20

asking styles

quiz.askingmatters.com

asking matters Asking Styles: Because Who You Are Matters! Brian Sabatelli © Copyright 2004

21

asking styles

↓

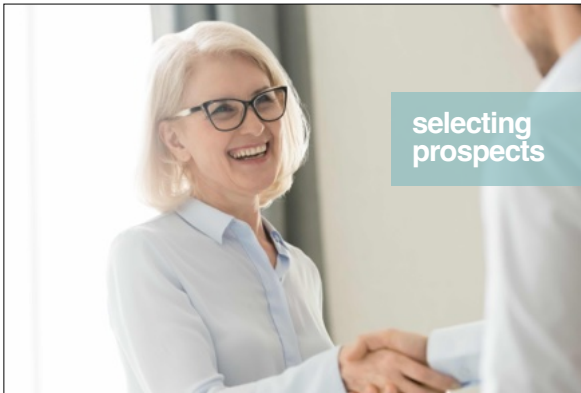
not more effective

not less effective

just different

asking matters Asking Styles: Because Who You Are Matters! Brian Sabar | © Copyright 2024

22




selecting prospects

asking matters Asking Styles: Because Who You Are Matters! Brian Sabar | © Copyright 2024

23

selecting prospects



Ability

asking matters Asking Styles: Because Who You Are Matters! Brian Sabar | © Copyright 2024

24

25

selecting prospects

Belief

asking matters Asking Styles: Because Who You Are Matters! Brian Sabat | © Copyright 2004

26

selecting prospects

Contact

asking matters Asking Styles: Because Who You Are Matters! Brian Sabat | © Copyright 2004

27

selecting prospects

fact based goal oriented strategic competitive driven	 rainmaker	EXTROVERT	 go-getter	big picture high energy creative quick engaging
ANALYTIC			INTUITIVE	
detailed thorough methodical responsible observant	 mission controller	INTROVERT	 kindred spirit	feelings oriented attentive caring thoughtful selfless

asking matters Asking Styles: Because Who You Are Matters! Brian Sabat | © Copyright 2004

31

making the case

vision & impact

asking matters | Asking Styles: Because Who You Are Matters! | Brian Sabat | © Copyright 2004

32

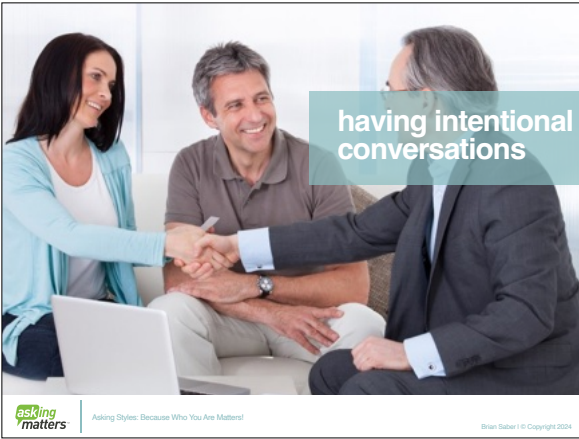
making the case

asking matters | Asking Styles: Because Who You Are Matters! | Brian Sabat | © Copyright 2004

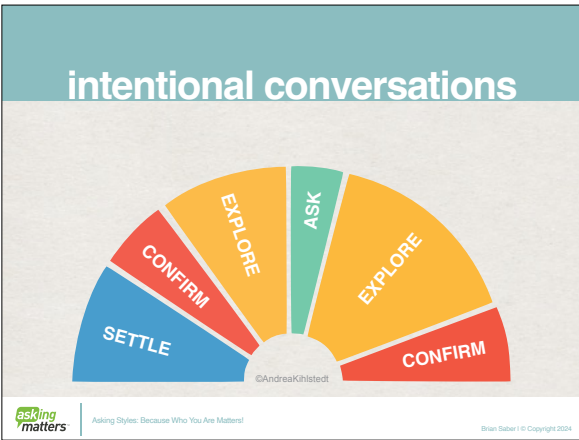
33

making the case

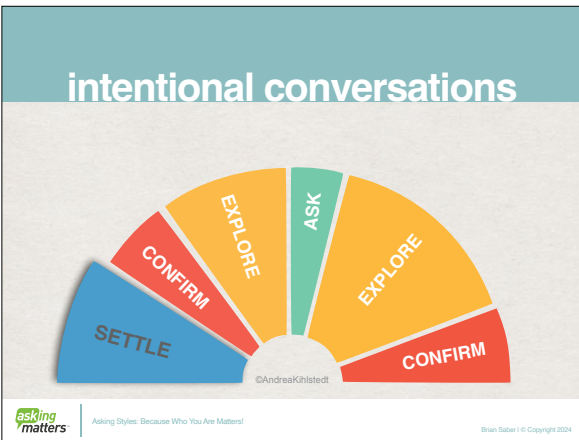
asking matters | Asking Styles: Because Who You Are Matters! | Brian Sabat | © Copyright 2004



37



38



39

intentional conversations

fact based goal oriented strategic competitive driven	 rainmaker	EXTROVERT	 go-getter	big picture high energy creative quick engaging
ANALYTIC		INTUITIVE		
detailed thorough methodical responsible observant	 mission controller	INTROVERT	 kindred spirit	feelings oriented attentive caring thoughtful selfless

Asking Styles: Because Who You Are Matters!
Brian Sabar | © Copyright 2004

40

intentional conversations

may I tell you about...?

©Andrea Kihlstedt

Asking Styles: Because Who You Are Matters!
Brian Sabar | © Copyright 2004

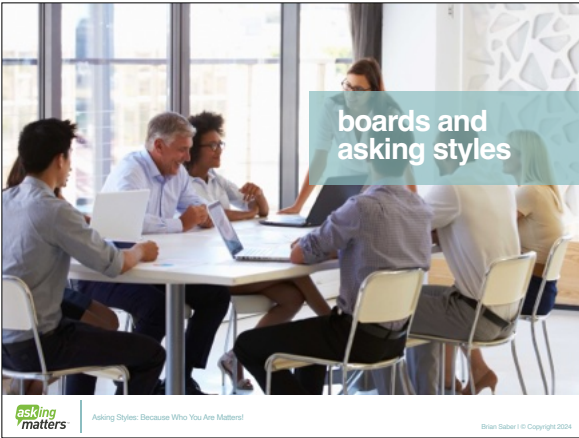
41

intentional conversations

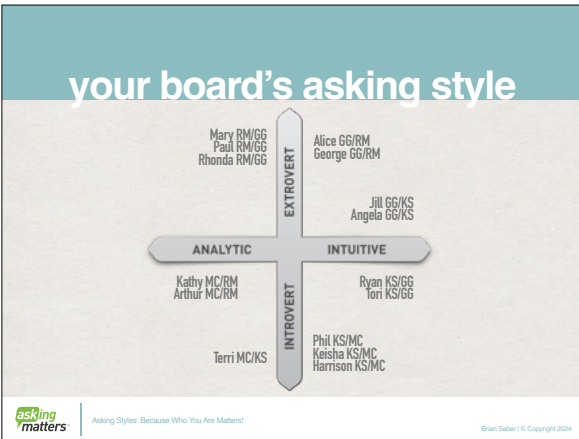
fact based outcomes	 rainmaker	EXTROVERT	 go-getter	big picture vision
rush to close				resist closing
ANALYTIC		INTUITIVE		
detailed methods	 mission controller	INTROVERT	 kindred spirit	passionate mission
urge to control				anxious about closing

Asking Styles: Because Who You Are Matters!
Brian Sabar | © Copyright 2004

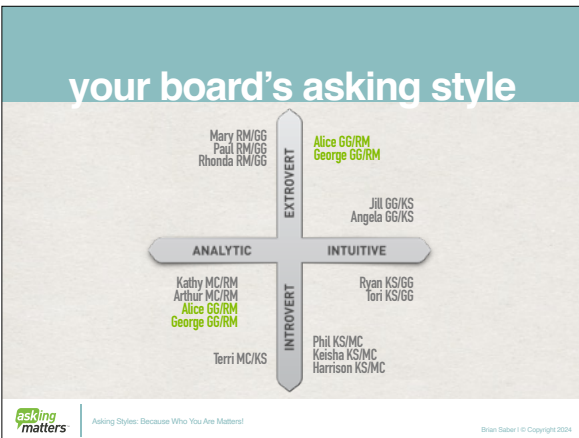
42



46




47



48


your board's asking style



asking matters | Asking Styles: Because Who You Are Matters! | Brian Sabar | © Copyright 2024

49

your board's asking style




asking matters | Asking Styles: Because Who You Are Matters! | Brian Sabar | © Copyright 2024

50

exercise

asking styles



How might your ED/CEO and board chair's Asking Styles impact how they work together?

asking matters | Asking Styles: Because Who You Are Matters! | Brian Sabar | © Copyright 2024

51

next steps

asking matters Asking Styles: Because Who You Are Matters! Brian Sabar | © Copyright 2014

52

quiz

quiz.askingmatters.com

asking matters Asking Styles: Because Who You Are Matters! Brian Sabar | © Copyright 2014

53

training packages

~~\$39~~
\$26

35-minute video
worksheet
PDF of slides
bonus materials

asking styles
how do you take in information?

analytic = inductive fact-oriented data to idea	intuitive = deductive idea-oriented idea to data
---	--

asking matters Asking Styles: Because Who You Are Matters! Brian Sabar | © Copyright 2014

54