

# Health Partner Workshop



Rick Mautz PT, MS

Personal Support

The Game  
Changer

A close-up, low-angle shot of a person's legs and feet as they hike on a rocky trail. The person is wearing light-colored hiking boots with a prominent tread pattern on the soles. The trail is composed of small rocks and patches of green grass. In the background, there are rolling green hills and mountains under a blue sky with light clouds. The overall scene conveys a sense of outdoor activity and health.

**WALKING THE**  
*Health Path*  
**TOGETHER**

# A Team Approach to Health..



Imagine a group of people on a health journey, each taking their own steps toward health and receiving support from others. A path where others want to walk with you, a path where young people want to be connected, a path of consistency and acceptance.

## *When Walking the Health Path*

- ▶ Choose your own starting point
- ▶ Support others on their walk

▶ Find a community of people who walk with you

# Choose a place to start...

## WATER:

- Add one glass of water to your daily routine.
- Wash your hands before meals and after using the bathroom.

## EXERCISE:

- Park your car further from the store.
- Use the stairs rather than the elevator.
- Take a 10 min. walk after a meal.
- Join the gym.
- Follow an exercise video at home.
- Limit sitting time to less than 30 min.
- Try intermittent training:  
Cycles of 3 min. vigorous — 1 min. light.

## SUNLIGHT:

- Bask in sunlight 15 min. during lunch.
- Have your Vit. D level checked.
- Consider taking Vit. D supplements.
- Avoid sunburn by getting your sunlight in many small doses

## TRUST:

- Identify one thing a day about God's trustworthiness.
- Look at the bright side. Express more praise and less complaining.
- Thank God for one thing each day.

## NUTRITION:

- Write out a food diary for one week.
- Use a smaller plate with no refills.
- Eat a good breakfast.
- Replace butter/margarine with hummus.
- Replace a meat meal weekly.
- Reduce or eliminate oil in food preparation.
- Choose water over other drinks
- Cut out supper, or eat light, (such as toast and fruit).
- Add one fruit a day to your routine.
- If eating meat, reduce portion size.
- Substitute fruit for sugary, high fat desserts.
- Reduce or eliminate artificial meat substitutes.
- Try whole grain cooked cereals instead of boxed refined ones.
- Modify what you are eating vs. making extreme changes.
- Eat 4-5 walnut halves and 5-8 almonds each morning.
- Cook without salt. Add it to taste.
- Allow 4-5 hours between each meal.

## REST:

- Stop working an hour before bedtime.
- Have your last meal at least 4-5 hours before bedtime.
- Take 5-10 min. mini-vacations during the day.

## ENVIRONMENT:

- Open windows in your home to let in fresh air.
- Add indoor plants to your home.
- Clean up clutter in and around your home and work place.
- Play soothing music in your home or workplace.
- Practice deep breathing.

## TEMPERANCE:

- Ask for help to bring extreme habits into balance.
- Seek help to eliminate addictive habits like smoking, drinking, or caffeine.
- Reduce caffeine drinks or stop altogether.
- Practice simplicity in your diet, entertainment and spiritual life.

## INTERPERSONAL RELATIONSHIPS:

- Forgive someone who doesn't deserve it.
- Live like you are dating your spouse.
- Listen more, talk less. Ask questions. Find out more about others.

Begin with one, and choose more as you continue **Walking the Health Path**.  
Work with these or create your own.





Christ is waiting with longing desire for the manifestation of Himself in His church. When the **character of the Savior** shall be **perfectly reproduced** in His people, then He will come to claim His own. COL 69



Building Skills is:

Polishing your  
mirror for a  
clearer Reflection



**Making it**

**Personal**









- Health
- Partner
- Skills



# A Health Partner helps a Person with three questions

1. Where do I want to be?
2. Where am I Now?
3. How do I get there?

# Three Simple Coaching Rules

- Don't give advice
- Don't tell people something they can discover **on their own**
- Don't fix the problem for them



# Health Partner Skills |



# The Christian Lifestyle Coach Gives

Four principles that reflect the heart of God and Jesus' way of restoring people to health:

- **Insight**
- **Listening**
- **Powerful Questions**
- **Support**





*The Skill of*

***LISTENING***





# True Listening

- Shows acceptance
- Helps the speaker to feel understood and validated
- Helps others believe in themselves

# Challenges to Listening

- **Environmental distractions.**
- **Multi-tasking**
- **Our natural tendency is to problem-solve.**
- **Afraid of silence.**
- **Mental clutter – preoccupied with thoughts.**

# The Beauty of Listening

- **True listeners no longer have an inner need to make their presence known.**
- **They are free to receive, to welcome, to accept.**
- **Listening is much more than allowing another to talk while waiting for a chance to respond.**
- **Listening is paying full attention to others and welcoming them into our very beings.**
- **Listening is a form of spiritual hospitality by which you invite strangers to become friends, to get to know their inner selves more fully.**

“Listen Until **You** No  
Longer Exist”

# Key Listening Skills

## Listen attentively

Nominal **cues** (Ummm, yes, go on, say more)

# Key Listening Skills

## Listen with curiosity

“That’s interesting Can you tell me **more** about that?”

“Can you give me an **example** of what you mean?”

# Key Listening Skills

## Listen reflectively

- “Am I **hearing** you say that...”
- “So you **feel**... It sounds as if...”
- “Here’s what I’m **hearing you say** so far...is that right?”

Silence = W.A.I.T.

**W**hy **A**m **I** **T**alking?

“A man of knowledge uses words with **restraint**, and a man of understanding is even-tempered. Even a fool is thought wise if he keeps silent, and discerning if he **holds his tongue**.” Solomon

# Listening skills

- \_\_ Genuinely: What do they think, their ideas, why is it important
- \_\_ Attentive: Normal Cues ( Umm, yes, go on)
- \_\_ Openly: Non Judgmental
- \_\_ Actively: their energy, engage senses, what excites them
- \_\_ Curiosity: can you tell me more, an example
- \_\_ Reflectively: Am I hearing you say, is that right?
- \_\_ Intuitively: I get the sense, I hear in your voice that...
- \_\_ % of talking vs listening

# Listening Exercise

- Groups of 3 (coach, client, observer)
- Ask – If you had 2 hrs free – what would you do with it?
  - Read a book
  - Watch TV / movie
  - Go for a walk / gym
  - Clean house / yard
  - Your Choice
- Coach uses listening skills to dig deeper
- Observer watches for listening skills

# *Asking Questions*



# More Asking - Less Telling

Questions open up a  
partnership of  
discovering our  
world in new ways...

# Asking

- Asking recognizes who the real “expert” is.
- Asking opens the door to exploration and **self-discovery**.
- Asking says “I care about you” and value **their insights**.
- Asking moves people to **take responsibility** for change and solving their own problems.

“The purposes of a man’s heart are deep waters, but a man of understanding **draws them out.**” **Solomon**

# A Good Question Helps People:

- **Take responsibility** for change
- **Clarify** what it is they want to do
- Connect to their **motivation** for change
- Identify and solve their **own** problems
- Move from talking to **taking action**.

Ask open-ended and exploratory questions that **dig a little deeper** to help the person with whom you are conversing see their path **more clearly.**

# Characteristics of Powerful Questions

## Open

- Can't be answered by a simple **yes** or **no**
- Uses **What** and **How** questions
- Keeps **client in charge** of the agenda
- **Positive** and **non-judgmental**
- Keeps conversation **Open** and not shut down

# Characteristics of Powerful Questions

## Non-critical

- Listen Openly (**without judgment**)
- Not to **convince** or control the individual
- They are to discover/become aware
- Arguing for change often promotes **resistance**, Instead, roll with the resistance and keep listening

# Characteristics of Powerful Questions

## Exploratory

- **What** resources do you have?
- **How** will you track your progress?
- In **what** other ways might you look at this situation?

# Characteristics of Powerful Questions

## Deeper

- You mentioned \_\_\_\_\_. Tell me **more** about that.
- **How** does this action fit with your values?
- **What** did you learn about yourself this past week?

# Asking Questions Skills

\_Open

\_Non-critical

\_Exploratory – How will you..

\_Ownership – what can you do

\_Deeper – tell me more about...

\_Make Observations

\_Curious

# Asking Questions Exercise

- **Observer – Coach, Coach – Client**
- **What obstacle do you have to being as active as you know you should?**
  - Not enough time
  - Not motivated
  - Physical limitation
  - Your own
- **Watch for powerful questions 7 min.**

*His Reflection of*  
*Insight*



# What Do *You* See?

“And Elisha prayed, ‘O LORD, open his eyes so he may see.’”

Then the LORD opened the servant's eyes, and he looked and saw the hills full of horses and chariots of fire all around Elisha.”

2 Kings 6:17, NIV

# Bible Promises

Truth Destroys the Lie

# 3 Components to Insight

1. The process of viewing something from a different vantage point
2. Viewing things in their relative importance
3. Being able to distinguish between our feelings and what is actually true

*His Reflection of*

**SUPPORT**



# Called to Walk Alongside

“All praise to the God and Father of our Master, Jesus the Messiah! Father of all mercy! God of all healing counsel! *He comes alongside us* when we go through hard times, and before you know it, *He brings us alongside someone else* who is going through hard times so that we can be there for that person *just as* God was there for us....”

2

Corinthians 1:3,4, MSG

# Supporting through Encouragement

*“Let us consider* how we may **spur one another** on toward love and good deeds. Let us not give up meeting together, as some are in the habit of doing, but *let us encourage one another*—all the more as you see the Day approaching.”

Hebrews  
10:24, 25, NIV



# Support

Helping another along the path by offering **inspiration, encouragement, assistance, and accountability.**

# Supporting through Accountability

- A willingness to **account** for one's actions
- Being **answerable** to someone
- Works best if there is **permission, specificity,** and **structure** for the relationship



*•What question do you want me to ask you? When?*

**If we get the being right,  
the doing follows!**

# A Sample Coaching Session



# Examples

- **John** : 55yo, 150# over weight., Church music leader, low will power.
- **Jane**: 68yo, with diabetes, high BP, comes to BP screening, has come 4-5 times now wants help with life style to help.
- **Amy**: 35 has a 1 year old, can't loose the 25 # gained from pregnancy, no exercise, diet is SAD. Came to try CHIP.

# Keep in mind

- During this section that you can do informal coaching as well. We call that being a Health Partner.
- Or simply use the tools in your friendship as a support and encouragement.

# ***WELLNESS***

***“Dream”***

**(Where, What  
& Why)**



## Defining a Personal Wellness Vision (Dream)

- “Where there is no vision, the people perish.” Solomon
- No one sets out on a trip without a clear picture of where they are going.

# Beginning with the end in Mind

- **Forward thinking**
  - **Where do I want to go?** *What do I really want? Who do I want to be when it comes to living well? What will be different? What will it look like?*
  - **Why am I going?** *What's important to me? Is it worthwhile? What will happen if I don't change? What difference will it make? Are these motivators powerful enough to keep me on track?*

# A Good Wellness Vision is ...

- Personal
- Written down
- Worded in present tense
- Detailed and descriptive.
- Kept where you can refer to it often (daily).

# Wellness Vision/Dream Form

## Writing your own Vision

### **My Wellness Vision**

Vision: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### **My Motivators**

\_\_\_\_\_

### **My Obstacles**

\_\_\_\_\_

My **Strategies** to overcome my obstacles  
are: \_\_\_\_\_

\_\_\_\_\_

### **My Support System:**

People: \_\_\_\_\_

Organizations: \_\_\_\_\_

Clubs: \_\_\_\_\_

Equipment: \_\_\_\_\_

Etc.: \_\_\_\_\_

### **My Three Month Goals**

Activity: \_\_\_\_\_

\_\_\_\_\_

Nutrition: \_\_\_\_\_

\_\_\_\_\_

Stress: \_\_\_\_\_

\_\_\_\_\_

Other: \_\_\_\_\_

\_\_\_\_\_

# Vision & Goal Instructions

## Vision, and 3 Month Goals Instruction

First write a **VISION** of what you wish to be like, what you want to change or accomplish, how you want to feel and why. Example: My vision is that I maintain healthy weight, exercise regularly, eat healthy food and feel less stressed so I can enjoy the time I spend with my family.

A **MOTIVATOR** is a description of what is important to your personal life that will motivate you and strengthen your commitment to your vision during the program. Example: My primary motivator is to maintain my health and quality of life.

An **OBSTACLE** is an event or circumstance that may hinder you in achieving your goal. Example: My main obstacle is that in times of high stress I tend to eat sugary snacks and get off track in my plan to lose weight.

A **STRATEGY** is the method you will use to overcome obstacles.. Example: My strategy to overcome my obstacle is to replace mindless eating by taking a break from what I am doing and take a short walk, or take a few minutes for meditation.

**Three Month Goals:** Goals are tools that serve your Health Track vision. 3 months are long enough to make progress, experience benefits and establish what you want to be doing consistently for your health. Changes are difficult at first, so two week or shorter term goals provide specific small and achievable steps toward attaining the 3 months goals, as well as keeping on track. Three month goals may change depending on the progress in your two week goals.

**SMART** goals are Specific, Measurable, Action based, Realistic, Time related

Examples of 3 month goals:

I will do a cardio workout 3 days per week for 45-60 minutes.

I will eat 3-4 fruits 5 days each week.

I will meditate for 20 minutes 5 days each week.

Examples of 2 week goals:

I will walk 1 mile loop around the lake on MW morning.

I will take a lunch with 2 fruits to work 4 days each week

I will take a 10 min. break to meditate at 10 AM and 2 PM each work day

# ***GOAL SETTING***

**(How & When)**



# Time for Action

“All **hard work** brings a profit, but mere talk leads only to poverty.”

Solomon

Vision without action is merely a dream.

Action without vision just passes time.

**Vision with action can change the world.**

Joel Barker, *Star Thrower Story*

# The Power of Goal-Setting

- Linked to Your Wellness Vision.
- Describes a specific objective and the commitment to reaching it.
- Goals are the markers to help focus, motivate, plan, and measure progress.

# The Power of Goal-Setting (cont.)

- Choose behaviors, not outcomes.
- Positive language.
- Three-month time frame.
- Excites you and makes you smile.
- SMART goals

# SMART Goals

Specific – Clearly defines the details of where you are going.

- *How will you **recognize** this road marker?*
- *What exactly do you want to **accomplish**?*
- *What will it **look like** when you reach your objective?*

# SMART Goals

## Measurable

*How can you quantify this goal so that we'll know when you've reached it?*

- *You said you want a “more balanced life.”  
**Define** what you mean by “more.”*
- *How could you state this objective so your progress toward it is **measurable**?*

# SMART Goals

Attainable -- It is within your capabilities and control.

- *Are there any **barriers** or circumstances that will prevent you from reaching this goal?*
- ***Depends only on you?***

# SMART Goals

**Relevant** – You care enough about this goal to make it a **priority**.

*What are you willing to **let go of** or cut from your schedule to work on this goal?*

*On a scale of 1 – 10, **how important** is it to you to reach this goal?*

# SMART Goals

Time-sensitive - It has dates attached to it.

*By **when will you reach** the goal? (Or by when will this be an established habit?)*

***When** will you start?*

*What time of day (before work, at lunch)*

Write your 3 Month goals on  
your Vision/Goal Form

# *ACTION STEPS*



# 2 Week log sheet

- With check boxes to record daily progress

## Two Week Goals

**Activity Goals:** \_\_\_\_\_

Comments: \_\_\_\_\_

**Nutrition Goals:** \_\_\_\_\_

Comments: \_\_\_\_\_

**Stress Goals:** \_\_\_\_\_

Comments: \_\_\_\_\_

**Other:** \_\_\_\_\_

### Glasses of Water

S	M	T	W	T	F	S	S	M	T	W	T	F	S
---	---	---	---	---	---	---	---	---	---	---	---	---	---

**Activity** %

Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Nutrition** %

Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Rest/Stress** %

Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Other** %

Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Progress Toward Goals:**

# Action Steps (2 week goals)

- An action step is a **single task** you can put on your calendar or task list and do **now** to move toward your goal.
- Different kinds of action steps
  - 1) Preparatory, 2) Active
- Usually begins with **small steps** and builds into **bigger** steps until the goal is reached.
- Aim for **forward movement**. *What is your next step?*

# Brainstorming Action Steps

- **Five Options (What else list)**

# Brainstorming Action Steps

- Five Options
- **The Ideal (If all obstacles removed)**

# Brainstorming Action Steps

- Five Options
- Ideal
- **Leveraging Strengths & Successes**
  - **Based on what they do best**

# Brainstorming Action Steps

- Five Options
- Ideal
- Leveraging Strengths & Successes
- **Think Grayscale**
  - **Partial success**
  - **Ok plan vs. perfect plan**

# Brainstorming Action Steps

- Five Options
- Ideal
- Leveraging Strengths & Successes
- Think Grayscale
- Wanna Dos
  - Not need to but what I want to do

# 2 Week log sheet

## Two Week Goals

**Activity Goals:** \_\_\_\_\_

\_\_\_\_\_

Comments: \_\_\_\_\_

**Nutrition Goals:** \_\_\_\_\_

\_\_\_\_\_

Comments: \_\_\_\_\_

**Stress Goals:** \_\_\_\_\_

\_\_\_\_\_

Comments: \_\_\_\_\_

**Other:** \_\_\_\_\_

\_\_\_\_\_

### Glasses of Water

S	M	T	W	T	F	S	S	M	T	W	T	F	S
---	---	---	---	---	---	---	---	---	---	---	---	---	---

**Activity** %

Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Nutrition** %

Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Rest/Stress** %

Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Other** %

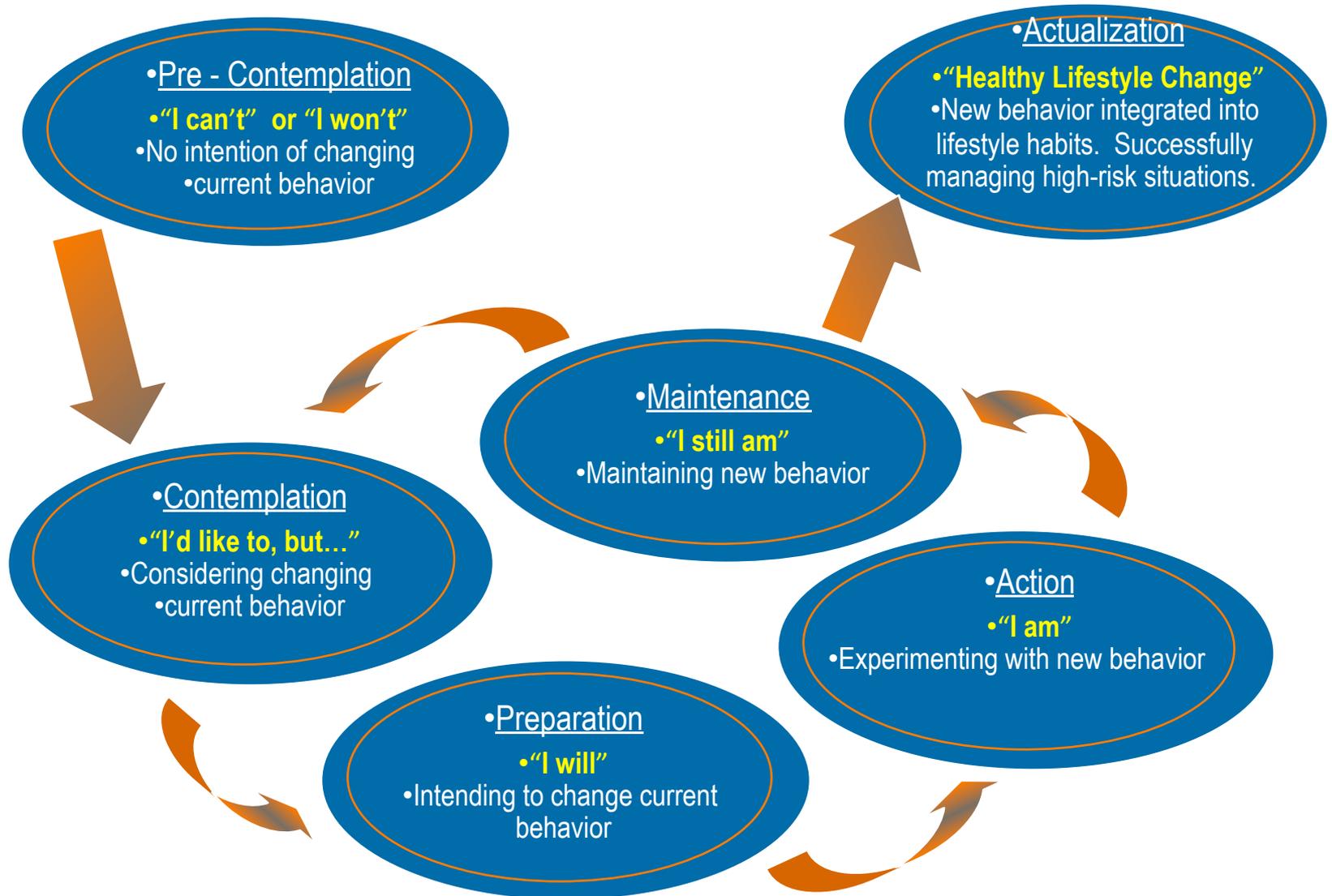
Sun	Mon	Tue	Wed	Thur	Fri	Sat	
Sun	Mon	Tue	Wed	Thur	Fri	Sat	

**Progress Toward Goals:**

# UNDERSTANDING CHANGE

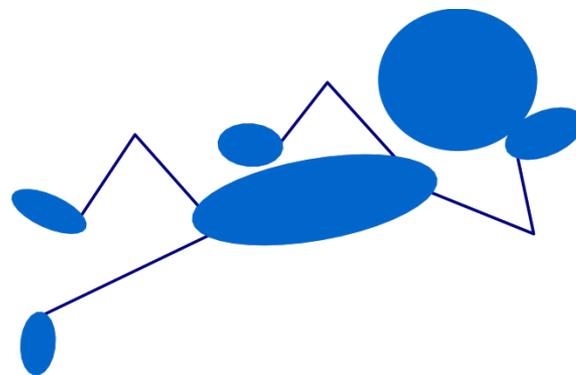


# Stages of Change



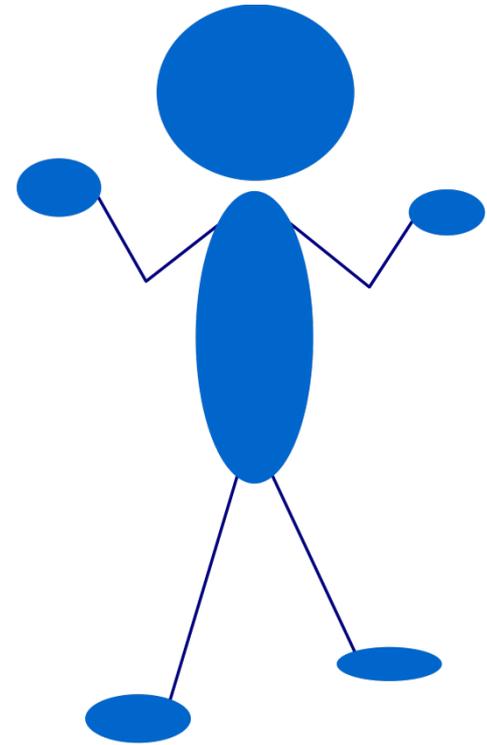
# Precontemplation

- *Not yet ready to change*
- “Who, me?” Unaware or barely aware of a problem
- “I won’t” or “I can’t” No intention of changing behavior in foreseeable future.



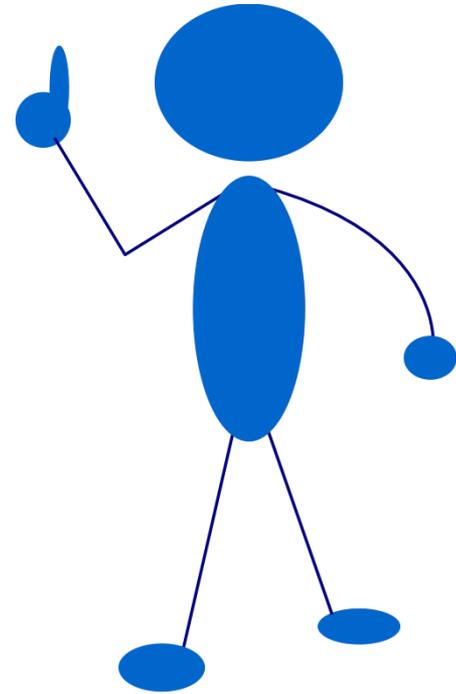
# Contemplation

- *Thinking about change*
- “I may” or I’d like to, but...”
- Aware of problem, but not ready to change
- Dealing with ambivalence, weighing pros and cons



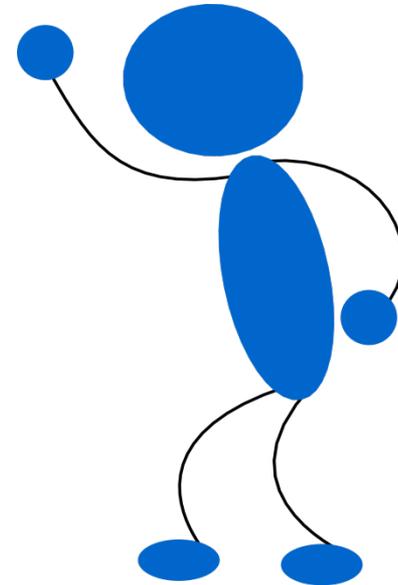
# Preparation

- **Ready** to change
- “I will” -- Turns ambivalence into intention to take action
- Sets reachable goals and
- makes specific plans



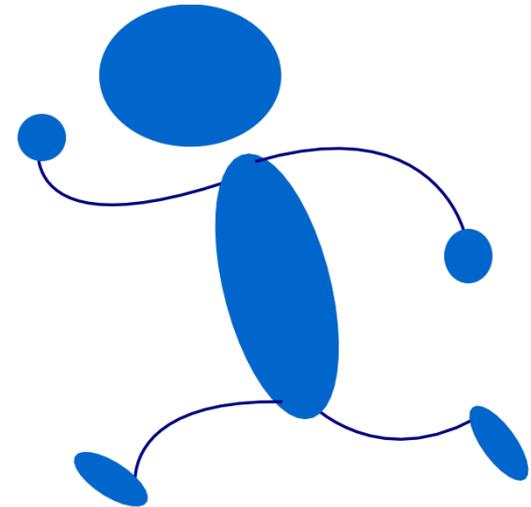
# Action

- Making changes now
- “I am” -- Modifies behavior, experiences, and environment to address problem



# Maintenance

- *On track* “I still am”
- Stabilizes behavioral changes/engages in new behaviors
- Chooses effective support system



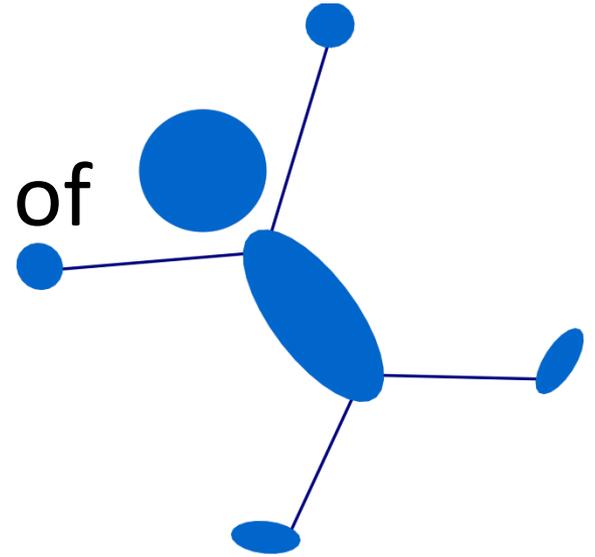
# Actualization

- Met goals
- Previous behavior **no longer a temptation**
- Support and encourage others in the change process.
- Former behavior no longer a temptation.



# (Lapse)

- Not a stage of change, but an integral part of the change process.
- Viewed as a **temporary** loss of motivation.
- **A learning opportunity**
- Relapse occurs when individual **reverts back** to precontemplative or contemplative stage.



# The Action Paradigm

- The Action Paradigm dominated behavior change programs for the past 30-40 years.
- 90% of programs are designed for participants **ready to take action**.
- Problem: Fewer than **20%** of population is prepared for action at any given time.

# Practical Implications

- Don't equate action with change.
- Gear program and coaching to all stages, not just to action.
- Tailor your approach to an individual's stage.
- Keep in mind that an individual is in different stages for different behaviors.
- Individuals need to move one stage at a time, without skipping stages. Be patient!
- Forward movement is success!

# Practical Implications cont.

- Keep in mind that a large part of change has to do with “thinking.”
- Don't neglect the foundational aspects of change, such as exploring values, identifying obstacles and strategies around them, building self-awareness, creating a personalized plan for change, recruiting support....

# Motivation and Confidence



## Two Keys to Readiness to Change

1. Motivation = An internal process which creates the desire to move toward goals. Related to level of importance.
2. Confidence = A person's confidence in their skill or ability to make a specific behavior change.

# Motivation & Confidence

•motivation

<ul style="list-style-type: none"><li>•Can't but</li><li>•want to</li></ul>	<ul style="list-style-type: none"><li>•Can and</li><li>•wants to</li></ul>
<p>Can't and doesn't want to</p>	<ul style="list-style-type: none"><li>•Can but</li><li>•doesn't</li><li>•want to</li></ul>

•Confidence

# Increasing Motivation & Confidence

## Motivation

**Safe atmosphere**  
**Empathy**  
**Unconditional acceptance**  
**Facts with hope**  
**Weigh pros & cons**  
**Define the Why**  
**Honor values & beliefs**  
**Wellness visioning**  
**Readiness exercises**  
**Success stories**

## Confidence

**Make commitment**  
**Start small**  
**Add, rather than take away**  
**Have a flexible plan**  
**Build on previous success**  
**Anticipate obstacles**  
**Insights into behavior**  
**Affirmation & encouragement**  
**Use proven success strategies**  
**Cheerleaders**  
**Accountability**

# Practical Implications

- Tailor your approach to what an individual needs... stronger motivation? Or more confidence?
- Even if motivation is high, without confidence in ability to change, success is unlikely.

# Components of a Successful Plan for Lifestyle Change

- Wellness Vision
  - Gives direction
- SMART Goals
  - Milestones toward the Vision
  - **S**pecific, **M**easurable, **A**ttainable, **R**elevant, **T**ime-sensitive
- Weekly Action Steps
  - Small, manageable steps toward SMART Goal

# Practical Implications

- Instead of the usual information only approach, partner with the individual to help them create a personalized wellness plan.
- Provide expert knowledge and resources as needed, but only after exploring with their creative thinking first.
- The vision and goals also provides a roadmap for subsequent conversations.

# Discovering Their Needs



# Coaches:

- Guide the process – asking open ended Questions
- Focus on the present with the future in view
- Help the client develop short and long term goals
- Focus on Clients Priorities
- Hold the Client accountable
- Help the client become more honest with himself
- Work toward Independence
- Client finds answers through Coaching Moments

# How to discover their need

You will often face an important challenge or opportunity during each coaching session this will be the “issue of the day”. This presents an opportunity for the coach to drill down to find their needs, the main point and help the client to resolve and take action.

# Identifying Their Need

- The Client wants to build on the success of a breakthrough
- The Client is unable to identify goals, motivators or feelings regarding their wellness goal
- The Client is held back from setting or meeting goals

# Remember to:

- Clarify the main issue the client want to work on
- Get Permission to work on it
- Ask open ended questions, reflections & discussion to help the client gain insights on the issue
- Help client identify and commit to the next step

# Remember to:

- Give client ample time to respond to any of your questions
- Use active listening
- Don't jump in to help with possible solutions or advice
- Build rapport before starting the coaching moment process
- Use few words, simple questions and reflections.

# Remember:

- Ask only one open ended question at a time
- It is OK for them to be uncomfortable with the discrepancy of where they are and where they want to be
- Silence is OK, get comfortable with it

# Rules for a Good Health Partner

- The Client works and speaks more than the coach
- Use only one reflection at a time
- Ask yourself “what do they need most”
- Balance questions with reflection
- Use silence

# How to achieve Success

- Positive attitude
- Discuss reasons for goals not achieved and develop new strategies
- Make sure the goals are SMART goals
- Deal with Self Sabotage
- Help them find a support system
- Help them learn from the past
- Brainstorm solutions

# Achieving Success cont.

- Identify triggers that set them off course and help them figure out how to avoid them in the future
- Help them work out a plan to stay on course
- Tell them what has worked for others
- Celebrate success
- Use the name Obstacles not Failures
- Admit it, if it is your fault for lack of success

# Motivation



# Motivation Coaching

- Is Client centered
- For enhancing intrinsic motivation
- Stimulates change by resolving ambivalence

# Decision Balance

- **Reason to Stay**  
**Same**
- What are the benefits of staying the same
- What are concerns of changing
  
- Resistance Score =

## **Reason to Change**

What are the concerns about staying the same

What are benefits of changing

- Motivation Score =

# Importance ruler

Today how important is it that you change?

1 2 3 4 5 6 7 8 9 10

Not important  
at all

= to all other  
things now

Most import  
thing in my  
Life now

# Possible Questions

- Why have you given yourself a \_\_\_\_ and not a lower score on importance?
- What would have to happen for it to become much more important for you to change?
- What would have to happen before you seriously consider changing?

# Confidence Score

Today how confident are you that you will change your...?

1      2      3      4      5      6      7      8      9      10

**I do not think  
I will achieve  
My goal**

**I have a 50 %  
chance of  
meeting my goal**

**I think I will  
definitely  
reach my goal**

# Questions Regarding Confidence

- What would make you more confident about making these changes?
- Why a \_\_\_ not a lower score?
- How can I help you succeed?
- What have you learned from what went wrong last time you tried?
- What are some practical things you would need to do to achieve success?

# Health Principles in Coaching



# CREATION Health

- **C**hoice
- **R**est
- **E**nvironment
- **A**ctivity
- **T**rust
- **I**ntimacy
- **O**utlook
- **N**utrition

# NEWSTART

- **N**utrition
- **E**xercise
- **W**ater
- **S**unlight
- **T**emperance
- **A**ir
- **R**est
- **T**rust in Gods Power

Health Advice

**Give only with  
permission**

# Lifestyle Changes

- Go slow
- Small Changes
- Start where they are at
- Most people know what they should do
- Give lots of support

# Medical Advice

- Most of us are not “Medical Experts”
- Support their Health Care Professional
- Help them develop a plan of action to accomplish the changes they have been prescribed to make
- Use credible recourses rather than verbal opinions (Health Power is a good resource book)

# Key Health Principles

- Balance
- Logic
- Restoration
- Disease Prevention
- Avoid Extremes

# Nutrition Coaching

- Explore habits
  - Breakfast
  - Regularity
- Explore Family habits
  - Culture
  - Preferences
  - Ask What They Know

# Nutrition Coaching

- Be aware of existing Bad Habits
- Be alert to resistance to change
- If Weak, use Bible Promises & Prayer
- Encourage simple planning
- Use SMART goals

# Exercise Coaching

- If new to exercise, encourage a doctors clearance to start
- Activity vs. Structured Exercise
- Be alert to limitations
- Past success or failure
- Start with small steps
- What support system or equipment do they have

# Coaching Stress

- Be patient, faithful and caring
- God is able
- Explore efforts to control stress
- Explore where and when stressed
- Be alert to addictions, meds, depression
- Don't appear overwhelmed
- Assure confidentiality and support
- Offer Prayer

# Spiritual Coaching

- Explore where they are in their spiritual journey
- “What is your religious heritage?”
- Must have good rapport before
- Explore their picture of God

# Spiritual Cautions

- Avoid emotional response
- Avoid trying to make converts
- Avoid talking too much
- Avoid being the “expert” instead of helping them find their own answers

- **Extra Notes**

# Reflective listening

- Simple Reflection
- Amplified Reflection
- Double –Sided Reflection
- Shifting Focus
- Rolling with Resistance
- Reframing
- Working with resistance

# Mistakes in Reflective Listening

- Parroting
- Listening without empathy
- Opening the coaching door, then slamming it shut
- Bad Timing – may need specific help
- Over Analyzing

# **Most Communication with a professional Doesn't Work Because it often focuses on providing:**

- Education
- Advice
- Goals
- Strategies
- New Skills
- Prescribing a specific program

# Other Motivational Coaching Skills

- Expressing accurate empathy
- Developing discrepancy
- Avoiding argumentation
- Rolling with resistance
- Supporting self-confidence in their ability to make the desired change

# Motivation Coaching

- Compares pros and cons of status quo and the change under consideration
- Reinforces pro-change talk
- Diminish resistance talk

# It effectively gets the Client to:

- Say out loud the reason to move forward
- Use their own words regarding moving toward healthy behavior
- Work as hard as the coach
- Choose the process of change
- Take ownership by acting on what they say rather than what they hear





# Guaranteed Success

- **Mingle** – get personal – more than a program
- **Desire their good** – See the potential
- **Show sympathy** – connect with their heart
- **Meet their needs** – Listen to them
- **Win their confidence** – professional, effective, confidential & available
- **Invite them to follow** – Your example





# Sample Introduction to Partner

- So John, what are some of your goals from Diabetes Undone?
- If you reach those goals how would your life be different?
- What are some of things you feel like you would like to start with?
- In what ways could I help you reach that goal?

# The Relationship

- You are beginning an ongoing relationship to help another toward their wellness goals
- Each session focus solely on their desires
- It is the partnership that is powerful not your skill alone
- It is what makes it Christ Like

# Basic Tools for Building Relationship

1. Establish your Credibility & Trust
2. Confidentiality plays a key role
3. Find out what's important in their life
4. Be a good active listener
5. Discerning needs by using questions and good listening
6. Be a cheerleader and supporter
7. Use acknowledgement and praise throughout coaching session.

# Tools Cont.

- 8. Use humor as appropriate
- 9. Get regular feedback on the coaching process, what is working or not
- 10. Use email effectively between session
- 11. Manage yourself and your emotions
- 12. Admit your own mistakes when appropriate