**Prepare Yourself For To Facilitate Your Training**

What are the top three business reasons for this workshop? (ie from an organisational perspective)

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What top three benefits will learners get from this workshop. Why are they likely to take part? (From a learner perspective)

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What do you want your learners to do as a result of their training? Why should they make any changes?

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What obstacles might they encounter (or resistance might they have) in implementing the changes you suggest?

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What are the top three reasons they may want to make changes immediately (or in the next 30 days)? What will happen if they don’t?

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