

INTRODUCTION

Good questions to ask

Why are you asking questions?

- *Understand the situation*
- *Choose reasons to buy*
- *Let people talk / get trust*

How to choose reasons?

- *Age of kids*
- *Activity*
- *Parental involvement*
- *GPA*
- *Problems*

Good questions

- *Are your kids in high school or are they in elementary school?*
- *Are they involved in any sports or activities?*
- *Is it busy sometimes?*
- *Do you help them with homework or are they pretty independent?*
- *How do they like school? Can't wait to go back or enjoying summer more? :)*
- *How are they doing in school? As, Bs?*
- *Which subject they get the most homework in?*
- *What subject takes the longest to get you A's?*
- *Are you thinking of college already?*

Good way to ask it right

- *2-3 questions*
- *Use stories with questions*
- *Respond to answer*
- *Ask questions you need*
- **NO CLOSED QUESTIONS**
- *Let them talk and listen*

If you keep getting bad answers then just stop asking those questions

(If they don't have homework then don't ask „Do you get lot of homework?“ Tell them:“ I know you don't get much homework but why everybody has been getting them is that they help to study for tests and revise“

Make a conversation! It is wise not to ask questions in a row like a journalist. Ask a question, let them answer and ask follow-up question if needed (Q:hardest subject? A: math Q: What's hard about math- teacher does not explain enough in school or homework is too complicated? Etc- this shows that you listen what they say and not just doing your sales pitch).