**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?**

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**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.

![Readiness Ruler]

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?

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