



### What does this person **FEEL**?

- Where do their values come from?
- What's important/meaningful for them?



### What does this person **HEAR**?

- What is their "background music?"
- What pressures do they face?



### What does this person **SEE**?

- Are their experiences in similar or different settings from yours?



### What does this person **DO**?

- What are their talents?
- Where do they add value?