

# 4 Simple Steps to Accelerate Your Success!

Have you ever finished a conversation with someone or walked out of a meeting and wondered...

*"What the heck just happened?"*

Using the **Debrief Process** from SalesPartners takes the mystery away and gives you clarity in all your interactions. By the way, this works in business as well as at home. Really!

## Ask yourself these 4 Simple questions:

1. **What Worked?** Keep this brief and opinion free, if possible.
2. **What didn't work?** Notice the language here. It's neither right nor wrong. It either works or it doesn't. You have to answer both of these questions because they always coexist.
3. **What did you learn? (This is the MOST IMPORTANT QUESTION!)** Look for patterns of behavior or results, not a single isolated incident.
4. **What can you do to correct it (if it was a mistake) or leverage it (if it was a win)?** You have to answer this question last. Otherwise you may put something into action that could create more problems than you had to begin with.

Debrief Process taken from Blair Singer's SalesPartners Worldwide™ *Little Voice Management Systems*

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