

The Process of MI

1. Open the conversation (*Engage*)

- Warm, friendly greeting (smile!)
- Name
- Role
- Time
- Agenda
- Seek permission

2. Negotiate the Agenda (*Focus*)

- Show circle chart
- Read what's in each circle: *"In the circles are some topics we might talk about today. They include..."*
- Elicit choice: *"Which of these might you want to talk about today? Or is there something else?"*
- Encourage elaboration: *"How come you picked ___?"*

3. Ask open-ended question(s) (*Evoke*)

- *What concerns, if any, do you have about _____?*
- *If you made a change in this part of your life, how might it benefit you?*

4. Summarize

5. Ask about the next step (*"Test the water"*)

- *What's next?*

6. Close the conversation

- **Show Appreciation:** *Thank you!*
- **Voice Confidence:** *I'm confident that if you decide to make a change in this part of your life, you'll find a way to do it!*