

# Resistance to Change

Where is your client in relation to changing...?

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**Not Ready**

**Unsure**

**Ready**

**Importance (Why)**

- How important is it for you right now to...?
- 0-----10
- Why should I change?
- Why is it important for me to change?
- What will I gain or lose?
- I want to, but.....

**Confidence (How)**

- If you did decide to change, how confident are you that you would succeed?
- 0-----10
- Will I be able to?
- What skills do I need?
- Will I cope in situations?