

# Tim Sanders: People-Centric Business Expert

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## Instead of asking, "how's it going," try this instead!

In any turbulent time period, like now, asking "how's it going" will often bait a negative response.

"Just hanging in there," is a consistent reply. "Trying to survive" is pretty typical. And then the conversation goes south, focusing on lack, worry and dread. In my latest book, [Today We Are Rich](#), I talk about how important it is for us to lead the conversation forward.

Talking about how bad the economy is constitutes a sideways conversation. You cannot be afraid enough of the future to make it better - in fact, you'll often make it worse!

Dale Carnegie trained his YMCA students in the 30's to ignite positive conversations by opening with "what's the good word?". It changes the conversation, the mood and the direction of the talk. You could also ask people the following:

- 1 - What are enthused about these day?
- 2 - What are your working on these days?
- 3 - Tell me something interesting, I'm dying to hear about something new and cool.

In each instance, you'll discover how critical the conversation starter question is to the tone of everything to follow. Leaders need to lead conversations into a place of solution, hope and constructive thinking. It's a question of where we point our minds! As Dr. Norman Vincent Peale once wrote, "If you can worry, you can visualize success."

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