

*“Your answers are nothing more than miniature presentations, and they should be rehearsed just as much, if not more, than the presentation itself.”*

– Nathan Gold

#### What Not To Do:

You may have people asking you questions you’ve heard a million times, and this might cause you to speed through your rehearsed answer. Remember, this is probably the first time they’re hearing it. Slow down and be conscious of your pacing.

#### Keynote Lecture Notes:

**Impact Question:** What will you do differently as a result of what you’ve learned from this module?

## Questions for you, the entrepreneur

1. How am I responding to most of the questions I get from people?
2. Am I answering the most common questions I receive with humility and patience?
3. Do I tend to rush through the answers to questions without thinking because I have heard the question 100 times before?

## Questions for the team

1. How are we, as a team, responding to questions?
2. How can we remind ourselves to have patience when answering questions and slow down when responding?

<p style="text-align: center;">Readings</p> <p>Notes:</p>	<p style="text-align: center;">Founder Genius</p> <p>Notes:</p>
<p style="text-align: center;">Other Related</p> <p>Notes:</p>	<p style="text-align: center;">Tools</p> <p>Notes:</p>