



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 & 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 is of course entirely yours. I am confident that if you decide to ____ you can be successful.

Confirm next steps—Follow up appointment / Referral to specialist.

Maine Youth Overweight Collaborative

Adapted from the Permanente Medical Group Inc. Northern California Regional Health Education

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">· Would you be interested in knowing more about ways to stay healthy?· How can I help?· 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">· Where does that leave you now?· What do you see as your next steps?· What are you thinking/feeling at this point?· 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">· Why is this important to you now?· What are your ideas for making this work?· What might get in the way? How might you work around the barriers?· How might you reward yourself along the way?