



RESPONDING TO “THE ENDOWMENT QUESTION”

Plus Delta
PARTNERS

<p><u>Acknowledge</u></p> <ul style="list-style-type: none">• <i>Ask questions</i>• <i>Listen</i>• <i>Seek to understand</i>	<p><i>“You think/feel/believe....Do I have that right?”</i> <i>“We hear that from time to time”</i></p>
<p><u>Educate</u> (Don’t debate!)</p> <ul style="list-style-type: none">• <i>Stay calm</i>• <i>Reserve judgement</i>• <i>Share what you know and believe</i>	<p><i>“Many people don’t realize....”</i></p>
<p><u>Offer an example</u> of someone who has felt similarly but decided to give anyway</p> <ul style="list-style-type: none">• <i>What were their motivations or rationale?</i>	
<p><u>Ask a question</u> to spark conversation</p>	<p><i>“Given our conversation, are you open to considering a gift to Yale?”</i></p>

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