

## Applying the Stages of Change Model to Assess Readiness

Stage	Characteristic	Patient verbal cue	Appropriate intervention	Sample dialogue
<b>Precontemplation</b>	Unaware of problem no interest in change	"I'm not interested in weight loss. It's not a problem."	Provide information about health risks and benefits of weight loss	"Would you like to read information about the health aspects of aging?"
<b>Contemplation</b>	Aware of problem beginning to think of changing	"I know I need to lose weight, but with all that's going on in my life right now, I'm not sure I can."	Help resolve ambivalence and discuss barriers	"Let's look at the benefits of weight loss, as well as what you may need to change."
<b>Preparation</b>	Realizes benefits of making changes and thinking about how to change	"I have to lose weight and I'm planning to do that."	Teach behavior modification; provide education	"Let's take a closer look at how you can reduce some of the calories you eat and how to increase your activity during the day."
<b>Action</b>	Actively taking steps toward change	"I'm doing my best. This is harder than I thought."	Provide support and guidance, with a focus on the long term	"It's terrific that you're working so hard. What problems have you had so far? How have you solved them?"
<b>Maintenance</b>	Initial treatment goals	"I've learned a lot through this process."	Relapse control	"What situations continue to tempt you to overeat? What can be helpful for the next time you face such a situation?"

Adapted from Prochaaska JO, DiClemente CC. Toward a comprehensive model of change. In: Miller WR, ed. *Treating Addictive Behaviors*. New York, NY: Plenum; 1986:3-27

Source: Kushner, R.F.