



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.

Adapted from Maine Youth Overweight Collaborative



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Eat & Play the 5-2-1 Way

Adapted from Maine Youth Overweight Collaborative & the Permanente Medical Group Inc. Northern California Regional

Stage of Readiness	Key Questions
<p style="text-align: center;"><u>Not Ready 0—3</u></p> <p>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 style="text-align: center;"><u>Unsure 4—6</u></p> <p>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 style="text-align: center;"><u>Ready 7—10</u></p> <p>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?

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