

What's at Risk

Note that under each key step below, we have listed many different ways to ask the question or initiate the step. We seldom use all of these ways at one time. Pick one or two, until the participant understands your meaning.

1. Ask "What do you want here?"

2. Acknowledge the resistance and ask "What's at Risk?"

"So, it looks like there's something going on here..."

"What's at Risk for you to "

"What might it cost you if you succeed in doing this?"

"If you get what you want here, what will you have to give up?"

"What do you get out of having it the way it has been in your life?"

"What's the payoff you have been collecting for keeping this pattern in your life?"

"How has this pattern served you in the past?"

3. Ask about how they have their life set up, using their words and a double negative. (Widen the risk where you can).

"So, it sounds like you've got your life set up so that you **DON'T** take (that opportunity from step 1) so that you **DON'T** have to take (that risk from step 2), right?"

4. Honor the Risk Manager (get more information if necessary):

"What do you think might have happened to you if you had continued to pursue that want (from step 1) in your family?"

"I'm sure that when you made that decision it was the only decision you could have made."

"Little children don't have much choice in this kind of decision."

"When you made this decision, it was probably a good one. It got you here. It got you this far, right?"

"I'll bet there have been times in your life when you could not have withstood another instance of (that risk from step 2), is that right?"

5. Then ask them how that choice is working right now, using a "NOT" and a "KEEP."

"How is that decision working for you right now? Does **NOT** taking (that opportunity from step 1) **KEEP** you from taking (that risk from step 2)?"

"Is there a way that the risk is happening anyway?"

"Is that decision helping you get what you want in this process?"

"What's at Risk if you **DON'T** take (that opportunity from step 1)?"

6a. If they say that it is not working in some way, ask if they are willing to take the risk.

"So, are you willing to take that risk, knowing that in order for you to have (that opportunity from step 1), you must take (that risk from step 2)?"

"Remember, that it is only a risk, it won't necessarily happen."

"So, are you willing to take this risk today? You might not be, and we have other ways to go if you don't want to take this risk."

6b. If they say it is working for them, you can to reply by saying:

"Maybe that is a risk you aren't willing to take today."

Then, if there is no Risk Manager on the carpet, get one out.

"It sounds like there may be a part of you for whom it is hard to take this risk...."

If there is a Risk Manager on the carpet, switch them into it, and:

- see if they are willing to take the risk with the Risk Manager monitoring, or
- look for another risk they are willing to take, or
- ask them again about what they want to have happen in the process.