

## Mock Interview -- Doula and Client

A freshly trained doula having only attended one friend's birth is ready for her first client.

The client is interviewing several doulas and you are the first one. This is the first baby due in eight weeks.

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Doula: Hello, Abigail and Joe. My name is \_\_\_\_\_  
So why are you thinking of hiring a Doula?

Abigail: We have heard that having a Doula at our birth will help me have a natural birth.

Doula: So you desire to have a natural birth. What led you to that decision?

Joe: We believe that natural is best for the baby. Also, my wife is afraid of needles and a friend of ours had back pain along time after having used the epidural.

Doula: I understand. I would like to do is explain my role in regard to your choice for a natural birth. I will provide you with support and comfort measures that will guide you in coping during labor allowing you to avoid or put off the use of medications. I am confident that I can help you, however, you can always change your mind.

Couple: How much experience do you have and did you get special training to be a Doula?

Doula: I am just beginning my Doula practice. (Discuss your special skills... Why the family should hire you...)

Couple: What is your philosophy about birth?

Doula: (Explains her philosophy)

Couple: At what point would you join us in labor?

Doula: \_\_\_\_\_

Couple: Can you help us with our birth plan?

Doula: \_\_\_\_\_

Couple: Can we call you anytime?

Doula: (Explain the prenatal meetings you offer, and what you suggest as birth gets closer. Or how the family might reach you through your facebook page, etc.)

Couple: How do you ensure that you will be able to be at our birth? Do you have a back up? Can we meet your backup person?

Doula: \_\_\_\_\_

Doula: Any other questions? So I want to make sure you understand the services I provide, my fees, and when they are due. (Explain)

Doula: Is that clear, any questions about my fees and services.

Family: \_\_\_\_\_

Doula: Thank you for considering me to be a part of this special time in your lives. I am honored. If you could let me know your decision no later than... If I don't hear from you by then, I will assume you found a Doula that more suitably matches your needs. Talk with you soon.

Clients: Thank you for your time, and we will let you know what we decide.

**Notes:**

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