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|  **Try Using These Questions to explore the Decision Balance** |
| **Stay the Same** | **A. Benefits of not changing** *“What do you like about ... (behavior)?* *And what else...?”*  | **B. Concerns about not changing***“What, if anything, concerns you about your ... (behavior)?”* *“Describe concerns that others may have about your ... (behavior)?”*  |
| **Change** | **C. Concerns about changing***"What would be your concerns if you were to change?”* *“What effects would changing have on you?”* *“What questions do you have if you were to change?”* | **D. Benefits of changing***“In what ways would you benefit from changing?”**"How do you think your health would improve if you were to change?"* |