

**Diagram of “*Chapter 7* WORKING WITH OTHERS”
from the Big Book, or basic text, of Alcoholics Anonymous
(to which page numbers are referred)**

Note on the attached diagram:

- The diagram lays out (very nearly verbatim) the initial instructions for working with a new prospect as described in the Big Book in Chapter 7 and covers pages 89-96, from trying to find a prospect up to the second visit.
- The boxes are color coded to reflect what I think are the phases described in the instructions for working with a new prospect :
 - o getting the prospect in your sights
 - o the first visit and talking about drinking
 - o focusing on the hopeless feature
 - o describing the 12 steps
 - o the close/setting up the second visit
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