

## DIRECTIVE STATEMENTS™ (*non-question questions*)

- ◆ Person A: Share one idea or concern on your mind today.  
(*professional/personal*)
- ◆ Person B: Tell *Person A* what you heard. **THEN**,  
ask a *non-question question* to learn more.
- ◆ Person A: Share a little more detail.
- ◆ Person B: Appreciate Person A's perspective
- ◆ Person A: **Thank Person B for asking or listening!**

### Switch Roles

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- ◆ Tell me ... \_\_\_\_\_
  - ◆ Help me see ... \_\_\_\_\_
  - ◆ Walk me through ... \_\_\_\_\_
  - ◆ Paint the picture of ... \_\_\_\_\_
  - ◆ Define for me ... \_\_\_\_\_
  - ◆ Share with me ... \_\_\_\_\_
  - ◆ Guide me through ... \_\_\_\_\_
  - ◆ Describe ... \_\_\_\_\_
  - ◆ Explain ... \_\_\_\_\_
  - ◆ Point out ... \_\_\_\_\_
  - ◆ Elaborate ... \_\_\_\_\_
  - ◆ Clarify ... \_\_\_\_\_
  - ◆ Outline ... \_\_\_\_\_
  - ◆ Correct ... \_\_\_\_\_
  - ◆ or: Expand for me ... Summarize for me ... Educate me ... List ... Detail ... MORE.