

LISTENING FOR PARTICIPANT'S READINESS TO CHANGE

Choose which Family-Centered Coaching approach to use based on the words or phrases you might hear from a participant. Each set of phrases is matched with the Stages of Change and the three Family-Centered Coaching approaches.

Stage of Change	Participant's Perspective	Suggested Approach
Not ready for Change	<i>"I need x." or "I can't think about change."</i>	Case Management
Pre- Contemplation	"Change what?" or "I won't." or "I can't."	Readiness Assessment
Contemplation	"Change? Maybe." or "I might." or "I may."	Readiness Assessment
Preparation	" Yes. But how?" or "I will."	Readiness Assessment
Action	"I'm ready. Let's do it." or "I am."	Goal Setting
Maintenance	"How do I keep it going?" or "I still am."	Goal Setting
Relapse/Recycle	"If I slip, what can I do?" or "I'm not sure."	Readiness assessment/ Goal setting