

PURPOSE OF THIS GUIDE

This guide supports Early-Stage readiness conversations with clients beginning to wonder:

- Will Public Benefits sustain me/my family long term?*
- Do I have other possibilities that could support financial stability?*
- What might the next step look like?*

HOW TO USE THIS GUIDE

This guide is NOT about pushing change. It is about exploring possibilities, perspectives, and personal agency in a safe, non-judgmental way.

How to use this Guide:

- Choose 1-2 of the 7 sections to explore in each conversation.*
- Use Open-Ended Questions to invite your client to reflect.*
- Allow for Silence and Follow Ups.*
- Affirm Strengths and Insights.*
- Close with a Small, Client-selected Next Step.*

COACHING TIPS FOR VISIONING

- Stay Neutral and Curious.*
- Avoid emphasizing Work Requirements or Abrupt Changes.*
- Normalize Fears and Mixed Feelings.*
- Highlight Strengths and Past Successes.*
- And, Keep the conversation Client-led.*

1- OPENING EXPLORATION

- *What's been on your mind lately regarding benefits and finances?*
- *What made you curious about exploring possibilities right now?*
- *What feels unclear or confusing?*
- *What would you like to understand better?*

5- VALUES & MOTIVATION

- *What matters most to you when you think about L/T stability?*
- *What do you want life to be in 1-2 years?*
- *What kind of role do you want to play in shaping your future?*
- *What brings you energy and purpose?*

2- UNDERSTAND CURRENT PICTURE

- *What's working well right now?*
- *What part of your current situation feels hard or less sustainable?*
- *What future concerns do you have?*
- *How does relying upon benefits feel for you emotionally and/or practically?*

6- READINESS CHECK

- *On a scale of 1-10, how open are you to new options?*
- *What would make you FEEL ready?*
- *What kind of support would be helpful?*
- *Is there one small next step you'd be comfortable taking?*

3- POSSIBILITY THINKING

- *What would life look like if things were going even a little bit better?*
- *If nothing was off the table, what would you move toward?*
- *What strengths do you already have?*
- *Name one thing you're curious to try.*

7- CLOSING THE CONVERSATION

- *What's one insight you've absorbed today?*
- *What FEELS more clear now?*
- *Would you like to revisit any of these ideas next time?*
- *What's one small thing you'd like to THINK about before our next conversation?*

4- EXPLORE FEARS & BARRIERS

- *What worries you most about change?*
- *What's hardest about imagining change?*
- *What would make exploring possibilities feel safer?*
- *What info do you wish you had to make a decision?*

MY OWN QUESTIONS