

AHUY MODEL

•Introduction—Why are you having the conversation now?

•Issue—What does your colleague care about?

•Hope—Plan to Win—Explain the plan. How they can help.

•Urgency—Explain why the urgency?

•You—Action/Ask—Make the connection and ask for their contribution to the plan. If not ____, then what? Suggest other ways to contribute.

•Closing—Thank & Affirm this is so important.