

BREAKOUT ROOM OPEN ENDED  
QUESTIONS/COMMANDS

YOU ARE A PROFESSIONAL MEETING WITH A RESISTANT  
CLIENT WHO DOES NOT WANT TO CREATE A BUDGET

*Do not offer advice*  
*Do not try to fix anything*  
*Do not try to persuade the client*

## Ask Open Ended Questions

- *And what else (**AWE**)*
- *What is the biggest challenge here for you?*

## Curious Commands

- *Describe a time when...*
- *Help me to understand how...*
- *Talk some more about...*
- *Explain what is happening for you when...*

## Reflect

- How did the client respond to you?
- Did you notice more resistance or more cooperation?