

Ask...Don't Tell



Ask Permission

Would you be willing to spend a few minutes discussing ways to stay healthy and energized?

Ask Open-Ended Questions, Listen & Summarize

How do you feel about your weight? What have you tried so far to work toward a healthier weight?

Share BMI (Optional)

Your current weight puts you at increased risk for developing heart disease and diabetes.

Your BMI is at the __%. The recommended level for your age is __%. What do you make of this?

Negotiate the Agenda

There are a number of ways to help you achieve a healthy weight - 5210.

Is there one of these you'd like to discuss further today?

Assess Readiness

On a scale of 0-10, how ready are you to consider _____?

Why a __ (# chosen)? Why are you a __ and not a __ (backward/forward)?

Explore Ambivalence & Normalize the Behavior

What are the things you like/dislike about _____?

What are the advantages of keeping things the same/making a change?

Summarize

Let me see if I understand what you have told me so far. Did I get it all? Did I get it right?

Close the Encounter. Show Appreciation. Offer Advice, Emphasize Choice, Express Confidence

Our time is almost up. Thank you for being willing to discuss _____. I strongly encourage you to _____.

The choice, of course, is entirely yours. I am confident that if you decide to _____, you can be successful.

Confirm Next Steps

Follow up appointment and/or referral to specialist.

Stage of Readiness	Key Questions
<p><u>Not ready 0-3</u> Raise awareness Elicit change talk Advise & encourage</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Would you be interested in knowing more about ways to stay healthy? <input type="checkbox"/> How can I help? <input type="checkbox"/> What might need to be different for you to consider a change in the future?
<p><u>Unsure 4-6</u> Evaluate ambivalence Elicit change talk Build readiness</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Where does that leave you now? <input type="checkbox"/> What do you see as your next steps? <input type="checkbox"/> What are you thinking/feeling at this point? <input type="checkbox"/> Where does _____ fit in your future?
<p><u>Ready 7-10</u> Strengthen commitment Elicit change talk Facilitate action planning</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Why is this important to you now? <input type="checkbox"/> What are your ideas for making this work? <input type="checkbox"/> What might get in the way? How might you work around the barriers? <input type="checkbox"/> How might you reward yourself along the way?