

## Words that Facilitate Decisions and Goals

### Open-ended questions:

- √ To what extent
- √ What matters to you in the next 5-10 years
- √ How often
- √ Tell me about
- √ Help me understand
- √ What, if anything...
- √ Tell me more (not a question but continues conversation)

### Developing Discrepancy

- √ How, if at all, does your current eating affect your ability to achieve these goals you just mentioned?
- √ How, if at all, would changing your current eating increase the confidence to achieve these goals?

### Supporting Self-Efficacy

- √ From what you said, you have been very successful in planning events (same skill for planning intake)
- √ You had great success a few years ago, and I even heard you say that there were several stressors you were dealing with at that time.

### Eliciting and strengthening change talk (make sure you are focusing on the change talk)

- √ Use a ruler
  - On a scale of 1-10 with 10 being important/confident...
    - Why this higher number than lower number (Elicits the why)
    - What would it take to be a higher number (Elicits solutions)
- √ Ask for elaboration
  - ...in what ways?
- √ Ask for examples
  - When was the last time that happened?
  - Can you give me an example?
- √ Look back
  - How were things better or different when...
- √ Look forward
  - If you made this change, what would be different in your life in 5 years

*I attract to my life whatever I give my attention, energy and focus to, whether positive or negative.*

(Definition of the Law of Attraction)

Help your patient focus on the why, not the why not.

Eileen Stellefson Myers, MPH, RDN, LDN, FAND

[eileenmyers@gmail.com](mailto:eileenmyers@gmail.com)