



## **Consider the following when using the ruler with participants:**

### **Not Ready:**

#### **If the mark is on the left side of the ruler (0-3):**

Consider:

- ◆ What would you need to happen to think about changing?
- ◆ What help do you need?
- ◆ What do you need to know more about \_\_\_\_?
- ◆ How would you feel about reading a pamphlet about \_\_\_\_?

Respectfully acknowledge decisions:

- ◆ I respect your decision to not make this change right now.

Offer suggestions, as appropriate. Emphasize "It's up to you" - "thank you for thinking about it"

### **Unsure:**

#### **If the mark is somewhere in the middle of the ruler (4-7), try this:**

Explore mixed feelings:

- ◆ Why did you say you were "Unsure" instead of "Not Ready"?
- ◆ What might make you more ready to change?
- ◆ What are the good things about trying to change?
- ◆ What are some of the things that make it hard for you to change?

Build readiness:

- ◆ Where does that leave you now? What's the next step for you?

Show appreciation-express confidence "when ready":

- ◆ Thank you for talking with me today - when you are ready to change, I feel confident you can do it.

### **Getting Ready/Ready:**

#### **If the mark is on the right side of the ruler (8-10), try this:**

Brainstorm ideas and explore barriers:

- ◆ What are some things that are helping or would help you make the change?
- ◆ What else could help you make the change?
- ◆ Who can help you?
- ◆ What are situations that make it hard for you to follow through?

Develop a plan together:

- ◆ What is your plan? (Explore specifics-when, where, how)

Summarize decision:

- ◆ Thank you for talking with me today - your plan to .....sounds like it will work well for you.