

FOR IMMEDIATE RELEASE**Contact:** Joanne McCall at 503-642-4191 / joanne@joannemccall.net

An exceptional guide for anyone seeking to think and live more curiously, and to use curiosity strategically in their work and personal life.

Living Curiously: How to Use Curiosity to Be Remarkable and Do Good Stuff

In an overly connected world with access to a 24-hour news cycle, almost unlimited online resources, and the ability to find a treasure trove of information without having to go through traditional gatekeepers, it's easy to believe we have enough information to make informed decisions. But this unprecedented ability masks a common mistake and trap: confident that we have the facts, too often we don't know what we don't know. We fail to question our assumptions, we ignore our own biases, and we remain blissfully unaware of our lack of perspective beyond our own immediate experience. This blocks us.

To overcome this trap, we must cultivate and elevate our curiosity. In **Living Curiously: How to Use Curiosity to be Remarkable and Do Good Stuff** (Oomau Media; May 2016; \$20, Paperback/eBook) author Becki Saltzman provides readers with a methodology and tools for developing a curious mind to improve their business, accelerate their career, develop better relationships, unlock creativity, and live more adventurously. As Saltzman explains, living curiously "is not about endless inquiry. It is about uncovering what you need to know to make better decisions, solve problems, and live a more fulfilling and adventurous life."

With a Master's Degree in behavioral science, two decades as a real estate agent, and a foray in fashion, Saltzman observed, learned, and researched how her unconventional and remarkable clients, customers, and colleagues harnessed their curiosity to inform their judgments, decision-making, careers, and life choices. In **Living Curiously**, readers will find a structured, five-step framework (the Living Curiously Method) that shows how to strategically use curiosity to create remarkable careers and lives. Readers are taught how to elevate curiosity ahead of criticism, judgment, fear, and complacency. They are then invited in to *The Tribe of the Curious* through these steps of the Living Curiously Method:

1. **Start with What You Are Not.** Identify what you don't know (yet). Find gaps in knowledge and become comfortable not knowing. Identify what you do not stand for and who your message is not meant for. This step will sort the people and the causes readers *will* and *will not* connect or engage with to accomplish goals.

(more)

2. **Dumpster-Dive Your Life.** Examine early conversations and early experiences to identify what makes you uniquely remarkable. Talk to friends and family and ask them to relate stories that reveal hidden insights about you. Explore who you have had a positive impact on and how. Readers will be able to create their signature story after completing this step.

3. **Cross-Pollinate.** Seek out intrigue-inducing and fear-inducing people and places in order to broaden your networks. Develop relationships with people from different backgrounds, mix different thoughts, ideas, insights, questions, answers, and approaches from your network. Readers will be able to ask better questions, generate new ideas, and arrive at solutions that could otherwise be missed.

4. **Find Uncommon Commonalities.** In order to connect and ethically persuade others, start by actively searching for and finding *uncommon* things loved and hated in common. This step is a connection tool that develops your curiosity in others, and encourages others' curiosity in you. Readers will learn that being interested makes you interesting.

5. **BLAST: Blunder, Learn, Accumulate, Successes & Try (again).** This final step reframes failure as something to be curious about and learn from. Readers will learn to find hidden lessons and successes within failure.

Filled with exercises to help readers become more curious, Saltzman's book also includes practical curiosity hacks, encourages readers to embrace the power of being wrong, and to recognize the difference between change and beneficial change. Saltzman provides the tools for readers to reject thoughtless acceptance and become strategically curious in order to figure out who they are, what they value, and how to take inspired action. *Living Curiously* is the first book to show readers exactly how to cultivate and use their curiosity strategically. It helps readers design and create a fulfilling and adventurous life—for themselves, for their friends and family, for the customers they work with—in order to accomplish remarkable things.

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About the Author

Becki Saltzman is a Chief Curiosity Seeker and Assumption Buster. Saltzman earned her Bachelors and Masters Degrees in Psychology and Behavioral Science from Washington University in St. Louis. She has spent two decades studying curiosity and the role it plays in problem solving, insight, adventure, sales, and ideal lifestyle design. Her previous book is *Arousing the Buy Curious: Real Estate Pillow Talk for Patrons and Professionals*. She lives in Portland, Oregon. Find more information about Saltzman at www.BeckiSaltzman.com

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