

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?

1	2	3	4	5	6	7	8	9	10
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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”)
 - Summarize patients views (especially the pro)
 - Encourage them to share their views
 - What agreement was reached (repeat it)
- Elicit the individuals responses