

# Now Try This...

1. Why would you want to make this change?
2. On a scale of 1-10, how important is it to you to make this change  
**Follow-up:** "What things make it a \_\_\_ and not (lower), what makes it a \_\_\_?"
3. "What are smaller steps you have thought of that would get you closer to your goal?"
4. "So what do you think you will do from here?"

## **DO NOT GIVE ADVICE or OPINIONS**

Use these open questions, and then...

- ✓ **Actively listen** w/ genuine interest to understand the dilemma...
- ✓ **Reflect** critical elements, change talk, empathy, direction
- ✓ **Ask** "Anything else?" "What else?" "Tell me more about that"