




HAPPY NEW YEAR

- 25% abandoned within 1 week
- 80% abandoned by the end of February
- 8% report achieving their resolutions

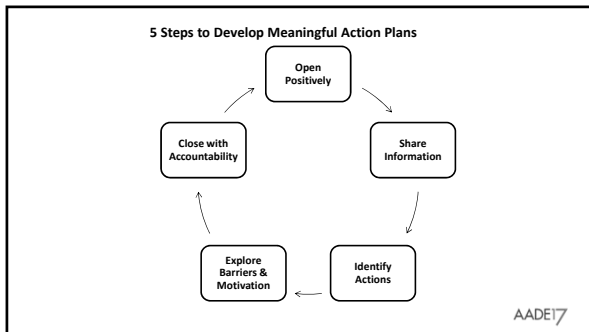
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- The Rider
- The Elephant
- The Path



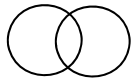
Switch: How to change things when change is hard.
By Chip and Dan Heath

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Open Positively

- ✓ Set the stage for success
- ✓ Build Rapport
- ✓ Focus on what is good and right

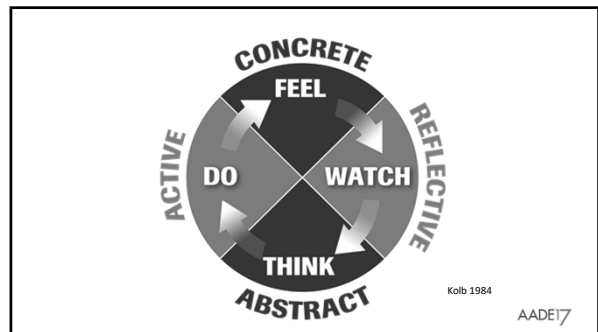


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Share Information

- ✓ Educate for mutual understanding
- ✓ Clarify goals and examine current reality
- ✓ Establish focus on clear priority

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Identify Actions

- ✓ Explore ideas and possibilities



- ✓ Dive into the details
- ✓ Select the critical few

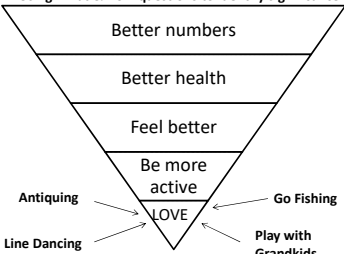
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Explore Barriers and Motivation

- ✓ Identify barriers to success
- ✓ Create plan to minimize barriers
- ✓ Gauge level of confidence
- ✓ Explore motivation for change

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5 Levels of Motivation
Using What & How questions to identify significance.



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Close with Accountability

- ✓ Patient reviews plan and commitments
- ✓ Schedule next steps
- ✓ Clarify any remaining concerns

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OBJECTIVES

- ✓ Explore the importance of motivation with education
- ✓ Examine 5 steps to develop meaningful action plan
- ✓ Utilize 5-level of motivation to connect action to emotion

Thank You!!

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