

# W.A.I.T!

## WHY AM I TALKING?

### Ask Yourself...

Do I want to facilitate **long-term behavior change** or short-term compliance?

Have I **expressed** understanding of **THEIR perspective**?

Is this person feeling **heard & understood**?

Do I know what **THEY want** out of the interaction?

Do I know why **THEY THINK** a change could be beneficial?

**Who's making the case for Change** (e.g. them or you saying should, need to, want to)?

**Who is, or would be, most upset about no change?**

Do I know their level of **importance and/or confidence** in changing a specific behavior?

Have I **verbalized** support of their **choice, control, strengths, abilities, insights &/or efforts**?

COMPLIANCE	Long Term CHANGE
☐	☐
NO ☐	YES ☐
NO ☐	YES ☐
NO ☐	YES ☐
NO ☐	YES ☐
ME ☐ Someone Else ☐	THEM ☐
ME ☐ Someone Else ☐	THEM ☐
NO ☐	YES ☐
NO ☐	YES ☐



### Assess Checkmarks:

- If ALL checks are on the right side of the list, THEN an MI-type approach is likely being implemented
- If multiple checks are on the left side of the list, THEN a non-MI-type approach is likely being implemented
- Reassess what you want to facilitate, & adjust if appropriate