

Welcome to the Fred Factor! SCOH Book Study

Part 3: Developing Other Freds

CHAPTER 8: FIND (PAGES 76 - 80)

As you read over Chapter 8, please answer the following questions:

1. Are Freds born or made & how do we know?
2. There are (3) basic ways to seek out Freds: Let them find you, Discover Doormant Freds, and Hire Freds - how can we build a Fred team?
3. What role do you play in building our Fred team?