

- **What are the 5 Steps for Meeting Someone New?**

- Face the other person; Smile & look them in the eye; Give a firm handshake; State your name clearly and loudly enough to be heard; If you need more information, ask a question.

- **Can you tell me about A-L-R (Ask, Listen, Respond)?**

- Asking Questions: Asking the right types of questions is a good way to start or keep a conversation going. Questions are also a way you can learn more about someone.
 - Open-Ended Question: Typically starts with Who? What? Where? When? How? The answer needs more than one word to be complete and encourages conversation.
 - Closed-Ended Question: The answer is typically Yes or No.
- Listening to Understand the Reply: To carry on a good conversation, you need to be willing to talk, but also willing to listen to understand and respond properly. When you ask a question, it is important to listen carefully to what the person is saying. To be a good listener, try not to think about what you are going to say next. Instead, focus on what is being said, and listen to understand, not just to respond. You can let the other person know that you are interested by looking them in the eye and nodding your head.
- Reflect and Respond to the Reply: When a person has answered your question, you should respond to keep the conversation going. One way to respond is to restate in your own words what you think you heard the person say. Another way is to reflect on what the person said, that is, to say what you think or feel about it, or ask another open-ended question that has something to do with what the person said.

- **Follow Up Questions:**

- In what other areas of your life could using the five steps for meeting someone new be helpful?
- Why is it important to ask open-ended questions?
- What does it mean to listen to understand?

GOLF SKILL QUESTIONS

- **What are the three golf skills you focused on today?**

- Putting, Chipping, Pitching

- **What two areas did you focus on with the three golf skills?**

- Getting Ready to Swing – focus on how to correctly grip the club and set-up to the ball to get ready to hit a shot (stance).
- Distance Response – focus on the size and length of the golf swing to control how far the golf ball will go. The bigger the swing, the farther the ball will go!

- **What is one skill you learned that you did not know before? How does this skill help your golf game?**

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