

LESSON #5 **suggestology**

Suggestology is the art of asking questions to _____,
_____ and activate with your audience their _____.

Using gestures, facial expressions, tone, pitch, volume and speed can help you with getting powerful responses. Demand responses using _____, otherwise the audience will think it is optional.

The higher your _____ the greater the response you'll get.

Be _____ as you think is appropriate.

1. **Frame sentences in the form of questions. Anything you state can be framed in the form of an open-ended question.**
 - a. What is Suggestology?
 - b. How can Suggestology help you engage an audience?
 - c. How much fun would it be to speak only in questions?

2. **Repetition (write and reveal)**
 - a. Ask an open-ended question. Reveal your response on the shared screen either by PowerPoint Slide or by writing or typing on the screen.

"Everyone repeat that aloud to themselves please." Repeat the keyword or phrase with them. Say, "Thank you."

3. **Say that with me please**
 - a. "Suggestology rocks, say that with me please... Suggestology rocks!"
Thank you

- b. "Questions hook the mind, say that with me please... Questions hook the mind!" Thank you

4. Demand agreement response

- a. Are you with me?
- b. Are you following this?
- c. Does that make sense?
- d. Would you agree?

5. Ask a relating question

- a. I have a lot of fun boating... Can anyone relate to that?
- b. HMOY can relate?
- c. Does anyone else feel that way?
- d. Who feels the same way I do?
- e. Are you with me on this one?

6. Precede a statement with a question

- a. "Why is Suggestology a good thing? Suggestology is a good thing because..."
- b. "What is the difference between demand agreement response and ask a relating question?" The difference is...

7. HMOY

- a. How many of you would agree...?
- b. How many of you would like a little more success in your life?
- c. How many of you are totally digging Suggestology?

8. **Type in the chat area.**

Ask an open-ended question.

“Everyone please write your answers in the chat area.”

“Mary answered, _____ Thank you.”

“George answered, _____ Thank you.”

“Thank you all for your responses.” Then elaborate on the answer. “The answer is _____ because _____”