

Advice from Chapter Seven ("Working With Others")

& Chapter 10 ("To Employers")

On How to Approach & Sponsor A Prospect

- Find out all you can about the newcomer 90:1
- Don't deal with him when he is **very** drunk 90:3
- Never force yourself on him 90:4
- Place the Big Book where he can see it 90:4
- Advise the family to avoid hysterical pleas, nor should they tell your story 90:4
- Can you discard the feeling that you are dealing only with habit, with stubbornness, or a weak will? If this presents difficulty, re-reading chapters two and three, where the alcoholic sickness is discussed at length might be worthwhile 140:1

- Tell him about your own drinking habits, symptoms and experiences 91:3
- Encourage him to speak of his drinking 91:3
- Do not yet tell him what you did to recover 91:3
- Be careful not to moralize or lecture 91:3
- Next he can be assured that you do not intend to lecture, moralize, or condemn.... At this point, it might be well to explain alcoholism, the illness. 142:1
- Describe yourself as an alcoholic 91:4

- Tell him about your struggles to stop drinking 92:0
- Show him - *from your own experiences* - of the mental twists which lead to the first drink, thereby preventing the normal functioning of the will power. 92:0
- Don't initially refer to the Big Book. 92:1
- Be careful not to brand him as an alcoholic. Let him draw his own conclusion. 92:1
- If he thinks he can still control his drinking, tell him that that is possible if he is not too alcoholic, but if he is, there is little chance he can recover by himself. 92:1
- Speak of alcoholism as an illness. 92:2
- Tell him about the conditions of the mind (mental obsession) and of the body (physical allergy) that characterize the disease. 92:2
- Remember to focus mainly on *your* personal experience. 92:2
- Do not be afraid to talk of the hopelessness of alcoholism – because you offer a solution. 92:2

- Let him ask you how you got well. 93:0
- After satisfying yourself that your man wants to recover and that he will go to any extreme to do so, you may suggest a definite course of action. 142:4
- Tell him exactly what happened to you – stressing the spiritual feature freely. 93:0
- Make it clear that he does not have to agree with your concept of God. 93:0

- Tell him he is free to choose any conception (of God) he likes. The main thing is that he be willing to believe that there is a Power greater than himself – and that he try to live by spiritual principles. 93:0
 - Use everyday language to describe the spiritual principles you live by. 93:1
 - Let him see that you are not there to instruct him in religion. 93:2
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- Outline the program of action. 94:0
 - Make it clear that he is under no obligation to see you again if he doesn't want to. 94:1
 - *Disturb* him about the true nature of the disease. The more hopeless he feels, the better – as that might make him more willing to follow suggestions. 94:1
 - If he gives reasons why he need not follow all of the program - do not contradict his defensive views. 94:2
 - Tell him you once felt as he does, but you doubt you would have made much progress had you not taken action 94:2
 - Tell him about the *fellowship* and offer him a new Big Book 94:2 (Do not lend him your copy although the Book suggests you do so, as you will need it to work with others)
 - When the man is presented with this volume it is best that no one tell him he must abide by its suggestions. The man must decide for himself. 144:2
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- Give him a chance to think it over. 95:1
 - Do not talk down to him. 95:1
 - Show him how the steps (“spiritual tools”) worked for you. 95:1
 - Offer him friendship and fellowship. 95:1
 - Tell him if he wants to get well, you will do anything to help. 95:1
 - Do not act as his banker or his nurse (or limo driver, marital advisor, etc. - we can only carry the message, not the drunk) 95:2
 - Do not push or prod – if he is to find God, the desire must come from within. 95:3
 - If he thinks he can “do the job” another way, encourage him to follow his own conscience. 95:3
 - Remember, we have no monopoly on God; we merely have an approach that worked for us. 95:4
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- Do not be discouraged if your prospect does not respond *at once*. 96:1
 - If he is not responsive, search out another alcoholic desperate enough to accept *with eagerness* what you have to offer. 96:1
 - Do not waste time chasing a man who cannot or will not work with you. Spending too much time on any one situation is to deny some other alcoholic an opportunity to recover. 96:1
 - On the *second visit*, and he is ready to go through the Twelve Steps, offer to give him practical advice on how to do so. 96:2
 - Use discretion and get your family's approval when taking him into your home (or giving him money). 96:3

- Even if he doesn't want the Program, offer it to his family (also, Al-Anon, Al-Ateen). 97:3
- Assure him that if he craves for money, shelter, relationships, etc. *before* conquering alcohol, that he is on the wrong track. 98:0
- Seeing your attempt to understand and help, some men will try to take advantage of your kindness. If you are sure your man does not want to stop, he may as well be discharged, the sooner the better. You are not doing him a favor by keeping him on 141:1
- Make sure he understands that he can recover in spite of anyone (spouse, family, etc.). – he only needs to trust in God, clean house and work with others. 98:3
- The prospect must explain *his* "new path" to his family and apply the steps in his home. 98:3 He must avoid argument and fault finding at home. 98:3
- He should continue to demonstrate that he can be sober, considerate and helpful in the home, regardless of what anyone says or does. 99:1
- And, if he falls below this standard, he must repair the damage immediately. 99:1
- Remind him that "The greatest enemies of us alcoholics are resentment, jealousy, envy, frustration, and fear." 145:3
- If there be divorce or separation, there should be no undue haste to get back together. He must be sure of his recovery, and if their relationship is to be resumed, it must be on a better basis. When the time for returning to the home has come, it will be apparent to both parties. 99:2
- Assure him that he absolutely can recover even if he doesn't get his family back. 99:3 And, that his recovery does not depend upon people, but on his relationship with God. 99:3/100:0
- Walk day by day in the path of spiritual progress. (= apply the steps to your everyday life) 100:1
- Do not participate in family quarrels. 100:2 Point out that his defects of character are not going to disappear overnight. DEMONSTRATE that you have entered a period of spiritual growth. 100:2
- Assure him that remaining spiritually fit enables them to do all sorts of things alcoholics are not supposed to do. 100:4
- Tell him if he cannot resist the challenges and temptations of everyday life, that there is something the matter with his spiritual status. (= *not* applying the steps to his everyday life) 101:1
- When going into places where people are drinking, be sure to have a legitimate reason for being there. Ask oneself is there any good social, business or personal reason for going to there, or is it just to steal a little vicarious (second-hand/indirect) pleasure from the atmosphere? 101:4

- Be sure you are on solid spiritual ground (= working the steps on a daily basis) and that your motive in going is thoroughly good (see previous questions) before going into such a situation. Think of what you can bring to it, rather than what you may get out of it. And, if you are on shaky ground - don't go. Instead, you'd better go find another alcoholic to work with. 102:0
- Remember their *job* now is to be in a place where they may be of maximum helpfulness to others – to never hesitate to go anywhere *if they can be of service to others*. Remember, God will keep you unharmed if your motives are honest and good. 102:2
- Never show intolerance or hatred for drinking as an institution. That spirit might alienate some who need to hear our message, but will not. 103:1 We will be of little use if our attitude is one of bitterness or hostility. 103:2
- Remember, our problems were of our own making. We have stopped fighting everybody and everything – *we must* in order to remain in this Fourth Dimension of Existence. 103:3