PLANNING

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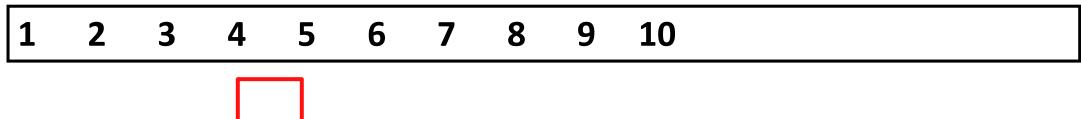
Planning guide

- Don't get ahead of the client's/patient's readiness
- Maintain your empathetic, evoking, partnering style
- Remember client/patient autonomy
- Ask permission to share information or concerns if needed

- Summarize the plan
- Lay out options that are available and have been discussed
- Elicit client/patient preferences for moving forward
- Summarize the plan and strengthen commitment
- Troubleshoot/identify barriers/develop strategies
- Summarize and schedule follow-up if appropriate

Enhance Motivation

- Importance/Confidence/Readiness
- On a scale of 1–10:
 - How important is it for you to change your drinking?
 - How confident are you that you can change your drinking?
 - How ready are you to change your drinking?
- For each ask:
 - Why didn't you give it a lower number?
 - What would it take to raise that number?



Prescription for Change

Those are great ideas! Is it okay for me to write down your plan, your own prescription for change, to keep with you as a reminder?

Write down action plan

Will you summarize the steps you will take to change your [X] use?

I've written down your plan, a prescription for change, to keep with you as a reminder.

Closing the Conversation

- Closing the Conversation ("SEW")
 - <u>Summarize patients views (especially the pro)</u>
 - <u>Encourage them to share their views</u>
 - <u>What agreement was reached (repeat it)</u>
 - Elicit the individuals responses