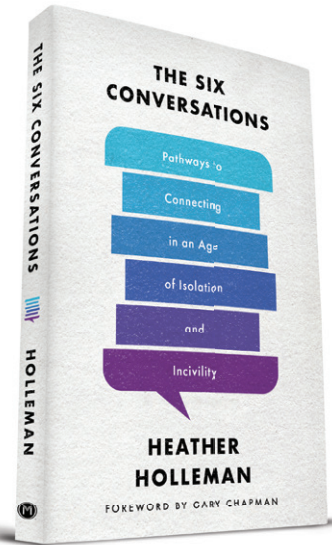


# BEYOND THE FIRST QUESTION

*The Six Conversations* isn't just about finding a good first question to ask; it's more importantly also about *where to go next* in a conversation to create warm, meaningful connections. Once you revise a cliché question (sports, weather), you can then use any one of the conversation pathways to enter a richer conversation. Remember to develop the **4 Mindsets** as you converse: **be curious, believe the best, express concern, and share your life.** Then, consider the **3 Fresh Goals of Conversation:** to encourage, to help others grow, and to marvel.



OLD QUESTION	TRY THIS INSTEAD	WHY?	THEN WHAT?
How are you?	What's good today? What's hard today?	The weak verb "are" doesn't give enough of a clear prompt for a meaningful answer.	<p><b>Social:</b> Who else was there? Who else have you shared this with?</p> <p><b>Emotional:</b> Did that bring up any surprising emotions for you?</p> <p><b>Physical:</b> Was that hard for your body? Where did you feel that in your body? Where were you?</p> <p><b>Cognitive:</b> What have you been thinking about now? What did that make you think about?</p> <p><b>Volitional:</b> What did you choose to do?</p> <p><b>Spiritual:</b> Did this make you think differently about God? Was this a spiritual experience for you?</p>
Where did you get that dress?	What's the <i>story</i> behind that great dress?	People love narrative. When you ask them to tell you the story, they'll open up.	<p><b>Social:</b> Who else was there?</p> <p><b>Emotional:</b> Do you feel differently when you wear that?</p> <p><b>Physical:</b> Where do you like to find clothing?</p> <p><b>Cognitive:</b> Do you think people act differently in different kinds of clothes?</p> <p><b>Volitional:</b> How did you decide to buy it?</p> <p><b>Spiritual:</b> Have you ever prayed for God to provide clothing for you? I have! Let me tell you. . .</p>
Can you believe this weather?	Are you a winter person?	You'll see what kind of conversational pathway this person enjoys. Will they share about people they spend time with, their emotions, their bodies, their thoughts, their decisions, or their spiritual life?	<p><b>Social:</b> Who do like to spend time with in this kind of weather?</p> <p><b>Emotional:</b> Do you feel differently in this season?</p> <p><b>Physical:</b> Is this weather hard on your body? What does it do to your house or garden?</p> <p><b>Cognitive:</b> What does this season remind you of or make you think about?</p> <p><b>Volitional:</b> How did you decide to do that?</p> <p><b>Spiritual:</b> Do you feel more connected to God in this kind of weather?</p>

Did you see that game?	Who did you go to the game with?	Asking a social question often helps people open up about their experiences.	<p><b>Social:</b> Who else do you tailgate with?</p> <p><b>Emotional:</b> Did you have a hard time controlling your emotions during that last play?</p> <p><b>Physical:</b> Do you like to watch in the stadium or at home on your couch?</p> <p><b>Cognitive:</b> What do you think about the new coach?</p> <p><b>Volitional:</b> How did you decide to get season tickets?</p> <p><b>Spiritual:</b> Do you find yourself praying for the out-come of the game?</p>
How was your trip?	Did anything <i>surprise</i> you about your trip?	Asking a question with a stronger verb (surprised, confused, challenged, inspired) will get a quicker and more meaningful answer.	<p><b>Social:</b> Who else did you see?</p> <p><b>Emotional:</b> Do you ever get travel anxiety, or do you love to travel?</p> <p><b>Physical:</b> Is travel hard on your body? What was the plane or hotel like? Tell me about the space.</p> <p><b>Cognitive:</b> What did you think about?</p> <p><b>Volitional:</b> How did you decide to take that trip?</p> <p><b>Spiritual:</b> Do you have any special spiritual routines when you travel?</p>

## CHALLENGING SITUATIONS:

- A reserved person:** On a scale of 1-10, how was you day? Whatever they answer say, “What would have had to happen to make it a 10?” (from Georgie Nightingall of *Trigger Conversations*)
- A grieving or hurting person:** What is hard today? Then move down the pathways of connection to see what the person seems to want to talk more about.

  - Who else are you sharing your feelings with? Social
  - What other feelings go with that? Emotional
  - How does this show up in your body? Physical
  - How do you make sense of this emotion? Cognitive
  - What do you do when you feel this way? Volitional
  - How does it feel spiritually to be in that emotion? Spiritual
- A person expressing a different political opinion:**

  - Who is your favorite person to talk politics with and why? Social
  - How is this making you feel? Emotional
  - How does your body handle this stress? Physical
  - How do you make sense of what’s happening politically? Cognitive
  - How did you form that opinion? What’s the story? Volitional
  - Do you think this is a spiritual issue? Spiritual
- Someone who won’t stop complaining.**

  - Who else do you like to vent to? Social
  - How did that situation make you feel? Emotional
  - How does your body handle this stress? Physical
  - How do you make sense of what’s happening? Cognitive
  - What is your next step or what choices do you have? Volitional
  - Do you think this is a spiritual issue? Spiritual