

ELEMENTS OF PITCHING GROUP MEMBERSHIP

(Ragg, 2010, Garvin, 2011-2012)

Client Level Concerns (Tuning In)

- ___ Think through the likely concerns about entering group based on this client's history and problem (vulnerability, shame etc.)
- ___ Think through the likely concerns that each client might have about the other people who may be in the group (known people, new people, types of behavior etc.)
- ___ What community factors might elevate concerns (size, catchment, etc.)?

General Level Concerns (Tuning In)

- ___ What concerns can you expect with members with the types of problems evident in this group?
- ___ What concerns do most people have about entering groups?

Why Group (Thinking Through)?

- ___ How is group the intervention of choice for this type of concern (research, social nature, mutual aid etc.)?
- ___ What are the general benefits of group for clients?
- ___ How is group better than other treatment options for these clients?

Client Fit (Thinking Through)?

- ___ What will each specific client get out of the group?
- ___ What will each client bring to the group that will benefit other people in the group?
- ___ What specific experiences or traits of each client will make the group richer?

Formulating the Pitch (Preparation)

- ___ Address the general concerns.
- ___ Address the individual concerns.
- ___ Identify the potential benefits.
- ___ Identify important client contributions.

Identifying Disincentives (Preparation)

- ___ What additional might interfere with entering the group?
- ___ What supports are needed to make group successful (transportation, child care etc.)?