

### **7 Questions to ask a prospect before starting the Steps:**

Considerations to ask the group at the end of the Friday evening session (after Step 1):

Take these questions into meditation between the time we end Friday's session and when we come back at 9am Saturday morning.

1. *Do you want to live?*
2. *Do you want to quit drinking for good?*
3. *Can you quit drinking on your own power?*
4. *Can you absolutely rely on what the people in the Big Book say about themselves and the experience you can have?*
5. *Do you believe to show other alcoholics precisely how we have recovered is the main purpose of this book?*
6. *Do you want what we have (p. 58) and are you willing to go to any lengths to get it (p. 76)?*
7. *With you, is to drink to die? (p. 66)*

These questions can be asked sometime during the first and second visit of a 12-step call, when "qualifying" a prospect before starting the work in the Big Book. (Note: at the end of the initial 12-step call, you have given the prospect the Big Book to read.) Ask the prospect each question, one at a time, and wait for his/her response. If the answer to any of the above questions is no then we cannot ask the next question and we cannot go any further.

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Please God, come between me and the drink before the drink comes between me and You.

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Why do you want to go through the Steps again?

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When I told my sponsor that I was having trouble working the Steps, she suggested that there were eight words I could add before each Step:

"What have you got to lose if you..."

or six words I could add after each Step

"...or else I'm going to die."

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Is there anything you haven't tried yet that you think may work to solve/fix your problem/addiction? If there is, please have at it. If not, let's consider doing all it says to do in the Twelve Steps out of the Big Book.

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A newer member of AA decided she didn't need to go to any more meetings. After a few weeks, her sponsor decided to visit her. It was a chill evening and the sponsor found the sponsee at home alone, sitting before a blazing fire. Guessing the reason for her sponsor's visit, the sponsee welcomed her, led her to a big chair near the fireplace and waited.

Her sponsor made herself comfortable, but said nothing. In the grave silence, she contemplated the play of the flames around the burning logs. After some minutes, the sponsor took the firetongs, carefully picked up a brightly burning ember and placed it to one side of the hearth all alone. Then she sat back in her chair, still silent.

The sponsee watched all this in quiet fascination. As the one lone ember's flame diminished, there was a momentary glow and then its fire was no more. So it was cold and "dead as a doornail." Not a word had been spoken since the initial greeting. Just before the sponsor was ready to leave, she picked up the cold, dead ember and placed it back in the middle of the fire. Immediately it began to glow once more with the light and warmth of the burning coals around it. As the sponsor reached the door to leave, the sponsee said, "Thank you so much for your visit and especially for the fiery sermon. I'll see you at the meeting in the morning."

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