

## Simple Guideline – Inviting growth

**Ask an Open Question that can be answered with D.A.R.N.**

**Desire:** what do you want, like, wish, hope, why might you like to make this change?

**Ability:** what is possible, if you did decide to make this change, how would you do it?

**Reasons:** why would you make the change, what would be some specific benefits?

**Need:** how important is this change?

### Noticing the Weeds

Why don't you want to \_\_\_\_\_?

Why can't you \_\_\_\_\_?

Why haven't you \_\_\_\_\_?

Why do you need to \_\_\_\_\_?

Why don't you \_\_\_\_\_?