

ACHIEVING A VALUED ROLE: SUPPORTS

Selecting a Resource

Support: _____

Potential Resources

Desired Characteristics				

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Listing and Describing a Critical Support

Explicitly required Support:

Support Description:

What:

When:

How Measured:

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Preparing to Clarify the Need

Support:

Objective:

Selected Resource:

Reasons Selected:

Recipient/Practitioner Actions to Assure Successful Use of Resource:

Points to Appeal to Resource's Perspective:

Recipient/Practitioner Roles in Referral:

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Preparing to Negotiate with the Resource

Selected Resource:

Barrier(s): (*Resources, Skills, Knowledge, Emotional*)

Shared Interest:

Conflicting Interests:

Possible Solution(s):

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Preparing to Market the Person

Selected Resource:

Characteristics Desired by Resource:

Recipient Assets to Emphasize:

Possible Objection to Providing the Support:

Points to Counter Possible Objection:
