

0. Prepare



My objectives

- Private, Immediate, multidirectional

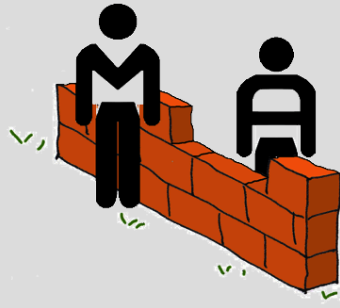
Audience

- Visualise their composition, perceptions, concerns and expectations

Plan

- First move, PAGE, DISCOVER-Y, TMM, others...

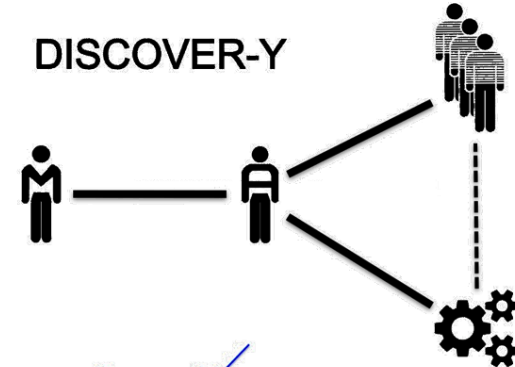
1. Engage



Two parts:

- Greetings and rituals
- Transition to the work using PAGE:
 - Purpose
 - Why we are meeting
 - Agenda
 - Meeting structure and time limits
 - Goals
 - Specific outcomes expected
 - Endorsement
 - Check for other suggestions and get agreement

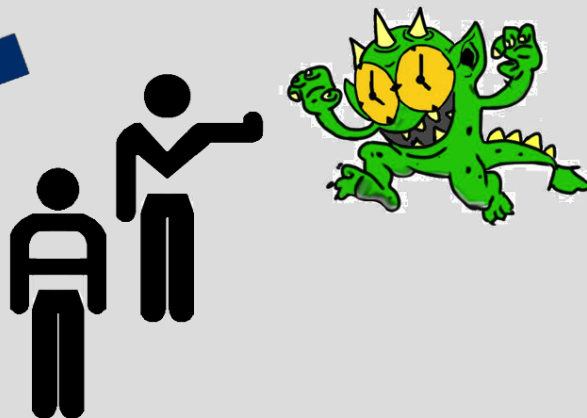
DISCOVER-Y



2. Do



3. Check



Refer to the encounter's MAP and PAGE

4. Follow Up



"We had a great meeting!"

Discover



Inform

Negotiate

TWO MINUTE MESSAGE

Audience Context Statement: Warm up - no mention of KS

Key Statement: Singular! Main concept/message.

Supporting Statements: The only bullet list in the TMM!

Closing Statement: Link ACS & KS and next steps.