

# More Than Motivation: Clients Need a Methodology for Behavioral Change

Michael Arloski, Ph.D., PCC, NBC-HWC  
CEO and Founder Real Balance  
Global Wellness

“I just don’t have enough motivation.”



# Wanting to be healthy & well, but...



- Not moving/exercising enough
- Heat n' eat meals
- Passing up opportunities
- Poor medical compliance
- Not following through on the Wellness Plan

# We Can't Motivate Anyone!

We can help them discover their own sources of motivation.



# Identifying Motivators is Important

- *I really love dancing! I want to be able to do that for years to come.*
- *I don't want to be a burden to others as I age.*
- *I want to continue to be able to get down on the floor and play with my grandchildren.*
- *I want to be a very active part of their lives.*
- *I want to get back the energy I used to have.*

“Everything we do is motivated by either fear or by love.”





# Identifying Motivators is Important

- *I really love dancing! I want to be able to do that for years to come.*
- *I don't want to be a burden to others as I age.*
- *I want to continue to be able to get down on the floor and play with my grandchildren.*
- *I want to be a very active part of their lives.*
- *I want to get back the energy I used to have.*

# Sometimes it's not how much, but what kind. A lesson from Self Determination Theory

## SDT- MOTIVATIONAL SPECTRUM





# Lack of Motivation or Low Self-Efficacy ?



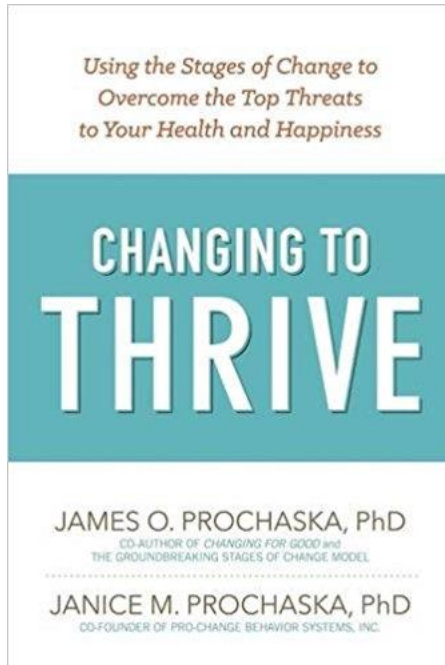
# Lack of Motivation or Low Self-Efficacy ?



The degree to which I believe I can affect my health.

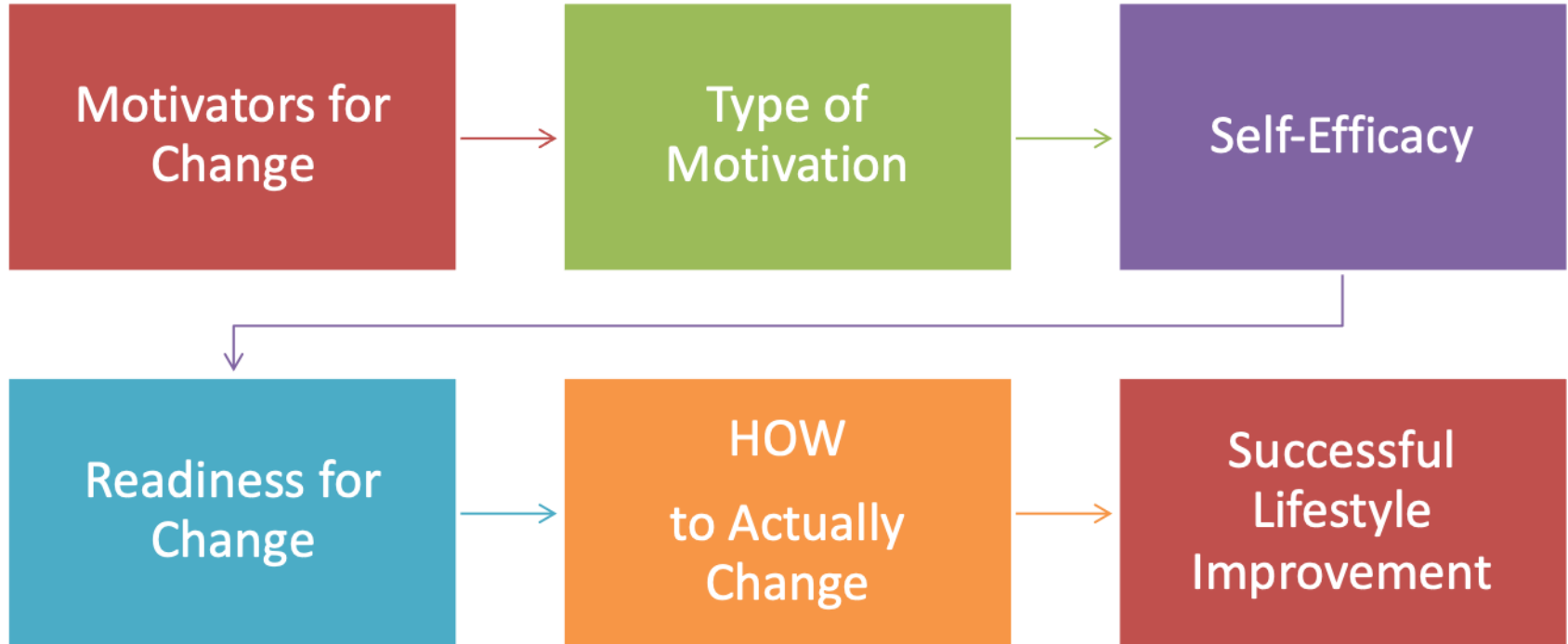
- Confidence that lifestyle improvement will pay off.
- Confidence that I can be successful at it.

# Not ready to take action



- Only 20% are in the Action Stage
- 80% are not!
- Pre-Contemplation
- Contemplation
- Preparation
- Then Action

# A Process for Lifestyle Improvement



# Mobilizing Motivation

- Motivation is the fuel!
- Do we have a vehicle to put it in?



# Behavioral Change Methodology = The Vehicle





# Giving Her a Vehicle for Change

- *I really love dancing! I want to be able to do that for years to come.*
- *I don't want to be a burden to others as I age.*
- *I want to continue to be able to get down on the floor and play with my grandchildren.*
- *I want to be a very active part of their lives.*
- *I want to get back the energy I used to have.*



# The What and the How of Change

- What?
  - Lifestyle Prescription – Treatment Team
  - Consultation – Fitness Pros, Dieticians, Therapists
  - Education – Health Educators, Diabetes Educators, etc.
- How?
  - Health & Wellness Coaches
  - Behavioral Change Specialists



# A Behavioral Change Methodology



# Co-creating a Wellness Plan

- Hold your client to be “naturally creative, resourceful and whole.”
- Set aside your expert hat and be an ally.
- Set aside all your judgment
- “Seek first to understand, then to be understood.”
- Connect, listen, empathize.

# Begin by Taking Stock - Explore



- Current health status
- Current treatments, meds, etc.
- Current lifestyle habits
- Current living situation
- Sources of Support
- Strengths – Assets
- Challenges
- Past experiences with these changes

# Help them create a Well Life Vision

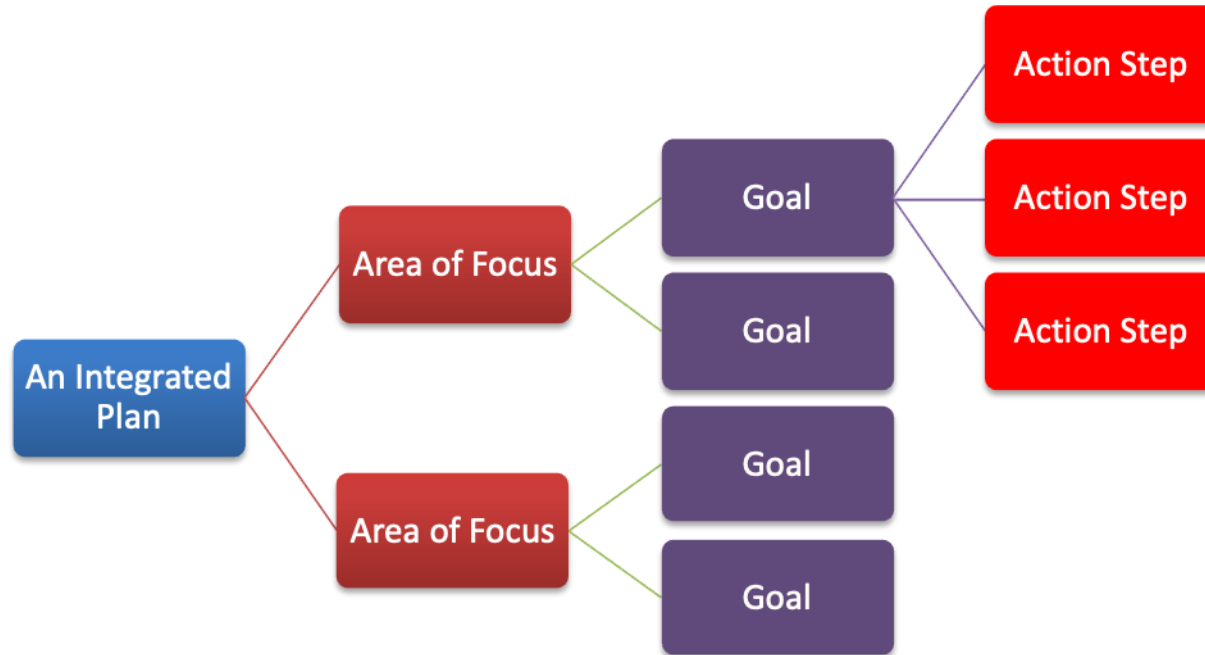




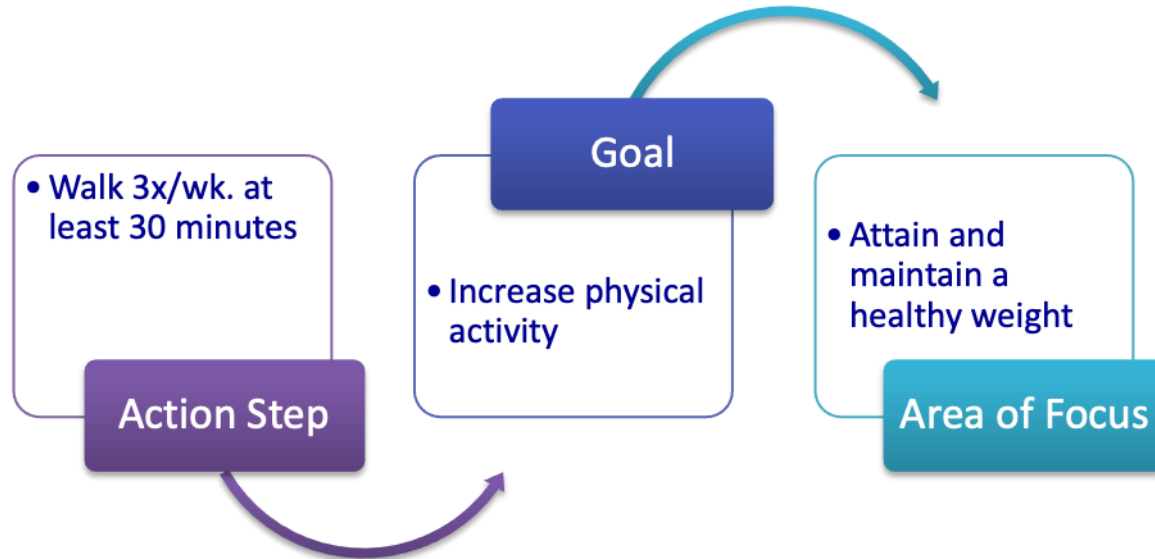
# Coaching to the Gap



# Co-Creating a Map to Get There



# Keep A Motivational Link Connecting All



# Accountability



- They are accountable to themselves, not to you
- Offer ways to help
- Staying with them through the change process
- Other sources of accountability

# Support for Lifestyle Improvement



- Support from you
- Support from others
- Crucial conversations
- Connectedness
- Connection is what makes change last!



# Climb the Mountain With Your Client





# Thanks and please stay in touch!

*Michael Arloski, Ph.D., PCC, NBC-HWC*

[Michael@realbalance.com](mailto:Michael@realbalance.com)

[www.realbalance.com](http://www.realbalance.com)

