

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