

## **Session 4: Project Selection: Keys to Success Role Playing Background**

### **Conservation Commissioner:**

Why are you interested in this property?

Based on what you know about this landowner, what might motivate him/her to conserve the property?

Do you have information that could influence the landowner's choice?

What can you learn through your interaction with this landowner?

What next steps are necessary?

### **Landowner:**

You love your property and like the town the way it is. So why not conserve your land?

Are you comfortable discussing these issues with your children? neighbors? Land trust staff? Do you have a legal or financial advisor?

What information will help you? What information/actions will influence you?

## ROLE PLAY #1

A asks B

### Roles

A Commissioner: You want to encourage this landowner to consider conserving his/her property.

B Landowner: You own 100+ acres and a comfortable home where you have lived for 30+ years. You are a widow/widower with no children living in the immediate area. You are a Trustee of the Library and a volunteer for Meals on Wheels.

### Role Play

Skills: Rapport, Inform, Listen, Involve, Ask, Close.

5 min.

A solicits B

### Feedback

Guidelines:

Be specific rather than general.

Describe how his/her behavior affected you.

Avoid evaluating his/her behavior.

Focus on his/her learning, what would be helpful.

2 min.

B Give feedback to A

## ROLE PLAY #2

A asks B

<b>Roles</b>	A	Commissioner: You want to encourage this landowner to consider conserving his/her property.
	B	Landowner: You recently moved from xxx, a rapidly growing suburb in southern New England. You built a new home and are now ready to "settle in" to the community. The 225 acres you purchased is immediately adjacent to the Town Forest.
<b>Role Play</b>		Skills: Rapport, Inform, Listen, Involve, Ask, Close.
5 min.		A solicits B
<b>Feedback</b>		Guidelines: Be specific rather than general. Describe how his/her behavior affected you. Avoid evaluating his/her behavior. Focus on his/her learning, what would be helpful.
2 min.	B	give feedback to A