

Welcome to the Fred Factor! SCOH Book Study

Part 2: Becoming a Fred

CHAPTER 5: SUCCESS IS BUILT ON RELATIONSHIPS (PAGES 42-49)

As you read over Chapter 5, please answer the following questions:

- ☐ Be Real
- ☐ Be Interested
- ☐ Be a Listener
- ☐ Be Empathic
- ☐ Be Honest
- ☐ Be Helpful
- ☐ Be Prompt



1. Pick (3) of the (7) B's of Relationship Building that sticks out to you. What are your (3)?

2. Why did you pick these (3)?

3. What can you do to start being more intentional with these (3) things?