

OBJECTIVES

What do I need the student to do? What's an ideal outcome?

- 1.
- 2.
- 3.

QUESTIONS

Context Questions: What facts do I need to know about this student or family?

- 1.
- 2.
- 3.

Problem Questions: What problems might this student/family have that my institution can solve?

- 1.
- 2.
- 3.

Impact Questions: what might the concrete impact of these problems be on the student/family?

- 1.
- 2.
- 3.

Value Questions: What are some of the potential benefits the student/family could see in my institution?

- 1.
- 2.
- 3.

REMINDERS

- Stop talking & write it down