

#### Conversation Starters

Superpositioning<sup>TM</sup> starts with superb questions

#### How to play:

Take a card. Read the question.

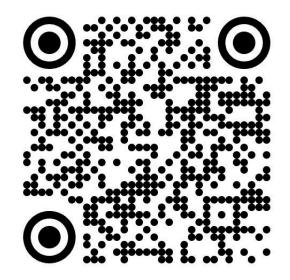
You get two options: Answer it yourself, or ask the person who looks smarter than you.

There are no right answers.
Only stories, instincts, and half-formed ideas that always lead somewhere.

Start anywhere. End anywhere.

Just don't stay still.

Superpositioning<sup>™</sup> begins in conversation.



Explain what your company does as if you were talking to a golden retriever or a venture capitalist?

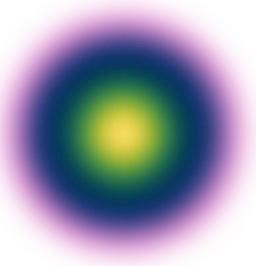
This is your positioning.

# What is an assumption in your industry that you secretly question?

This is one of your non-consensus futures.

#### If failure didn't exist, what would you try next?

Welcome, you just opened the door to a contrarian opportunity!



# What rule in your field would you love to break, and what might happen if you did?

Yet another possible future for you to entangle in.

### What is your company's hidden superpower that even your clients don't see?

This is what your people and clients love, not to mention, the rest envies.

Hence, the differentiator.

#### What headline in tomorrow's paper would capture your biggest move today?

This is superpositioning. Actions you take today entangling beyond timelines and shaping culture.

### If your brand could live in two futures at once, what would they be?

Superpositioning begins with imagining more than one reality.

### Which advantage do you have today that will be hardest for others to copy?

Of the seven advantages, a well-designed brand is the hardest to copy.



#### Your partner for superpositioning<sup>TM</sup>:

