

Quick go-to phrases in **brief** encounters:

- *What are your goals?*
- *Are you ready to talk about health behaviors to lower _?*
- *I heard you say..., how does that sound to you?*
- *Here is a handout on healthy activities, which one of these strategies would you like to talk about today?*
- *What ideas do you have?*
- *Great effort on doing _, should we talk about adding another healthy behavior?*
- Specific strategy plan:
 - *What is one thing you can start now to be healthier?*
 - *How likely are you to do it?*
 - *How can we help?*
 - *How would you feel if you did that?*
 - *Let's check back in 3months and see your success!*

How to start the **ongoing** conversation:

- *How do you feel like your **health is currently?***
 - *Do you feel like you are content with your health now, or are you hoping to make any changes?*
- *I'm here for you to support you in your health goals. **What are your goals?***
- *What is **most important to you for your health?***
 - *How might we address this with sustained food choices?*
- *Can we take a few minutes to talk about your height and weight?*
 - *How do you feel about your **current weight, A1c...**?*
- **PEDS:**
 - *Is it okay if I share _'s growth chart with you?*
 - *The best way to help _ grow to a healthy weight is to incorporate healthy eating and active behaviors.*
**see below for more specifics w/ kiddos*

How to **progress towards change**, learn more about the patient's journey:

- *What are things you have done in the **past** that have been helpful for you to make changes, like eating less sugar or exercising regularly?*
- *What have you **tried** so far to work toward a healthy weight, BP, A1c...?*
- *Have you had periods in your life when you felt very healthy?*
 - *If so, what was happening during that time that made you feel healthy?*
- *How do you **shop** at the grocery store?*
 - *Do you focus on the perimeter or edges of the grocery store (ie fresh produce) or in the middle of the grocery store?*
- *Congratulations on the great work you have already done getting your A1c (or BP, weight, lipids) better controlled! You have been working hard.*
 - *I think you are in a good place to make even more changes and we can see if we can get your medications decreased or discontinued.*

Meet patients where they are, **address readiness/confidence for change:**

- “What is **one step** you think you could take in the next _ weeks, months to be more active? Or eat healthier?”
 - Acknowledge their response: “yeah that could really help your _ heart, diabetes, mind..”
- If patient has a hard time identifying next course of action → share the 5210 handout and ask them to pick one –
 - “Here is a handout on **5-2-1-0 strategies**. Which one of these strategies would you like to talk about today? Or maybe something else that’s not listed?”
- “Can you identify barriers?”
- “**How likely** are you to do it?” or “On a scale of 1-10, how ready are you to make this change?”
 - Look for those changes that a patient feels **8/10 confidence or greater**
 - “If you do not feel confident about drinking only water...at 8/10 confidence, what would be a number?”
- “How would you feel if you accomplished that?”
- “Do you have any friends or family members with whom you would want to work on your health goals?”
 - If so, “how can we make a game plan with them (walking w/ them 20min/day, cutting down on sweets, etc)?”

How to **wrap up on a positive note:**

- *Healthy eating takes time, so don’t worry if changes take some time.*
- *It is a process, and you don't need to worry too much about making all these changes at once.*
- *I appreciate your interest in making a change.*

Pro tips:

- Assess where the patient is in their **knowledge of nutrition AND readiness to change**.
 - Don’t assume that your patients have any baseline knowledge of which foods are unhealthy
- **Positive psychology and feedback** – lots of praise for even the smallest accomplishments
 - “That was really great how you chose Y over Z last week.”
 - “Good effort on reducing your X intake.”
- **Avoid the word diet** and focus on the “**sustained change**” or “**lifestyle**” changes
 - “It’s not about what you can’t have, it’s about what makes us healthy”
 - If someone is drinking a lot of soda, “Let’s add in some sparkling water at lunch and hold the soda”
 - “If you don’t like vegetables or water, then think of them as your medicine. Even though you don’t like to drink or eat it, you need them to be healthy”
 - “Exercise is the best “medication” for sleep trouble, anxiety because it produces “feel good” hormones in your brain that will make you feel better”
 - Say “vegetables and fruit” because often patients will just hear “fruit” when you say “fruits and vegetables” since strawberries are more immediately and broadly appealing generally than kale massaged with olive oil and salt
- **SMART goals-** provider should not set goal, just assist:
 - Ex: Find patient’s favorite vegetable or at least one they have good access to, has good plant fiber, and the patient feels comfortable with and specifically write down the goal
 - Eat ½ c cooked (or 1 cup raw) broccoli four days a week for 2 weeks.
 - Eat one new cruciferous veggie, each Monday.
 - Ex: Find a type of exercise they can do, they enjoy
 - “Let’s make exercise a routine, every day after school/work, I will go for a walk.”
 - Write it on the calendar, “3:30pm- go for a walk.”
- **Frequent check-ins to follow up on goals**
 - Add the patient goal to your note and ask about it at the next appt
 - Review & adjust goals, address barriers

What to say when **you**, as the clinician, **feel frustrated**:

- When the patient has not come for regular visits:
 - *I'm so glad you are here. Or- I am so proud of you for making time to focus on your health.*
 - *Coming in today was such a good choice.*
- When the patient says no to your suggestions:
 - *What ideas do you have?*
- When the patient cannot identify barriers to success/change:
 - *I'm wondering what's getting in the way of incorporating this into your _*

When patients want **your answer/guidance**:

- The 5210 handout can be helpful for patient to pick from smaller selection, but if that seems too overwhelming, ask what they've done before, what they're currently doing and modify w/ simple tip.
 - "Oh that's great that you have been walking 2x/wk,
 - *could you find time to add in another day? Or - what would it look like to walk 3x/wk?"*
 - "Yeah dieting is super hard, that's good to know you have been able to try new recipes, and working on eating healthy- that's more sustainable,
 - *do you think you could add more veggies? Or - what about trying to eat fewer carbs?"*
 - *I wonder about asking your _ (spouse, kids, etc) to try eating healthy with you.*

Nutrition/Exercise Specific **Phrases**:

- **"Fiber moves everything in the right direction."**
- **"Eat mostly *plants* and *unprocessed foods*"**
- **"Shop around the *edges of the supermarket*"**
 - "Avoid things in cans, boxes, or bags"
 - "Shoot for food you cook yourself from fresh ingredients"
- **"Limit foods high in saturated fat (especially diets high in red meat and dairy)"**
- **"Work towards *whole grains* like whole wheat bread, whole wheat pasta, brown rice, whole wheat tortillas."**
- **"Watch out especially for *potatoes, white pasta, white bread, white rice and tortillas.*"**
- In Spanish, you get nice consonance when you say "pasta, pan, papas."
- **"Try to focus on *quantity*, what would ½ of your current portion of carbs look like?"**
- **"If you can tell what plant it came from you are doing well"**
- **"If you don't buy it, you won't eat or drink it"**
- Tell people, "I walk every day", then do it.
- Remove the barrier to exercise. If you would go for a walk if you only had your tennis shoes, leave a pair at work, so you don't have an excuse.
- Have patients start counting portions of fruits and veggies with a goal of 5 portions a day (which often leads to a discussion about what veggies are, and also realizing that frozen, canned are fine too)
- Nutrition prescriptions are powerful! (use the SMART goal format)
- Share apps and handouts

Additional Resources -- See attachments as well as Dr. Rakel's article and these link:

[Tools for health- Let's Go- Maine Health](#)
[75210 handouts](#)

Practice motivational interviewing with [Kognito Changetalk](#)

[Lifestyle Medicine Patient Handouts](#)
<https://nutrition.org/>
<http://ww1.nutritionfacts.org/>
Daily Dozen app to track fiber intake

More detailed convos for kiddos

Use The 5 As framework for obesity management - PMC

- **ASK** permission to discuss weight. Explore readiness.
- **ASSESS** BMI percentile, perform appropriate history, review of systems, assess comorbidities, and health behaviors.
- **ADVISE** on health risks, 5-2-1-0 options, and treatment goals.
- **AGREE** on a specific plan based on readiness to change.
- **ASSIST** in developing a plan, making appropriate referrals and finding resources if needed.

If you have 5-10 minutes: **Brief Negotiation Conversation**

- Engaging
 - *Can we take a few minutes to talk about your height and weight?*
- Evoking (ask open ended q's) (reflect change talk)
 - *How do you feel about your current weight?*
 - *What have you tried so far to work toward a healthy weight?*
- Provide information (BMI, risk factors)
 - *Your BMI puts you above the healthy weight category.*
 - *What do you make of this information?*
 - *Here is my advice about getting to a healthy weight.*
- Negotiate the agenda
 - *Here is a handout on 5-2-1-0 strategies. Which one of these strategies would you like to talk about today? Or maybe something else that's not listed?*
- Assess readiness
 - *On a scale of 1-10, how ready are you to make this change?*
- Explore ambivalence
 - *What are some reasons that you would like to make a change?*
 - *What are some reasons to keep things the same?*
- Summary and plan
 - *Our time is up for today. I appreciate your interest in making a change.*
- Summarize change plan and reasons. Confirm next steps and follow up.

How to use the growth chart to start the convo:

- *"Is it okay if I share _'s **growth chart** with you?"* or
- *"Can we take a few minutes to talk about your **height and weight**?"*
- Focusing on chart helps remove judgment/blame, start with height, then weight, then BMI %
 - *"The curved lines are the normal measurements for different ages, so if your dot is way up here, you're too tall or heavy for a boy/girl your age, or if you're way down here, you're too short or thin."*
 - *"The most important graph here is the **BMI chart** or the balance between height and weight."*
 - Point out the 95% growth curve and say *"if your dot is above this line then that means you're out of balance and too heavy for your height/age."* or
 - *"As you can see, _'s weight or BMI is above the out of the balance or out of the healthy range."*
 - *"It doesn't matter what we look like but if the height/weight is out of balance then our organs are at risk for injury and that is why we care."*
 - Mention the definition of childhood obesity, aka risk category for organ injury/dm etc. then move on.
 - *"The best way to help _ grow to a healthy weight is to incorporate healthy eating and activity behaviors."*

"What do you want your health for?"

-Dave Raket

- In the center:
 - *What matters to you?*
 - *Why do you want to be healthy?*
 - *What are your health goals?*
 - *What do you want your health for?*
- Green Circles:
 - *Which of these key ingredients of health do you feel that you need to address most to achieve your health goals?*
- Blue outside Circle:
 - *Which (if any) professionals do I need to recruit to support your success?*
- In this way, we recruit the most appropriate health team to support what matters most to that unique individual.

