Sometimes my student will come to a session not ready to work. They may lay their head down on the table, perhaps pout a bit, and otherwise look disinterested. One thing that has worked for me is to just simply ignore the student. For example, if you have a book just start reading it to yourself. You can look away from the student when you are reading. You are trying to "out silence" the student. I found that within a few minutes, the student begins to stir and with some encouragement from you, the tutoring can begin.