

# Turn Questions into Reflections

*Take these as questions that you want to ask, but you are not allowed to actually ask the question – it has to be turned into a strategic reflection. Think about what you are trying to assess with the question, and reframe it as a thought the participant may be having.*

1. Don't you want to honor the wishes of the registered donor?

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2. Why can't you delay withdrawing the support until we complete our process?

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3. How are we supposed to do our job if your team is not engaged in the process?

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4. Is this something you are willing to try?

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5. Do you understand that this process is something she specifically requested?

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6. What seems unreasonable about what we are asking?

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7. Why is it hard to just follow through on what they already weighed out and decided?

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8. What has changed between earlier this week and today?

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9. Can you see why it is our responsibility to talk with a potential donor, and not yours?

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10. How do you not have time to do what you are legally required to do?

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