Brief Focused Advice < 3 Minutes

Step # 1: Engage the Patient / Parent
- Can we take a few minutes together to discuss your health and weight?
- How do you feel or what do you think about your health and weight?

Step # 2: Share Information (optional)
- Your weight is increasing faster than your height.
- Your current weight puts you at risk for developing heart disease and diabetes.
- What do you make of this?
- Some ideas for staying healthy include…(see poster)
- What are your ideas for working toward a healthy weight?

Step # 3: Ask Permission / Make a Key Advice Statement
- Do you mind if I tell you what the recommendations are?
  - Get up and play hard, 30-60 minutes a day
  - Limit TV and video games to 60 minutes or less a day
  - Eat 5 helpings of fruits or vegetables every day
  - Limit sodas & juice drinks to 1 cup or less a day
  - Use patient ideas from step # 2

Step # 4: Arrange for Follow up
- Would you be interested in more information on ways to reach a healthier weight? AND / OR
- Let’s set up an appointment in __weeks to discuss this further.

Communication Techniques

Lifestyle Advice – Well Child or Urgent Visit
- < 1 minute
- Children not currently at risk for overweight

Brief Focused Advice – Well Child Visit
- < 3 minutes
- Children who are overweight or at risk for overweight

Brief Negotiation & Cognitive Behavioral Skills - Follow up Visit or Weight Management Intervention
- 10 + minutes: single or multiple sessions
- Children who are overweight or at risk for overweight

Who Do You Communicate With?

2 - 5 Years Old
- Communicate with Parent
- Child in Room

6 - 12 Years Old
- Communicate with Parent or Both
- The First Encounter Consider Taking Parent to Your Office to Discuss in Private First

Over 12 Years Old
- Communicate with Teen or Both
- The First Encounter Consider Having Parent Leave Exam Room First

Brief Negotiation Skills – Particularly Effective for Contemplative/Ambivalent Patients
- Asking open ended questions
- Reflective Listening
- Summarizing
- Clinician Style: empathic, accepting, collaborative

Cognitive Behavior Skills – For Patients Ready and Willing to Make Changes
- Develop awareness of eating habits, activity and parenting behavior
- Identification of problem behaviors
- Problem solving and modification of problem behaviors
- Weekly goal setting for children and parents on dietary, activity and self-esteem/parenting goals
- Positive reward systems
- Record keeping
- Weight checks

Effective Communication with Families

Lifestyle Advice—Every Visit!
To stay healthy and energized try 5210 everyday!
- Eat 5 helpings of fruits or vegetables
- Limit TV, video and computer games to 2 hours or less
- Get up and play hard at least 1 hour
- 0 Drink less sugar and limit juice to one cup

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Adapted from Regional Health Education – Kaiser Permanente Northern California
Brief Negotiation—10 + Minutes or Multiple Sessions

Open the Encounter

Ask Permission
- Would you be willing to spend a few minutes discussing your health/weight?
  Are you interested in discussing ways to stay healthy and energized?

Ask an Open-Ended Question - Listen - Summarize
- What do you think / How do you feel about your health/ weight?
- What have you tried so far to work toward a healthier weight?

Share BMI / Weight / Risk Factors (optional)
- Your current weight puts you at risk for developing heart disease and diabetes.
- Ask for the patient’s interpretation: “What do you make of this?”
- Add your own interpretation or advice as needed AFTER eliciting the patient’s / parent’s response

Negotiate the Agenda
- There are a number of ways to achieve a healthy weight. They include (see poster):
  Get up and Play Hard      Eat 5 helpings of fruits & vegetables a day
  Cut back on TV and Video Games    Cut down on soda and juice—Drink less sugar
- Is there one of these you’d like to discuss further today? Or perhaps you have another idea that isn’t listed here.

Assess Readiness

Importance/Confidence
On a scale from 0 to 10, how ready are you to consider [option chosen above]
- Straight question: Why a 5?
- Backward question: Why a 5 and not a 3?
- Forward question: What would it take to move you from a 5 to a 7?

Explore Ambivalence

Step 1: Ask a pair of questions to help the patient explore the pros and cons of the issue
- What are the things you like about ____? AND What are the things you don’t like about ____? OR
- What are the advantages of keeping things the same? AND What are the advantages of making a change?

Step 2:
- Summarize Ambivalence: Let me see if I understand what you’ve told me so far....
  (begin with reasons for maintaining the status quo, end with reasons for making a change)
- Ask: Did I get it all? / Did I get it right?

Tailor the Invention

<table>
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<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 reaching a healthy weight?  
|                    | How can I help?  
|                    | What might need to be different for you to consider a change in the future? |
| Unsure 4 – 6      | Where does that leave you now?  
|                    | What do you see as your next steps?  
|                    | What are you thinking / feeling at this point?  
|                    | Where does fit your future? |
| Ready 7 – 10      | Why is this important to you now?  
|                    | What are your ideas for making this work?  
|                    | What might get in the way? How might you work around the barriers?  
|                    | How might you reward yourself along the way? |

Close the Encounter
- Summarize: Our time is almost up. Let’s take a look at what you’ve worked through today...
- Show Appreciation / Acknowledge willingness to discuss change: Thank you for being willing to discuss your weight.
- Offer advice, emphasize choice, express confidence: I strongly encourage you to be more physically active. The choice to increase your activity, of course, is entirely yours. I am confident that if you decide to be more active you can be successful.
- Confirm next steps and arrange for follow up: Are you able to come back in 1 month so we can continue to work together?