



# Interaction (Seek then Speak)

## Worksheet

### Frame

Size Up  
Connection  
Match Approach  
Purpose & Outcome  
Structure

### Explore

Observe  
Empathize  
Ask  
Listen  
Reflect & Check

### Inform

Observation  
Expression  
Request  
Direction

### Close

Summarize & Verify  
Commit to Action  
Reinforce