

NOTE: During your appointment, maintain eye contact and present yourself professionally

N-E-A-D-S

N What are you involved with **NOW**...
Applicable for products or career.

E What do you **ENJOY** or **LIKE** about...
Applicable for products or career.

A **ALTER, CHANGE** or **IMPROVE**...
Applicable for products or career.

D **OTHER THAN YOURSELF, WHO WOULD BE INVOLVED IN DECIDING**...
Applicable for products or career.

S I'd like to propose a **SOLUTION**...
Why don't **WE** do this...

I'm not ready to... Oh, I realize that; at this point let's just consider this exploratory