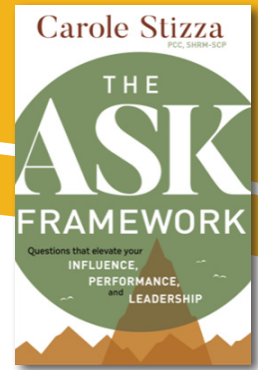


# The ASK Framework



## Checklist and Quick Worksheet

### Gain information about YOU!

Ever wanted to know what other people think or feel about you? Use this checklist to help.

#### Check off what you want to know:

- ☐ What do people brag about after working with you?
- ☐ How do people refer you to others?
- ☐ What do people wish you did?
- ☐ How did you make someone feel recently?
- ☐ Or: \_\_\_\_\_

#### Then do 3 things (check off as you go):

- ☐ Determine the **context** of a situation that will provide a specific instance to reference.  
*Examples:* yesterday's meeting; last night's dinner; trying to get out the door for work; the last project your team worked on; the most recent report you gave someone; the last conversation you had.
- ☐ Determine the **one thing** you want to know, or ask for the one thing that is most important to the person you ask.  
*Examples:* What is the one thing you feel I did really well; What is the most important thing to the client; What is the one thing you feel we need to deliver first.
- ☐ Then **ask for an example** of how that will look, show up, be recognized.  
*Examples:* Can you share with me how you want the client to respond; Can you share with me how you will recognize that when it occurs; Can you provide an example of what you feel success will look like.

Check off:

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The ASK Framework	Specifics	Shape it Here
Context	(what is the specific situation)	
One thing	(what do you want to know)	
Ask for an Example	(how is this seen or identified)	

