# RESPONDING TO “THE ENDOWMENT QUESTION”

## Acknowledge
- Ask questions
- Listen
- Seek to understand

“You think/feel/believe….Do I have that right?”
“We hear that from time to time”

## Educate (Don’t debate!)
- Stay calm
- Reserve judgement
- Share what you know and believe

“Many people don’t realize….”

## Offer an example of someone who has felt similarly but decided to give anyway
- What were their motivations or rationale?

## Ask a question to spark conversation
“Given our conversation, are you open to considering a gift to Yale?”