

# Getting Support from Others


## CONVERSATION ROADMAP

Use these steps to walk your prospect through the conversation BEFORE they have it with a partner or spouse, so they can use their energy to get the support they need.

Step

1


Make YOUR decision. If you are a YES then proceed to Step 2. (If you're a NO, then there's no need to move forward.)



Step

2

Establish WHEN you'll talk to the person. While you can't always pick the "perfect" time, you can pick a "not terrible" time with a bit of thought.



Step

3

Manage your energy on your approach. The person you're speaking to will pick up your vibes. Going in with confidence will help them rise to meet you. Going in with hesitation might drive them into a "protective mode" unwittingly.

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### Step 4

Know how much information they need to hear. Do they need ALL the details? Or should you just hit the highlights? Be prepared with the essential info so you don't have to guess (or interrupt the flow of the conversation to "go look things up.")



### Step 5

Ask them for support. It might sound like, "I know this will be a stretch for me, but I'm confident that this is my next right step. Can you support me as I say yes to this opportunity for growth?"



### Step 6

Realize that the person might need to step away and process the information. Be open to continuing the conversation once they've digested what you've shared.