

Dr. Deb Gilman

You are the Professional

BREAKOUT ROOM SKILL PRACTICE #1

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

Your task is to try as hard as you can to convince and persuade the client to complete a budget for the next meeting.

You are not trying to be empathetic - you are trying to get the client to see the point of the budget for the process to continue.

Your Job is to be Convincing

- Explain WHY the budgets are important in the collaborative process
- Give at least 3 benefits that would result from the client completing a budget for him/herself and the children
- Tell the client HOW they could easily make a budget
- Emphasize the negative consequences that could occur if they do not create a budget (e.g., slows the process, makes it hard to meet their interests, etc)
- Tell the client that they must do it. This is part of the process they signed up for

Reflect

- How did the client respond to you?
- How did you feel when the client resisted your efforts?