**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 & 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)?

**Explore ambivalence**—Normalize the behavior. What are the things you like / dislike about ____? What are the advantages of keeping things the same / making a change?

**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 is of course entirely yours. I am confident that if you decide to ____ you can be successful.

**Confirm next steps**—Follow up appointment / Referral to specialist.
<table>
<thead>
<tr>
<th>Stage of Readiness</th>
<th>Key Questions</th>
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| **Not Ready 0—3**  | - Would you be interested in knowing more about ways to stay healthy?  
| Raise awareness    |   - How can I help?  
| Elicit change talk |   - What might need to be different for you to consider a change in the future?  
| Advise & encourage |               |
| **Unsure 4—6**     | - Where does that leave you now?  
| Evaluate ambivalence|   - What do you see as your next steps?  
| Elicit change talk |   - What are you thinking/feeling at this point?  
| Build readiness    |   - Where does ____ fit in your future?  
|                    |               |
| **Ready 7—10**     | - Why is this important to you now?  
| Strengthen commitment|   - What are your ideas for making this work?  
| Elicit change talk |   - What might get in the way? How might you work around the barriers?  
| Facilitate action planning |   - How might you reward yourself along the way?  
|                    |               |