

Change Talk to Listen For

"I could
XYZ if I
wanted to"

"I want to
XYZ"

"If I XYZ,
then I
could XYZ"

"I know I
can XYZ"

"I've got to
XYZ"

"I'm going
to try XYZ"

"I'm
planning
on XYZ"

"I woud
XYZ if XYZ"

Ways to Respond

"It sounds like you're thinking about XYZ"

"That sounds important to you"

"If you were to make a change, where would you start?"

"You really believe in yourself to do this"

"You want to do this but might need XYZ to get started"

"What will it be like if you decide not to do XYZ?"

"It's a big decision to XYZ, what would be a benefit of doing it?"