### Determining Readiness

#### STEP 1
- Do you view X as a problem?
- Does X concern you or cause distress?
- Are you interested in changing?
- Are you ready to change now?

#### NOTES
- Unless the person says YES to all 4 don't expect change to happen easily.
- If the person isn't ready, ask if they are interested in working toward change (overcoming barriers).

#### STEP 2
- Why do you want to change?
- How hard are you willing to work to change?
- Are you willing to do the work now even if you don't see the benefit?

### Understanding Past Behavioural Failures

#### ASSESS HEALTH BELIEFS
- Seriousness
- Controllability
- Personal responsibility for change

#### NOTES
- Seriousness should be moderate, controllability and personal responsibility should be high.

#### DECISIONAL BALANCE
- Pro's of behaviour change
- Con's of behaviour change
- Pro's of staying the same
- Con's of staying the same

#### ASSESS
- Barriers
- Temptations
- Self-Efficacy (confidence)

Remember; this work should be transparent, don't hesitate to share what you are doing with the patient.