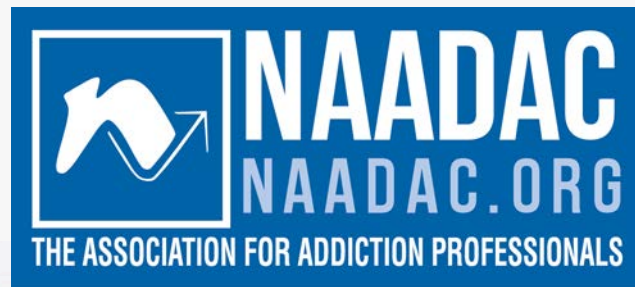


Motivation: There's No Place Like Home

Presented by Scott Breedlove, MARS, MRSS-P, CRPR



June 28, 2017



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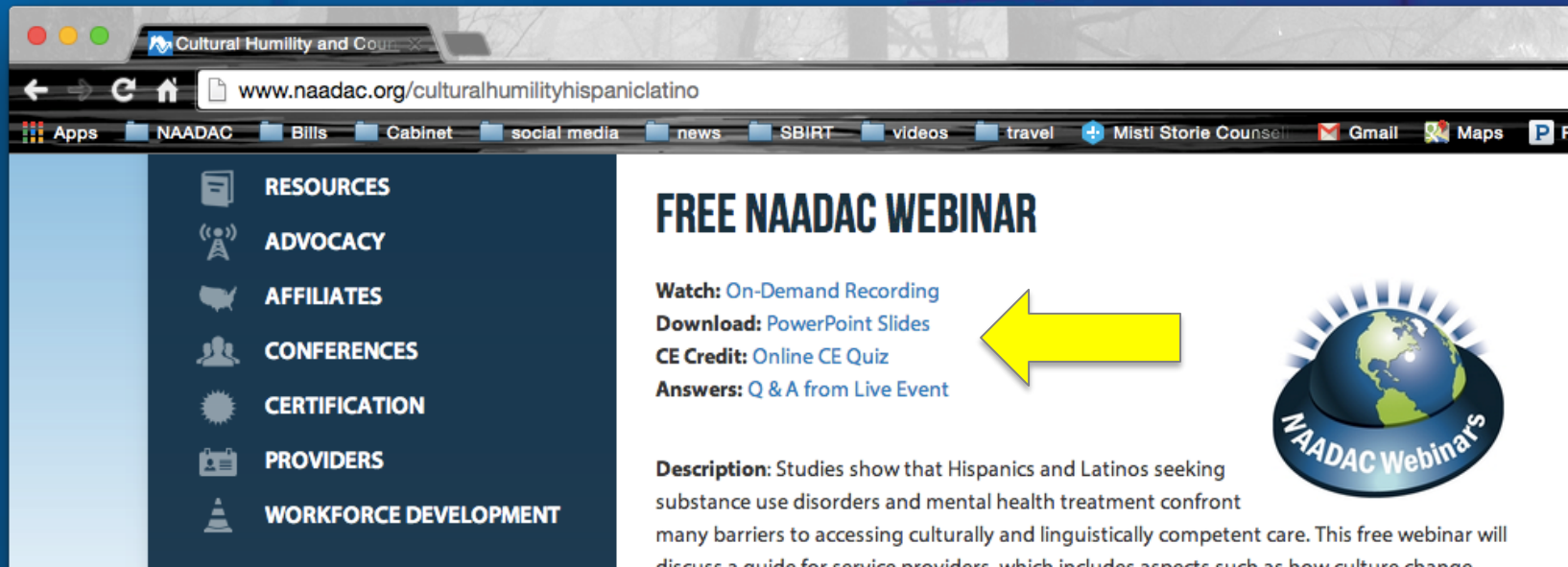
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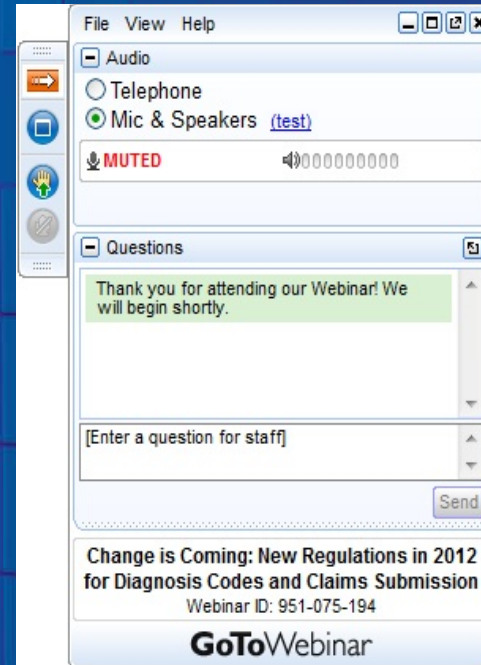
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Using GoToWebinar – *(Live Participants Only)*

- Control Panel
- Asking Questions
- Audio (phone preferred)
- Polling Questions



Webinar Presenter



Scott Breedlove

573-338-3976

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Webinar Learning Objectives

1

Define Motivation

2

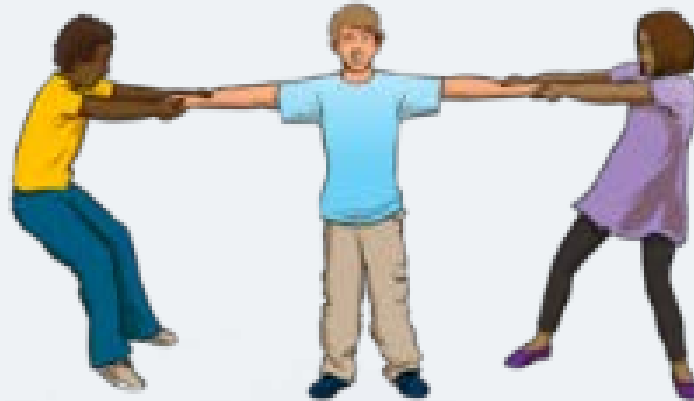
Review the Motivation
Process

3

Identify the professional's
role in the motivation
process

Motivation Definition

Internal and external forces and influences that move an individual to become ready, willing and able to achieve certain goals and engage in the process of change



Polling Question #1

Can a client's motivation change between sessions?



A. Yes

B. No

The Motivation Process Timeline

1. Every client has 168 hours of time each week
2. “How is the client spending their 168 hours?”
3. How many hours are “Recovery motivating hours?”
4. How many activities are “Recovery motivating activities?”
5. How many people are “Recovery motivating people?”



Polling Question #2

Have you ever seen a client's motivation change during a session?



A. Yes

B. No

Motivation Ingredients

1. Ready
2. Willing
3. Able



Ready

The client recognizes the need for behavior change and is ready to make the attempt.

READY....AIM....FIRE

Willing

The desire and importance a client places upon the behavior change.



Able

The client has the skills, resources and confidence to carry out a behavior change.

REPEAT AFTER ME:
“I CAN DO THIS”



Polling Question #3

Which one do you see clients struggle with the most?

- A. Ready
- B. Willing
- C. Able

Motivational Style

1. My belief
2. My attitude
3. My language

POSITIVE THOUGHTS GENERATE
POSITIVE FEELINGS AND ATTRACT
POSITIVE LIFE EXPERIENCES.

Language

1. Open ended questions
2. Reflective listening
3. Client affirmation
4. Summarizing
5. Eliciting change talk
6. Asking permission
7. Providing options
8. Dealing with ambivalence



Motivational Techniques

1. Stages of Change
2. FRAMES Approach
3. Decisional Balance Exercise
4. Goal/Behavior Discrepancy Exercise

Stages of Change

1. Pre-Contemplation
2. Contemplation
3. Preparation
4. Action
5. Maintenance
6. Recurrence



FRAMES Approach

1. Feedback
2. Responsibility
3. Advice
4. Menu
5. Empathy
6. Self Efficacy



Decisional Balance Exercise

1. Positives of Status Quo
2. Negatives of Status Quo
3. Negatives of Change
4. Positives of Change



Goal/Behavior Discrepancy Exercise

1. Change Goal
2. Change Behavior

“

***You will never change your life
until you change something you do
daily. The secret of your success is
found in your daily routine.
(author unknown)***

”

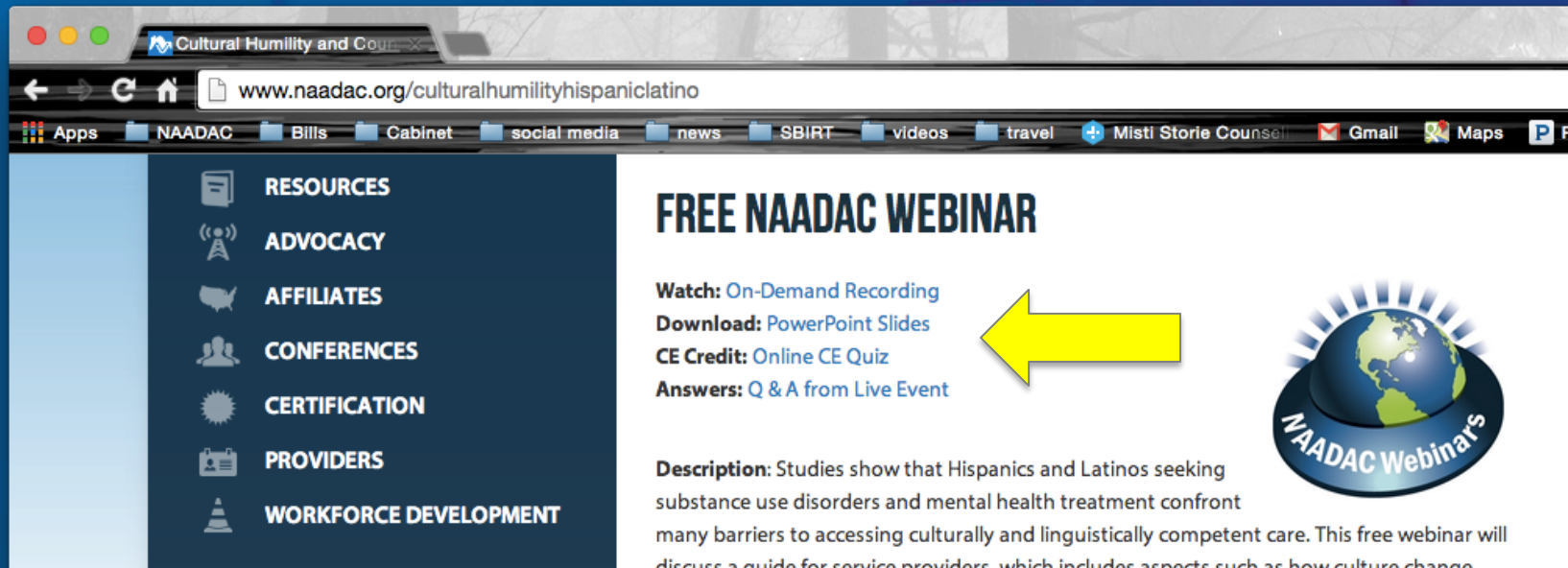
Thank You!



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by Michael Bricker, MS, CADC-2, LPC



August 23, 2017

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