

Tips on MI Style

Ways to increase **EVOCA**TION:

- Before providing information, ask clients what they already know about a topic.
 - What do you already know about...?
 - What have you heard about...?
- Ask clients about their most important reasons and ideas about change.
 - What are your most important reasons for....?
 - What part of this would you like to tackle first?
- Use questions and reflections to highlight/expand/unpack client motivation, ideas, solutions, etc.

Ways to increase **COLLABORATION**:

- Make sure clients are talking more than you are. Don't "over-provide" information.
- When discussing topics, make sure the client is the expert.
 - What have you already done about...?
 - What do you think you will need to do to...?
- Ask clients about *their* motivation, ideas, plans, etc. Avoid interrupting or solving problems for clients. Help clients to work out their own issues.
- Offer help/assistance where appropriate.
 - What can I do to help you with that?

Ways to increase **AUTONOMY**:

- Include statements that *highlight/expand* the client's sense of personal choice/competency.
 - Of course, you should do what's right for you.
 - You've already thought a lot about this. You've already done a lot to... You've been very proactive with...
 - That's a really good idea. That's really clever how you...
- Make sure statements are *specific* to the client.
 - That's a good idea about checking with your insurance provider about coverage.
 - You've already been really good with keeping up with your mammograms. I can really see your commitment to your health and your family.
- If you give advice, make sure to ask for permission, preface with permission to disagree/disregard, or give a menu of options.

Ways to increase **EMPATHY**:

- Be more interested in the client's perspective/motivation/ideas/solutions than your own viewpoint.
- Use more open than closed questions.
- Use more reflections than questions.
- Use deep/complex, rather than shallow reflections. Use reflections that capture clients' meaning, rather than surface content.

Very Useful Questions

What do you know about the purpose of this program? (provide additional information)
How did this all get started?
What things are you already doing to address your cancer risk?
How has your cancer diagnosis changed your behavior?
How does this strike you in terms of your own risk?
What part of this is most surprising/concerning to you?
What concerns do you (does your husband, family, etc.) have about...?
What do you know about a CGRA? (provide additional information)
How would things be better for you if got a CGRA?
What's your main motivation right now?
People start in all different ways (provide a short list). Where would you start?
There are a few things that might work for you (provide a short list). Which of these would you like to try?
If you wanted to initiate the process, what would be your first step?
On a scale of 1-10, how important is it for you to ...?
On a scale of 1-10, how ready are you to ...?
If you wanted to get a CGRA, what are some of the things you would need to think about?
Who is someone could talk to about this?
How would you go about gathering more information?
Who would (or will) help you to...?
When would be a good time to start?
How could (or will) you do that?
What can I do to help you succeed at...?
What else?

Very Useful Statements

It's a hard decision. It's a hard thing to think about.
That makes a lot of sense.
I appreciate your honesty.
You already know a lot about this.
You've already thought a lot about this.
You've already done a lot to take control of your health.
So the thing that most concerns you is...
You want to do the right thing for both you and your family.
That's a good idea.
I think that will work for you.
Thanks for speaking with me.
(Restatement of any concerns about risk or reasons/plans to obtain a CGRA.)

Some Characteristics of Successful Changers

Accepting	Committed	Flexible	Persevering	Stubborn
Active	Competent	Focused	Persistent	Thankful
Adaptable	Concerned	Forgiving	Positive	Thorough
Adventuresome	Confident	Forward-looking	Powerful	Thoughtful
Affectionate	Considerate	Free	Prayerful	Tough
Affirmative	Courageous	Happy	Quick	Trusting
Alert	Creative	Healthy	Reasonable	Trustworthy
Alive	Decisive	Hopeful	Receptive	Truthful
Ambitious	Dedicated	Imaginative	Relaxed	Understanding
Anchored	Determined	Ingenious	Reliable	Unique
Assertive	Die-hard	Intelligent	Resourceful	Unstoppable
Assured	Diligent	Knowledgeable	Responsible	Vigorous
Attentive	Doer	Loving	Sensible	Visionary
Bold	Eager	Mature	Skillful	Whole
Brave	Earnest	Open	Solid	Willing
Bright	Effective	Optimistic	Spiritual	Winning
Capable	Energetic	Orderly	Stable	Wise
Careful	Experienced	Organized	Steady	Worthy
Cheerful	Faithful	Patient	Straight	Zealous
Clever	Fearless	Perceptive	Strong	Zestful

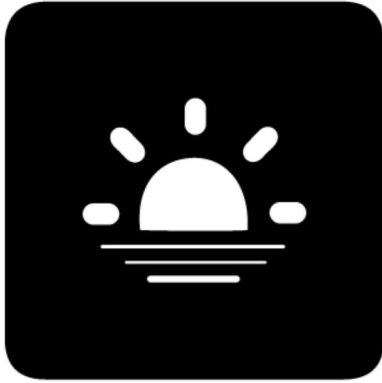
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Diet



Exercise



Recreation



Social

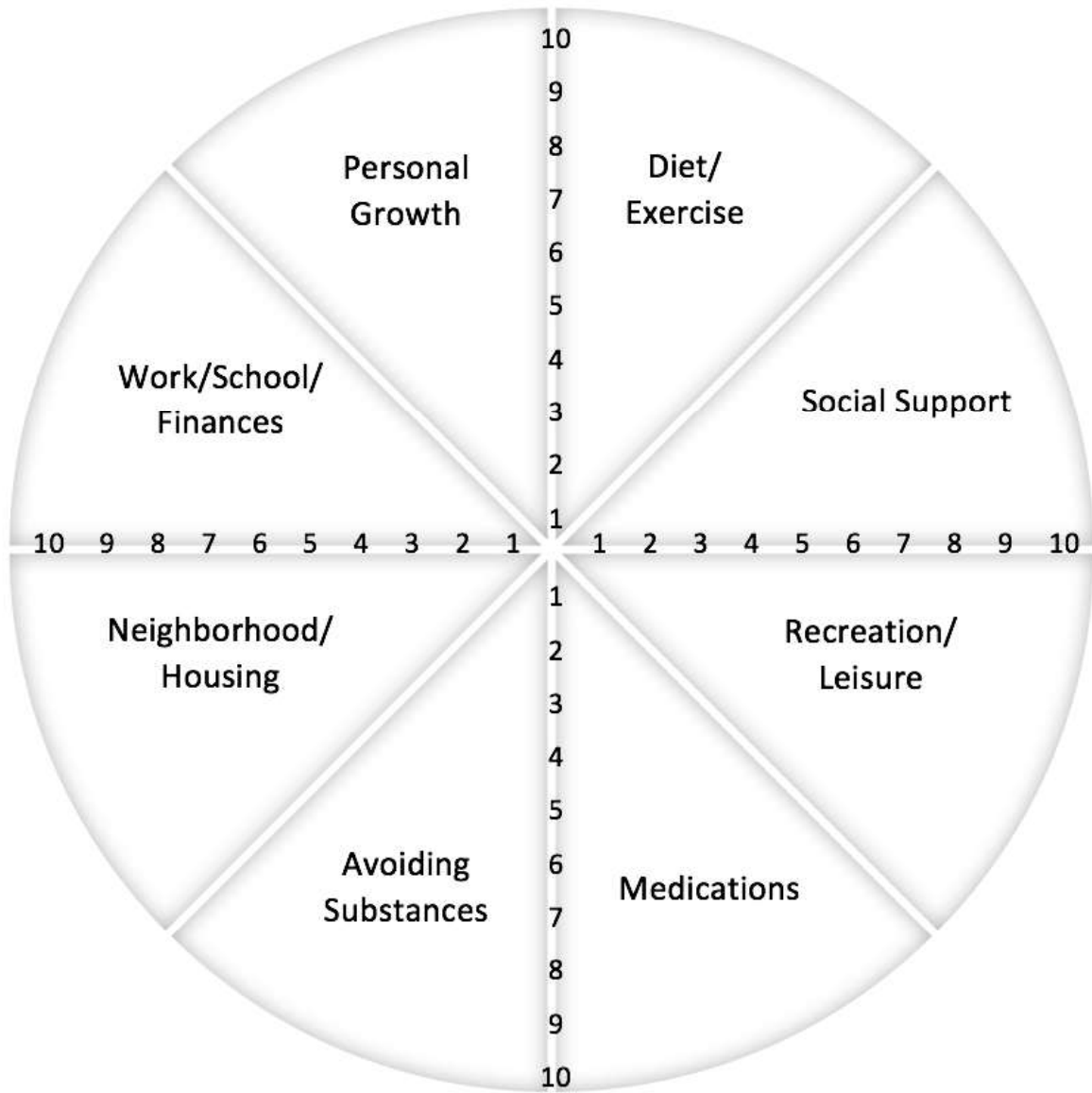


Medication



Substance Use

Your Wellness Wheel



At this moment, how satisfied are you with each part of your life?
Color each part of the wheel, where
1 = not at all satisfied; 10= very satisfied

Recording #: _____ Coder: _____ Date: ____/____/____

Global Ratings

Technical Components					
Cultivating Change Talk	1	2	3	4	5
Softening Sustain Talk	1	2	3	4	5
Relational Components					
Partnership	1	2	3	4	5
Empathy	1	2	3	4	5

Target Change: _____

Behavior Counts

	Total
Giving Information (GI)	
Persuade (Persuade)	
Persuade with Permission (Persuade with)	
Question (Q)	
Simple Reflection (SR)	
Complex Reflection (CR)	
Affirm (AF)	
Seeking Collaboration (Seek)	
Emphasizing Autonomy (Emphasize)	
Confront (Confront)	

Start time and sentence: _____

End time and sentence: _____