

# Turbo Leadership Systems™

# The **TURBO** **Charger**

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To our clients and friends

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## Intimidating Boss



Larry W. Dennis  
President  
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**Ask about them:  
If you take a  
sincere interest  
in others,  
they'll take a  
sincere interest  
in you**

### Asking Questions Makes For a Smooth Ride

Ray, Foreman for an electrical contractor in Battle Ground, WA, told Session 6B of Turbo's Leadership Development Lab (LDL):

"My professional "Pearl" (a person I wanted to improve my relationship with), Rich, owns our company and operates as my Project Manager. I was fortunate to have the opportunity to ride with him from Battle Ground to my job site in Beaverton. Rich, for me, is known as a "fixer", one of those people called in when there is a messy situation. He resolves issues with owners or General Contractors and helps ensure that our jobs are brought to successful completion. In addition to being my boss, he operates multiple jobs at the same time. He's always under the gun, very busy with an almost impossible workload. I have always been a heads down, get to work person. The thought of Rich coming to MY job was petrifying. Talking with him is generally terse and straight to the point, we have had an awkward, but serviceable relationship. I made him my "Pearl" to increase the strength of our relationship. Lo and behold, I got to run a new job that is an hour away, and my first walkthrough was with Rich. We rode together in his truck to the job site. I thought about what to say during the trip and decided to ask the Art of Conversation introduction questions we had learned about at Session 1 of Turbo's Leadership Development Lab. WOW! As I started to ask just a few of the questions the information was pouring out of Rich and soon we were talking easily with one another. The two hours of driving there and back went by in a breeze.



"The lesson I learned from this experience is if I have a Genuine Interest (Leadership Principle #2) in others and show it by asking questions about their life and work and listen to their every response. I have found that my relationships (even with an intimidating person) can become open, warm, and candid.

"The action I call you to take is to pick a person you want to improve your relationship with, ask them about themselves, and listen carefully to their response. Ask follow up wide angle questions to look more deeply into their life, experience and values.

"The benefit you will gain is a shortcut to building the kind of open relationship with them that makes for a smooth ride."

Never forget that the favorite subject of everyone you meet is themselves. People love to talk about themselves; their interests, their experience, their opinions. When you ask the right questions in a way that signals a sincere interest; a curiosity, -you create an invitation for people to give you the response that always leads stronger relationships. The next time you have a few quiet moments be the first to ask questions and the last to give your experience and opinion. You may be amazed at how fast you become known as a great conversationalist.

Plan now for Turbo's  
**Fall Leadership Development Labs**  
Portland, OR and Vancouver, WA



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