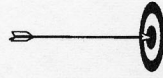


BRIDGING THE GAP

Clear Question
Direct Answer



“Yes, because...”

Key Word



“The problem is...”

Mirror



“The opposite is true.”

Bridge



“Another approach is...”

Parallel
Construction



“My main concern is...”

Small
Concession



“It is also true that...”

Cherry Pick



“The most important
point you raise is...”

Refocus



“The real issue is...”

Telescope



“The big picture is...”

Microscope



“One example is...”

Flagging



“I want you
to remember...”