



### SESSION 3

### Examples of Questions to Help Determine if an Outside Professional is the Right Fit

*Does the individual, group or firm:*

- 1. Seem to have a solid understanding and working knowledge of religious institutes?
- 2. Appear to listen to everyone, not just the individual in the institute who is perceived to be “in charge”?
- 3. Seem to be more spontaneous than scripted?
- 4. Appear to be willing to sometimes say, “I don’t know”?
- 5. Tend to focus more on the questions that need to be asked rather than providing answers?
- 6. Know when to be deferential and when not to be?
- 7. Come across as likeable on an interpersonal level?
- 8. Closely follow, understand and engage easily in conversations that unfold naturally in group settings and pick up the essential points from these conversations?
- 9. Have experience directly or closely related to the institute’s needs?
- 10. Have the capacity to sometimes make you laugh?

