<table>
<thead>
<tr>
<th>Steps</th>
<th>Key Stance</th>
<th>Sounds like…</th>
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</table>
| 1. Open. | Mature Empathy | **Open with a warm, connecting question.**  
- “Hey how are you doing?”  
- “I’ve noticed that… Can you tell me a little bit about that?” |
| 2. Frame. | Orientation to Vision | **Set a clear intention.**  
- “I’m glad we found time to meet. In this time, I am hoping to…”  
- “I want us to keep an eye on…” (our school vision, parent engagement goals, student learning plan, etc.).  
- “What are your goals or hopes for this conversation?” |
| 3. Prime. | Affirmation | **Positively prime the brain for learning.**  
- “Let’s start with a celebration. Tell me about a recent success with your child…”  
- “Yes! I also wanted to celebrate the fact that …” (be specific here: precise praise). |
| 4. Probe. | Reflective Inquiry | **Tap into the parent’s thoughts first.**  
- “So tell me, what are your major concerns?”  
- “What’s a specific question or need you’re holding today?” |
| 5. Focus. | Reflective Inquiry | **Model a focus on support.**  
- “How can I understand more about what’s happening for… (your child, your family, etc.)?”  
- “What should I/we understand about (your child, your culture, your community) to be of better service?”  
- “What other data do we need to better understand your child?”  
- “How does he/she learn best?”  
- “What types of supports are most effective?” |
| 6. Prepare. | Bias Toward Action | **Identify an actionable next step.**  
- “What’s one next step we can take here?”  
- “What’s one move you can make at home to support your child around the issues we’ve discussed?”  
- “When should we check in again to see how things are progressing?” |
| 7. Close | Mature Empathy/Affirmation | **Assess the conversation through verbal and nonverbal cues.**  
- “How did this conversation feel for you?”  
- “Do you have any feedback for me on the conversation?” |
### Six Stances Planning Tool

**Case Study Parent:** ____________________________ (Consider: why this person?)

I. **Goal-setting:** *What’s my goal for this conversation?*

III. **Plan:** *What’s my plan (knowing that it may shift in real time)?*

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