



HARD CONVERSATIONS

Honesty is often avoided out of fear of hurting another person's feelings. However, the cost of not being honest can result in pent up aggression, resentment, hostility or passive aggression as our needs are not met. Having a structure will help you articulate yourself functionally and assertively whilst minding the other person's needs and demonstrating your values.

- 1.ASK Do you have time/space for a (adjective) conversation?
- 2.SET-UP I want to tell you something...
- 3. EXPLAIN I haven't told you yet because I'm afraid...
- 4. SUGGEST What I'd like to happen is...
- 5.TELL What I want to say is...
- 6.THANK Thank you for...listening/being patient/compassionate...
- 7.RE-VALUE I really appreciate/value...
- 1.ASK It's important you consider the other person's needs & emotional state, not only to have the best possible outcome, but also as a courtesy to them. Nobody appreciates emotional dumping when they are already tired/stressed. Check in and ask for consent.
- 2.SET-UP Allow the listener the space to get present and tune in for this conversation. You know what you want to say but they don't.
- 3.EXPLAIN This step is crucial. By being vulnerable and explaining your fears you set the tone for honesty and transparency. It also increases empathy and compassion in your listener and minimises conflict and judgment.
- 4.SUGGEST Stating a desired outcome keeps the conversation directed, contained and goal oriented.
- 5.TELL Now that you have a safe container, it's time to get the thing off your chest.
- 6.THANK This acknowledges your listener and demonstrates kindness and respect.
- 7.RE-VALUE This re-strengthens the relationship which is vital after a fracture or strain. It also demonstrates humility and gratitude.