

You are the Client

BREAKOUT ROOM SKILL PRACTICE #1

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

"I am feeling very mixed up. I don't understand why I have to make a budget when you all have the financial information. I feel like this is such a waste of my time. After all, I hired you and the professional team to do this. You don't seem to realize that I have other things on my plate and to add a budget for me and the kids before the next meeting is ridiculous."

Your Job is to be Resistant

- Your job is to **push back** whenever the "professional" begins to offer advice and tries to convince or persuade you with his/her ideas of why a budget is important.
- Continue to add reasons why you cannot imagine doing a budget and why you think it is "ridiculous" and a waste of time.
- Convince the professional that if it so so important, that he or she may want to do it for you... *"but, leave me out if it"*

Reflect

- How did the professional respond to your resistance?
- How might this help or hinder the client's experience in the collaborative process?