

Strategically Responding...

SUSTAIN TALK

"I'm telling you, dieting just does not work for me."

ST
CT

"Tell me some things that have worked for you."

"And there is still part of you that wishes you could get a handle on your weight issues."

"Why do you think it doesn't work for you?"

"You know that you're just not successful trying to control your diet."

CHANGE TALK

"Of course I want to, I'd love to lose weight."

ST
CT

"What makes it important for you to lose weight?"

"Your health continues to be important to you."

"How come you think you can't?"

"And that's been difficult for you in the past."

CHANGE TALK & SUSTAIN TALK

"I would love to lose weight, but no diet I have ever been on has worked."

ST
CT

"Of all the diets you've tried, which one seemed to be the best fit for you?"

"Losing weight is still really important for you."

"So why won't you just try this new one then?"

"You've thrown in the towel on this whole diet thing."