

Letter:	Meaning:	Letter:	Meaning:
D	<b>Desire:</b> Client is stating their desire to change or not to change.	TS	Taking steps towards or away from behavior
A	<b>Ability:</b> Client is making a statement about their ability to change or not to change.	Sign:	change.  Meaning:
R	<b>Reason:</b> Client is stating a reason to change or not change.	+	The client is making a statement supportive of change.
N	<b>Need:</b> Client is expressing a need regarding the target behavior or a need with regards to changing or not changing.	-	The client is making a statement supportive of
0	<b>Other:</b> The statement does not fit with codes D, A, R, or N.		no change or away from making a change

#### Reasons:

- My liver's busted, so I have no choice. (R+)
- I just don't drink that much. (R-)
- I want my kids to have a real father. (R+)
- It would be so good for my kids. (R+)
- My drinking doesn't affect my kids. (R-)
- My doc told me I'm going to lose my leg if I don't start checking my blood sugars. (R+)
- My diabetes is as good as it's gonna get. (R-)
- I've gotta get a grip on this. (R+)
- I've got a friend who got a head injury on his motorcycle and I don't want that to happen to me. (R+)
- Only idiots need helmets and I am not an idiot. (R-)
- I don't want my child to have all these expensive cavities. (R+)





#### Reasons continued:

- My mother gave me my own bottle when I was her age and I never got cavities. (R-)
- My drinking is getting worse. (R+)
- My drinking is hopeless. (R-)
- If I don't stop using crack, my wife will leave me. (R+)
- If I have to use a condom, why even bother? (R-)
- Protecting my health is the most important thing to me. (R+)
- I have young children to take care of. (R+)



- I just want to quit hearing those voices and the medicine helps with that. (R+)
- I know I'd feel closer to God if I quit using drugs. They just keep me away from Him (R+)
- It's the right thing to do. (R+)
- I'm a mother and I ought to take better care of my kids. (R+)
- It's getting out of hand. I have to have my eye-opener in the morning. (R+)





#### Desire:

- I want to stop smoking. (D+)
- I'd like to quit, yeah. (D+)
- I hate a night without a buzz. (D-)
- I love waking up sober. (D+)
- I hate being an addict. (D+)
- I need to stop smoking. (N+)
- I must quit. (N+)
- I gotta do this. (N+)
- I need a cigarette. (N+)

### **Ability:**

- I am able to do this. (A+)
- I just can't quit. (A-)
- I can quit. (A+)
- I have the ability to stop smoking. (A+)
- I don't think I have it in me. (A-)
- Once I make up my mind, I know I can do it. (A+)
- I don't have much willpower. (A-)
- It's not that hard to do. (A+)





#### Other:

Client: I tell everyone I know, "Stay away from crack.

That shit will just mess up your life." (O+) "The right

AA meeting is the key."(O+)

Counselor: Did you come in to treatment on your own?

Client: Yes, I know exactly where I belong. (O+) Cocaine is just not the answer for me. (O+) I'm going to be thinking positively about it. (O+) I never have thought I was an alcoholic (O-)

Counselor: What will you put in place of drinking?

Client: That's what I'm trying to find out. (O+) I promised myself that if I do drink, I will tell you. (O+) If I weren't in AA right now, I'd be on a bender. (O+) If I go to the track all day I can usually win enough money to stay drunk. That's sad. (O+)



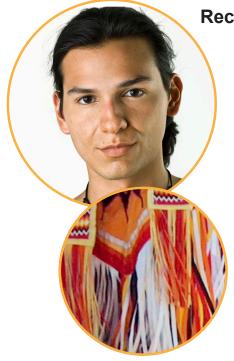




### **Commitment language:**

- I swear I'm going to stop this. Nothing is going to stop me this time. I'm going to do it. (C+)
- I'm going to do it (C+) for my family. (R+)
- No way I'm going to stop drinking. (C-)
- I'm not coming to treatment (C-) because I don't have a drinking problem. (R-)
- I got rid of all the alcohol from my house this week. (TS+)
- I went to two AA meetings this week. (TS+)
- I bought a six-pack of beer this week. (TS-)
- I stopped going to AA this week. (TS-)
- I tried cooking without butter. (TS+) (concrete step)
- I'm going to try cooking without butter. (C+) (intention)
- If I tried cooking without butter, I'd reduce my fat intake. (O+)
- I swear I will stop this. (C+)
- I'm always going to eat sweets. (C-)
- I'll go to the gym everyday. (C+)
- I'm going to throw away all of my cigarettes. (C+)
- I threw away all of my cigarettes. (TS+)
- I'll buy apples for snacks instead of chocolate. (C+)
- I didn't drink at all last week. (TS+)
- I worked overtime so I wouldn't be tempted to drink. (TS+)





### **Recognizing Camouflaged Change Talk:**

Counselor: What are you thinking about marijuana at this point?

Client: Actually I wasn't thinking about it at all. I was thinking about my girlfriend...but yeah, I guess I'm smoking too much for my own good. At least she says so and she wants me to quit. I don't want to break up with her (R+). I think it's messing me up at school, too. (R+)

Counselor: Has your husband been supportive

of you in the past?

Client: Uh huh.

Counselor: If you could push a button that would make you

stop drinking, would you do it?

Client: Uh huh (O+, hypothetical change)



### The Temperature of Change Talk



### Reason: High

- I definitely can't afford to get another DWI. (R+)
- I'll go back to jail if I have another positive urine. (R+)
- If I lose one more paycheck at the track, my husband will divorce me. (R+)
- I hate the way my clothes smell. (R+)
- There's no way I'd check my blood sugar three times a day because I'd be a human pincushion. (R-)
- It's the only way I can deal with the stress of my job. (R-)
- Sobriety just sucks most of the time. (R-)

#### Reason: Medium

- It's embarrassing to remember what I did that night. (R+)
- The reasons are starting to pile up. (R+)
- If I go to the casino again, my husband would probably leave me. (R+)
- It's the right thing to do. (R+)
- I can never find that machine when I have the time to test my blood sugar. (R-)
- My cigarettes are like a good friend. (R-)

#### Reason: Low

- I guess I'd be healthier if I exercised. (R+)
- It seems like the right thing to do. (R+)
- It's cramping my style. (R+)
- Well, it helps me to relax a little. (R-)
- I'd kind of miss my friends at the casino. (R-)
- It's sort of nice to just eat whatever I want. (R-)



### The Temperature of Change Talk



### **Desire: High**

- I want to get off drugs for good. (D+)
- I'd love to be able to control my diabetes. (D+)
- I really wish I could just cut down. (D+)
- I don't want to quit. (D-)
- I like my life the way it is. (D-)

#### **Desire: Medium**

- I wish I could just snap my fingers and lose 10 pounds. (D-)
- I just want to wake up sober in the morning. (D-)
- I like smoking. (D-)
- What's wrong with a little nightcap every now and then? (D-)

### **Desire: Low**



- I guess I'd like to smoke less. (D+)
- I sort of wish I hadn't started using coke. (D+)
- It would be kind of nice to have the extra money.
   (D+)
- There's a few good things about it. (D-)
- I'm pretty much enjoying things the way they are. (D-)
- I guess I'm not very motivated to exercise. (D-)



## The Temperature of Change Talk



### **Need: High**

- I definitely have to get off the street and this is the way to do it. (N+)
- I absolutely have to lose weight. (N+)
- I've got to use a condom every single time I have sex, no question about it. (N+)
- I need my pain pills and that's all there is to it. (N-)
- Cigarettes are the only thing keeping me going. (N-)

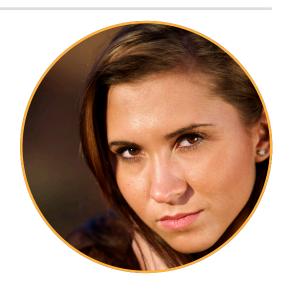
#### **Need: Medium**

- Probably I need to do something about my drinking. (N+)
- A change would be a good idea. (N+)
- Mostly, I have to drink. (N-)
- I guess I need some excitement in my life. (N-)

### **Need: Low**

- I sort of have to drink right now. (N-)
- I guess I don't think I need to quit. (N-)





## The Temperature of Change Talk



Other: High

• I've had it with this way of living. (O+)

I imagine my liver must be saying, Thank God! (O+)

• I'm no teetotaler! (O-)

 I'm one of the hopeless ones they talk about in the Big Book. (O-)

Other: Medium

I feel good about what I've accomplished. (O+)

I realize now that all that drinking was wrong. (O+)

• AA gives me a lot of hope. (O+)

• If not now, when? (O+)

 I keep asking myself: when are the benefits gonna show up? (O-)

Other: Low

I think that will motivate me to quit. (O+)

If I could just be on a desert island for a month, I could quit. (O+)

 The court asked me to come to treatment, but that's probably not such a bad idea. (O+)

 I'm kind of questioning my behavior. (O+)