



Hot Seat Session

Instructions / Recommendations

Complete this template in a way that someone else can read it out for you at the start of your Hot Seat Session (this prevents “waffle” and causes you to really get specific and clear).

You will need to choose a Hot Seat Buddy prior to your session who will read this question for you to the group.

The more specific and clear you can be the better (i.e. avoid broad questions like “What should I do with my business this year?” and go for specific challenges or situations you need to deal with (i.e. I have been working on this specific funnel to move my ideal clients towards my XXX product and I am finding people love the ebook but are not moving on to the free training, what could I be doing to improve the uptake of the free training?).

Keep it brief – the question/explanation time is part of your 15 min Hot Seat Session.

Other tips to get the most from your Hot Seat:

- Practice an “Open Mind” – avoid saying “Yes, but” or explaining why that won’t work for you. Simply accept every idea – even those that may not seem relevant, there may be a diamond in that coal!
- Preferably spend time with your Buddy ahead of the Hot Seat Session so they are clear on their role and responsibility and they understand your question (they will be the person speaking for you). Make sure the question makes sense to your Buddy – their questions may help you to clarify the question further.



Hot Seat Session

Template

Hi, my name is:

My company does:

The specific situation I need assistance with today is:

The specific question I want your brilliant ideas on today is:

Extra information you may need for context is:
