

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

