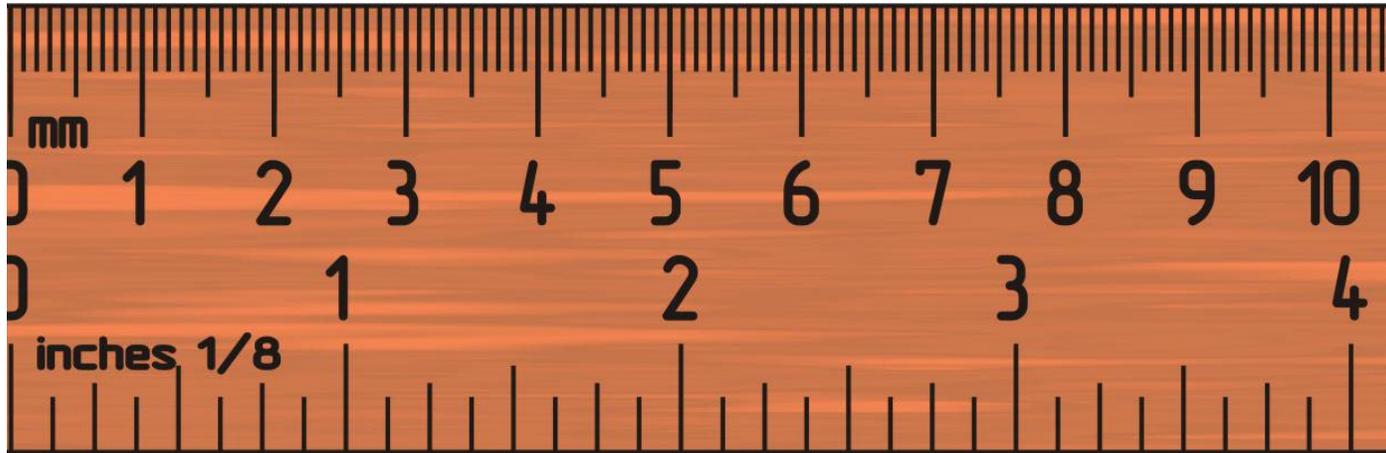


“Ready, Willing, and Able”



ICR Ruler

-Importance

-Confidence

-Readiness

Change Talk

Ask questions that target:

1. Disadvantages of the status quo
2. Advantages of change
3. Optimism for change
4. Intention to change

Key Questions:

- It sounds like things can't stay the same as they are. What do you think you might do?
- What changes were you thinking about making?
- Where do we go from here?
- What do you want to do at this point?
- How would you like things to turn out?
- After reviewing all of this, what's the next step for you?

