

# AN EASIER WAY TO PROMOTE CHANGE

## Not Ready To Change FOCUS ON CONVICTION

### Ask

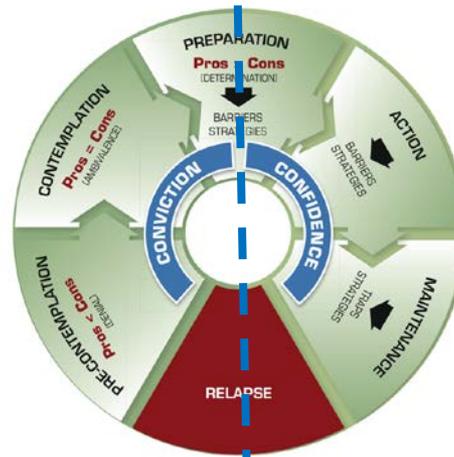
1. How do you feel about ...
2. On a scale of 0 to 10, how important is...
3. If you decided to ... how might that benefit you?

### Assess

1. Low: Doesn't know textbook health benefits & sees no personal benefits to changing. Choose an action below.
2. Medium: Knows textbook benefits, but no personal reason for those to matter. Knowledge alone isn't enough. Choose an action below.
3. High: Verbalizes important personal benefits to change. This patient is ready to change. Move on to confidence, see right.

### Act

1. Ask if you can provide information
  - *Would you like more information on ... (behavior)? I want to be sure you have all the information you need to make an informed decision. I'll respect your answer.*
2. Find personal benefits & link behavior
  - *Would you like more information on how ... (behavior) could help with ... (item that's important to them or bothering them)?*
3. Elicit change talk --*What made you say 5 instead of 1?*
4. Explore with more open-ended questions, reflective listening, empathy, build trust (more trust = ↑ desire to act)
5. Query a "thinking about benefits" goal



## Ready To Change FOCUS ON CONFIDENCE if high conviction

### Ask

1. How confident are you that you could ... (insert behavior)
2. On a scale of 1 to 10, how confident would you be to ...

### Assess

1. Low: 0 to 6. Choose an action below or a "planning" goal.
2. High: 7 to 10. Consider a "doing" goal.

### Act

1. Identify barriers
  - *What would get in the way of you ... (behavior)*
2. Problem-solve barriers
  - *What do you think would work to help with that barrier?*
3. Focus on prior success
  - *What worked in the past?*
4. Add social supports
  - *How would you feel about getting support from a friend or family member? What would that support look like?*
5. Query a "planning" or "doing" goal