

# Structuring an Opening Statement



(from Susan Scott: Fierce Conversations)

<b>N</b> (Name the issue)	
<b>E</b> (Example)	
<b>F</b> (your Feelings)	
<b>I</b> (Important; what's <i>at stake</i> )	
<b>A</b> (Accept your part)	
<b>R</b> (Resolve)	
<b>T</b> (They respond)	

Notes: