

MI STRATEGIES CARD

ASK PERMISSION: Do you mind if we talk a bit about your **insert behavior?** (smoking, hypertension, medication use, drinking)

DECISIONAL BALANCING: *Helps people to resolve their ambivalence by evaluating the pros and cons of the behavior they want to change.*

What are some of the **Good Things** about your **insert behavior**?

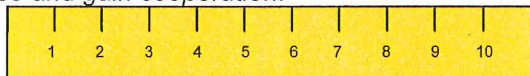
It sounds like there are some good things about **insert behavior** (insert specifics if you want). **Reflection**

Now what about the **Less Good Things**?

It sounds like there are **ALSO** some less good things about **insert behavior** (insert specifics if you want). **Reflection**

Taking the good and less good things together, **where are you Now?**

READINESS RULER: *People are at different levels of readiness to change. It helps to know and operate at the level where they are in order to minimize resistance and gain cooperation.*



Definitely NOT
Ready to Change

Definitely Ready
to Change

On a scale from 1 to 10, where **1 is Definitely Not Ready to Change** and **10 is Definitely Ready to Change**, what number best reflects how **READY** you are at the **present time** to change your **insert behavior**?

On this same scale, **where were you 6 months ago?**

How did you go from (# 6 mo. ago) to (# now)?

What would it take for you to change your **insert behavior**?

What would be the **best outcome** if you do change?