READINESS RULER

How **important** is this change for you right now?

0 1 2 3 4 5 6 7 8 9 10

0=not important 5=somewhat important 10=very important

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Readiness Ruler

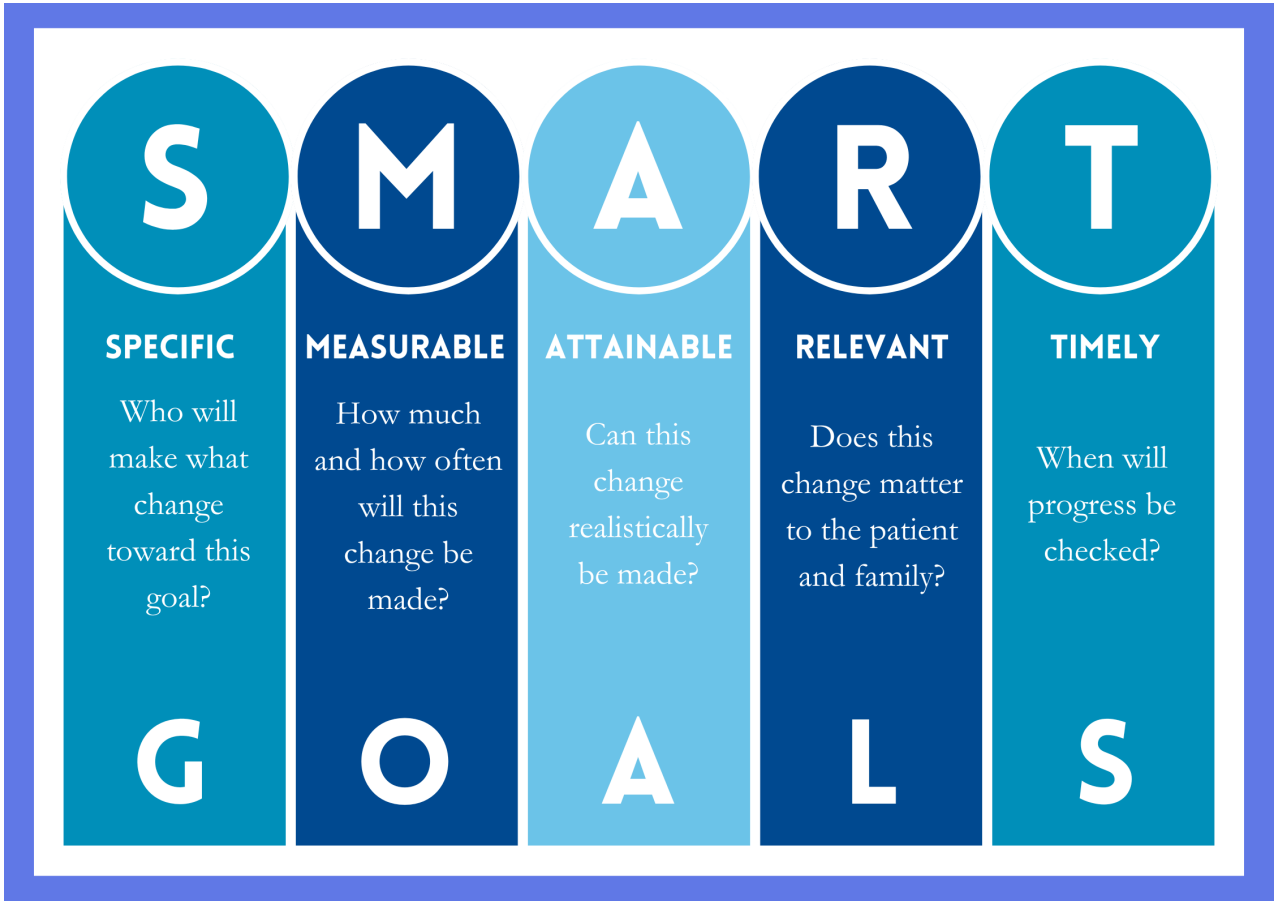
Remember to ask your patient, "Why not lower?" to elicit change talk about why the change is beneficial (importance) or possible (confidence). Asking your patient, "Why not higher?" may elicit barriers that need to be addressed.

READINESS RULER

How **confident** are you about making this change?

0 1 2 3 4 5 6 7 8 9 10

0=not important 5=somewhat important 10=very important



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Progress over perfection. Celebrate the small wins!