

## Preparatory Change Talk

### Desire

Listen for what they say they *want*, *like*, and *wish* to happen.

You can ask:

- What do you hope will come out of our work together?
- How would you feel differently if you made this change?
- What don't you like about your current situation?

### Ability

Listen for what they say they *can* do, are *able* to do, or *could* possibly do. You can ask:

- On a scale of 1-10, how confident are you that you are able to make this change if you decided to do it?
- How could you go about doing that?

### Reason

Listen for the reasons why they are considering the change ("*if I...*", "*then I...*"). You can ask:

- If you were to make this change, what's the first thing you would notice?
- What could be some advantages of making this change?



## Eliciting Change Talk

Motivational interviewing

### Need

Listen for their own urgency in changing ("*It's important to...*", "*I need to*"). You can ask:

- On a scale of 1-10, how important is it to you, to make this change?
- What could happen if you don't stop \_\_\_\_\_?
- What must you do to change things around?

## Mobilizing Change Talk

### Commitment

Listen for what they say they are *going* to do and *intend* on doing.

You can ask:

- On a scale of 1-10, how committed are you to do this?
- What do you intend to try first?
- Which of these resource are you going to seek out to support this change?

### Activation

Listen for what they say they are *willing*, *ready*, and *prepared* to do.

You can ask:

- On a scale of 1-10, how ready are you to take the first step?
- What actions are you willing to take before we meet again?
- What are you prepared to do first?

### Taking Steps

Listen for what they say have *already done* in support of the change goal. You can ask:

- What specific actions have you taken since we last met?
- What have you already started to do toward making the change?
- What have you done already?