

3.6 Building Relationships: Fact Finding

Questions to consider:

How do you feel when someone asks you about your interests?

How does having something in common with a friend or coworker strengthen your relationship? _____

Why is fact finding important?

By asking specific questions and following up on those same subjects, it shows parents that you are listening to them. Gathering facts is also a way to learn more about him/her and make a connection with that parent.

Example:

Hi _____. I see you are wearing a Bengals hat. Are you a fan? Do you ever get to a game? What do you think their chances are for this year?

Connection: I am a diehard Bengals fan – hoping this is their year!

Hi _____ how was your day today? You know I never asked, but what kind of work do you do? Do you like your job?

Follow-up: How was work today?

Fact Finding Ideas:

- Something you observe – dress, hairstyle, accessories
- Employment/work
- Interests/leisure activities

Putting it to practice

Think of a parent you feel you have trouble connecting with. Talk to them this week and learn something new about them.

Write down what you learned and how you are going to follow-up with this parent.

LITTLE FACTS WE LEARN CAN HELP US TO BETTER UNDERSTAND AND CONNECT WITH A PARENT.

Steps:

1. Greet parent by name.
2. Mention to the parent something you have noticed or ask a question about an interest of the parent.
3. Show you were listening by sharing something similar about yourself or follow-up later.

The Outcome:

1. Parents perceive you as friendly and approachable.
2. Parents see that you are interested in them.
3. Parents connect with you on an individual level.
4. You open the opportunity for parents to share information or ask questions.
5. You learn facts about a parent that may help you make connections between parents.