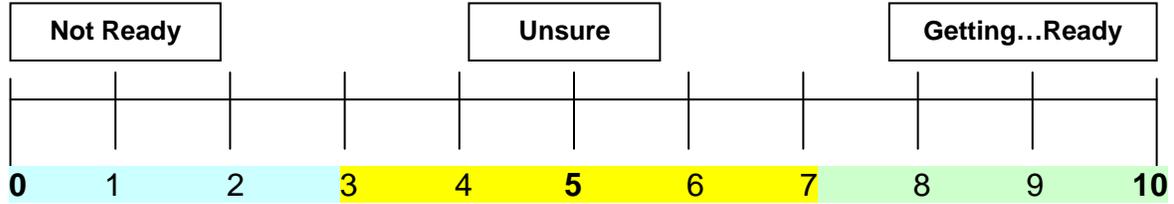


How important is it for you, how ready are you?

Scale of 1 to 10, 10 is the highest



+ Pros	- Cons
---------------	---------------

My Goal:

My Plan:

NOT READY

If the mark is on the left side of the ruler (0-3), try this:

Ask open-ended questions

- What would you need to happen to think about changing?
- How can I help?
- Would you be interested in knowing more about _____?
- How would you feel about reading this pamphlet about _____?

Respectfully acknowledge decisions

- I respect your decision to not make this change right now.

Offer suggestions, as appropriate

Emphasize "It's up to you" - thank you for thinking about it

UNSURE

If the mark is somewhere in the middle of the ruler (4-7), try this:

Explore Mixed Feelings

- Why did you say you were "Unsure" instead of "Not Ready"?
- What might make you more ready to change?
- What are the good things about trying to change?
- What are some of the things that make it hard for you to change?

Build Readiness

- Where does that leave you now? What's the next step for you?

Show Appreciation-Express Confidence "When Ready"

- Thank you for talking with me today - when you are ready to change, I feel confident you can do it.

GETTING READY/READY

If the mark is on the right side of the ruler (8-10), try this:

Brainstorm ideas and explore barriers

- What are some things that are helping or would help you make the change?
- What else could help you make the change? Who can help you?
- What are situations that make it hard for you to follow through?

Develop a plan together

- What is your plan? (explore specifics-when, where, how)

Summarize decision

- Thank you for talking with me today - your plan to ... sounds like it will work well for you.