|  |  |  |
| --- | --- | --- |
| **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?"* |