



# YMCA Awards

Level 3 Promoting wellness  
through client motivation and  
interaction

2018

# Level 3 Promoting wellness through client motivation and interaction

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## **Readiness to change**

## Readiness to change

Assess stage of readiness and motivation to take part in the planned physical activity using:

- Verbal communication – questioning
- Non-verbal communication – observing

## Stages of change

- Precontemplation
- Contemplation
- Preparation
- Action
- Maintenance
- Relapse



## Precontemplation

An individual is not thinking seriously about making a change in their health behaviour (such as reducing alcohol intake, taking part in more physical activity, reducing or stopping smoking)

For this individual, if anyone says 'you should be thinking about changing that', they are likely to dismiss it, because they don't see it as a problem

## Contemplation

An individual is now beginning to think about their behaviour. Maybe they feel that their clothes are a bit tighter than they were last year, or they have seen the latest statistics on smoking and lung cancer

They are beginning to see that maybe there is a problem that is affecting their health

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## Preparation

An individual has now realised that something needs to change, and they are ready to do something about it but may not know exactly how. This individual will start to investigate options, ask advice from friends and family, maybe go onto some websites for more information. They might turn to a GP or personal trainer to discuss the issue



## Action

This individual knows what they want to change, they have researched how to change it, and they have got a plan to put into action. They understand that changes will not happen overnight, but that over time, things will improve as long as they stick to their plan

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## Maintenance

The aim of the whole Stage of Change model is help an individual get to a position where they can maintain and sustain their new, healthier lifestyle. For many individuals, this is the hardest part, even harder than making the initial changes. This is about trying to ensure old behaviours don't slip back in

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## Relapse

Individuals are all subject to temptation and may revert to their old ways. This is the relapse stage and individuals are at a danger of bringing unhealthy habits back into their lives. Some individuals might feel that this isn't a problem and go back to the 'precontemplation' stage but others may not want to lose the benefits gained through the 'action' and 'maintenance' stages and will re-enter the 'contemplation' stage and begin the process again

## Strategies for stages of change

- Precontemplation
  - Establish rapport and build trust
  - Explore the pros and cons of maintaining current lifestyle
  - Explore the meaning of the actions the client undertakes

## Strategies for stages of change

- Contemplation
  - Start to change the extrinsic motivations to intrinsic ones
  - Elicit self-motivational statements of intent and commitment from the client
  - Provoke ideas regarding the client's perceived self-efficacy and expectations regarding exercise interventions

## Strategies for stages of change

- Preparation
  - Offer a menu of options for change and a variety of programme options
  - Help the client enlist social support
  - Prompt from the client what has worked in the past either for him or others who he/she knows

## Strategies for stages of change

- Action
  - Support a realistic view of change through small steps
  - Assist the client in finding new reinforcers of positive change
  - Acknowledge difficulties for the client in early stages of change

## Strategies for stages of change

- Maintenance
  - Affirm the client's resolve and self-efficacy
  - Maintain supportive contact
  - Review long-term goals with the client



