

Stages of Readiness and the Readiness Ruler

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)?

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)?

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

Not Ready 0-3

Raise awareness
Elicit change talk
Advise & encourage

- 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 change in the future?

Unsure 4-6

Evaluate ambivalence
Elicit change talk
Build readiness

- 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?

Ready 7-10

Strengthen commitment
Elicit change talk
Facilitate action planning

- 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?



Readiness Ruler

How Ready Are You To Get More Energy?

