

WHAT TO DO INSTEAD OF USING LOGIC, EVIDENCE, OR REASON

INSTEAD OF LOGIC...

1. Listen to understand what they believe is true.
2. Ask simple (few words) questions to better understand.
3. Give them an answer to their concern that makes the most sense to them.

INSTEAD OF PRESENTING EVIDENCE...

1. Listen to and validate their feelings, even if they aren't based in your reality.
2. Don't try to "win" the conversation or try to convince them of something they don't already believe.
3. Give them an answer that makes the most sense to them or tell them "why not right now."

INSTEAD OF REASONING...

1. Let go of trying to convince them of what you believe & accept that they are going to believe what they believe no matter what.
2. Ask yourself, "If I believed that, what would motivate me?"