

# Practice Delivering the 3x3 Around Expectations

After you gain input, it's important to provide your own clarity around what you expect. One way to **prepare** the conversation is to work with the 3x3 workshop.

SECTION	MAIN POINTS
<p><b>TELL THEM WHAT YOU ARE GOING TO TELL THEM</b></p> <p>(TOP 3 EXPECTATIONS/PREVIEW)</p>	<p>1. _____</p> <p>2. _____</p> <p>3. _____</p>
<p><b>TELL THEM</b></p> <p>(WHAT AND WHY IN DETAIL)</p>	<p>Expectation #1 = _____</p> <p>Expectation # 2 = _____</p> <p>Expectation #3 = _____</p>
<p><b>TELL THEM WHAT YOU TOLD THEM</b></p> <p>(REVIEW)</p>	<p>1. _____</p> <p>2. _____</p> <p>3. _____</p>

*"AS A MANAGER, THE IMPORTANT THING IS NOT WHAT HAPPENS WHEN YOU ARE THERE, BUT WHAT HAPPENS WHEN YOU ARE NOT THERE."*

**Kenneth Blanchard And Robert Lorber**