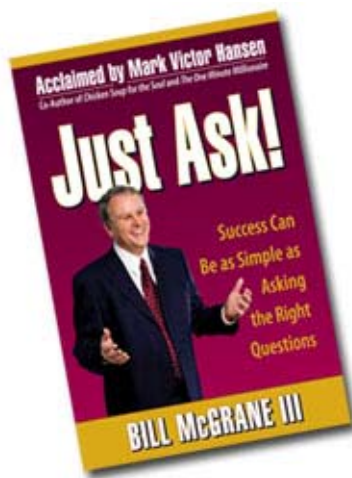


Just Ask! *Success Can Be as Simple as Asking the Right Questions* by Bill McGrane



Do you find yourself struggling to get the results you desire after conversing with family and co-workers? You don't have to go through life feeling unaccomplished in your career or misunderstood in your relationships. The answer to your problem could be as simple as finding a new way to communicate...Just ask!

Experts agree that asking questions is vital in order to have effective communication. Whether you are looking for your ideal career or even improving your relationships with your family and spouse, this is a skill you need to know. Bill McGrane III, author of *Just Ask! Success Can Be as Simple as Asking the Right Questions*, has worked for over 35 years to help businesses and individuals eliminate problems that hold them back from true success, by teaching them how to ask better questions when they communicate. By teaching this principal he has seen individuals improve their marriage and family life, helped many to find success in their careers, business, sales, and conflict resolution.

Everyone has seen the old couple at the restaurant who is much more enticed with what they are eating than conversing with one another. How do you prevent your marriage from reaching that point if you haven't already? Do you feel like there is little or nothing to talk about? Or does your spouse talk too much without getting anywhere or go on and on? By asking questions with your spouse you can tear down long built communication barriers, and put the spice back into your marriage by having meaningful conversations.

The same is true if you're a parent. Do you struggle to have meaningful conversations with your children? You may feel like it's just the age difference that discourages them from sharing their thoughts and feelings, but the truth is your children are begging to really be known and understood by you. There are ways to get into their minds and find out what they need from you by asking the right kinds of questions. You'll find that these questions will not only help in your relationship with your children but with any member of your family.

The fear of asking questions can be a hazard also in the workplace. For example, man lost out on a \$500,000 dollar contract just by not asking a question. He answered an interview question incorrectly because he was too embarrassed to ask for clarification on the meaning of one word. Asking questions is not a sign of weakness, on the contrary it displays confidence in your interests. This helps employers to see your dedication, and it opens the doors for promotions.

Asking the right questions with your contacts, and even the team you are leading, is a must in order to be a productive business leader! McGrane has served as a business consultant for years and found that this opens the doors for countless opportunities, and it will help you confidently take your business to the next level with profitability.

For those in sales, you may sometimes find yourself so consumed trying to figure out what to say next while conversing with your customer, that you use the wrong pitch at the wrong time. So much money is left on the table by not asking questions. By asking questions, you are able to see the needs of the other person, and selling them what they need, will come naturally to you.

Don't you notice there are also so many unnecessary conflicts that arise within the work environment and home? According to McGrane, "statements kill conversation." Conflict will constantly arise if you don't know how to ask questions in your conversations. Asking questions helps to create a safe environment for individuals to resolve their conflicts and truly express themselves without getting out of hand.

You can find more information by reading *Just Ask!* Bill McGrane has helped so many individuals for over 35 years by teaching them this simple art of asking questions, and he has finally put his experience down in a book that is very simple and easy for you to understand and apply. *Just Ask!* is filled with hundreds of sample stem questions that will leave you having productive conversations that will change every aspect of your life.

The book is available now and can be purchased for \$13.95 in bookstores and online at www.mcgrane.com. Direct link http://mcgrane.com/justaskquestions/public_html/BuyJustAsk.htm

For additional information, contact Bill McGrane at mcgrane@mcgrane.com or by phone at 859-384-6333.