

Summary of Lesson 4: Share Stories

Key Takeaway:

Next time you're in a tough conversation, *focus on the why*. Instead of just stating your view (*the what*), share the story behind it.

Insight 1: The Power of Storytelling

Why Stories?

1. Stories inspire empathy and trigger our intuitive minds.
2. Stories deepen understanding of where people are coming from.
3. Stories connect people, while facts can make them shut down and get defensive.



One simple yet powerful question can take you from the “**what**” to the “**why**:”

“Can you share how your experiences have led you to hold your beliefs?”

Insight 2: HIT Stories



A story that deepens understanding and connection should be a **HIT**:

- **Honest**
- **Important**
- **To the Point**

You don't need to have firsthand experience to share a personal story about why you care.

Insight 3: Responding to Stories

Step 1: Acknowledge the story and show appreciation.

- “I appreciate you being open about that.”
- “That sounds really important to you—I hear you.”

Step 2: Ask questions to dig deeper.

- “Can you tell me more about how that experience shaped your view on...?”
- “Have you ever thought about it from another angle, like...?”

