

STAGES OF LIFESTYLE CHANGE

Stage	Characteristics	Coach Approach
Precontemplation	NEVER! <i>What problem?</i>	Offer screening; Give facts with hope; Have them make a list of benefits of change; Help them consider possibilities of change; <i>What would your life look like in 10 years if you don't change?</i>
Contemplation	SOMEDAY... <i>I'd like to, but</i>	Have them make a list of pros and cons; Share success stories; <i>If you woke up tomorrow with all the courage in the world, what would you do? On a scale of 1-10, where are you now? What would it take to increase that score 1 or 2 notches?</i>
Preparation	SOON <i>I will, soon.</i>	Encourage formal commitment; Assist in developing SMART goals with small action steps; Offer resources, guidelines; Help identify and enlist support. <i>What have you considered doing?</i>
Action	NOW <i>I am.</i>	Help them identify personal success strategies; Assist with problem-solving; Identify and plan for high-risk situations; Help to reframe failures as learning opportunities; Encourage celebration and rewards; <i>What worked this week? What did you learn?</i>
Maintenance	FOREVER <i>I still am.</i>	Focus on relapse prevention; Track & celebrate progress; Offer continued support, encouragement and accountability; <i>How do you feel about your accomplishment?</i>

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VALUES FOR CHRISTIAN LIFESTYLE COACHING

- We are all on the journey** (1 Corinthians 6:19,20; 1 Corinthians 9:25,27; Romans 2:21; 2 Corinthians 6:11).
- God has a unique plan for each of us** (Ephesians 2:10; Jeremiah 29:11; Psalm 139:16).
- God's work in us is our model for working with others** (Philippians 2:1,2,7; Ephesians 5:1,2; 2 Corinthians 1:3,4).
- Change needs more than information** (James 1:22; Job 42:5,6).
- God is the agent of change—but the responsibility for change belongs to the individual** (Philippians 2:13; Deuteronomy 30:19,20; Romans 14:12).
- Change is a team sport** (Ephesians 4:16; Hebrews 3:13; Romans 12:3).

Values → Being → Doing

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FOUR GIFTS

The Christian Lifestyle Coach gives four gifts that model the heart of God and Jesus' way of restoring people to health:

- The Gift of Perspective** – Holding a bigger, broader, more significant view of another person and their situation.
- The Gift of Presence** – Listening at a deeper level to truly understand and mirror back thoughts and insights to the person being coached.
- The Gift of Clarity** – Asking powerful questions that dig a little deeper to help the person being coached see their path more clearly.
- The Gift of Support** – Helping another along the path by offering inspiration, encouragement, assistance and accountability.

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INCREASING MOTIVATION & CONFIDENCE

- Motivation** = An internal process which creates and maintains the desire to move toward goals. Related to perceived level of importance or value.
- Self-efficacy** = A person's confidence in their skill or ability to make a specific behavior change.

Increasing Motivation	Increasing Confidence
Safe atmosphere	Make commitment
Empathy	Start small
Unconditional acceptance	Add, rather than take away
Facts with hope	Have a flexible plan
Weigh pros & cons	Build on strengths & previous successes
Define the Why	Anticipate obstacles
Honor values & beliefs	Gain insights into behavior
Wellness visioning	Affirmation & encouragement
Readiness exercises	Use proven success strategies
Success stories	Recruit cheerleaders

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WELLNESS PLAN COMPONENTS

Wellness Vision (Where?)	Gives direction, forward thinking, personal, worded in present tense, detailed and descriptive, written down and referred to often. <i>Where do you want to go? Who do you want to be when it comes to living well? What do you want to be doing consistently? What will be different? What do you want to happen as a result?</i>
SMART Goals (When?)	Milestones toward the Vision Specific – It clearly defines the details of where you are going. Measurable – It defines the measures you will use for tracking progress and achievement. Attainable – It is within your capabilities and control. Relevant – You care enough about this goal to make it a priority. Time-sensitive – It has dates attached to it.
Weekly Action Steps (What?)	Small, manageable steps toward SMART goal An action step is a single task you can put on your calendar or task list and do now to move you toward your goal. <i>Aim for forward movement, no matter how small or slow. What is your next step?</i>
Support Structures & Strategies for Success (How?)	Approaches that foster achievement, such as identifying resources, environmental control, tracking progress, problem-solving, anticipating high-risk situations, redefining failures, renewing the mind, etc.

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KEY LISTENING SKILLS

- **Listen Genuinely.** Fully tuning in to the other person's world. *Tell me what you think. What ideas have you had?*
- **Listen Attentively.** Listening "until you don't exist." Show your attention to the conversation with nominal cues, such as *Ummmm, yes, go on, and say more.*
- **Listen Openly.** Without judgment. Arguing for change can actually promote resistance. Instead, seek to understand the situation. *How did it come about? What have you done so far?*
- **Listen Actively.** Eye contact, open body language, engaged senses.
- **Listen with Curiosity.** When we are listening for specific information, we aren't hearing what the other person is saying. Train yourself to turn off your listening filter and think of their ideas as more valuable than your own. *That's interesting. Can you tell me more about that?*
- **Listen Reflectively.** Reflecting back what you hear the person say (restate, summarize, compare, ask for clarification). *Am I hearing you say that... It sounds like... Here's what I'm hearing you say so far... is that right?*
- **Listen Intuitively.** Listening between the lines, to the feelings not directly verbalized or the meaning that was not directly stated. *I get a sense that... I hear in your voice that... You sound really upset. What's that about?*
- **Listen Insightfully.** For God's perspective.

Silence = W.A.I.T. Why am I talking?

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COACHING CONVERSATION MODEL

Connect	Begin with a significant, open question that leaves room for the person being coached to voice whatever is on their mind. <i>What's new? What's going on in your life today?</i>
Progress	A brief review of action steps from the last time you talked. Ask for learning. Use specific accountability question, if developed. <i>Give me a brief progress report on your action steps. What have you learned?</i>
Agenda	Set by the person being coached, not the coach. <i>What do we need to focus on today to keep you moving toward your goals?</i>
GROW	Goal – Clarify exactly what the individual wants to accomplish. Make it SMART. Reality – Look objectively at the current situation, relevant history and trends. <i>What is happening? What circumstances seem to trigger this behavior?</i> Options – Brainstorm the possibilities for reaching the goal. <i>What could you do about this? What do you want to do? What else?</i> Will – Commitment to a concrete plan of action. <i>Which option(s) do you want to pursue? What step will you take this week? When will you do it?</i>
Review	The takeaways from the conversation. <i>So... what are your action steps for this week? On a scale of 1 – 10, how confident are you in your ability to achieve this step? What thoughts do you want to take away from today's conversation?</i>
Inspiration & Prayer	If appropriate, leave them with a scripture that relates to their particular need, ask for specific requests you can lift up in prayer, and/or conclude with prayer for the individual and their situation.

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RESTORED HEALTH, GOD'S WAY

R	Remain in friendship with God	Jesus tells us to "seek <i>first</i> the kingdom of God and His righteousness, and all these things will be given to you as well" (Matthew 6:33, NIV).
E	Engage in service to others	God created us within the context of community. Receiving and giving love and care to others gives our life meaning, enjoyment, and takes the focus off of our selves.
S	Savor a healthy diet	Our Creator selected an ideal diet made up of pure water and a wide variety of foods as grown. He wants us to <i>enjoy</i> them.
T	Take pleasure in physical activity.	With over 600 muscles, the human body was created to move! Our daily movement should include aerobic, strength training, flexibility and balance activities.
O	Offset stress with rest	Sabbath is a weekly gift of restoration. We also need to get regular sleep, engage in activities that refresh, and trust God.
R	Renew the mind	Romans 12:2 talks about our transformation through the renewing of our mind. This takes place through praise, gratitude, mindfulness, positive outlook, scripture memory...
E	Enjoy God's creation	Spend time outdoors every day, enjoy the benefits of fresh air and sunshine, take time to enjoy God's daily gifts like nature, art, music
D	Discover God's Word to me	As we spend time in God's Word, we learn insights into His character and our nature, and we begin to apply His natural laws of balance, moderation and stewardship.

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BRAINSTORMING ACTION STEPS

Five Options, or "What Else?"	<i>Let's think of five options for reaching your goal. What else comes to mind?</i>
Calgone, Take Me Away!	<i>Picture yourself with the obstacle gone or resolved. What would that look like? What would be different? What would it take to make this happen now? If we could eliminate all the obstacles, how would you proceed to accomplish your goal?</i>
Leveraging Strengths & Successes	<i>Where have you been successful in the past? What strengths or resources did you use? What impact would using that strength have on this situation?</i>
Think Grayscale	<i>What would partial success look like? What would reduce your stress by 50%? What difference would it make to go to the gym two days a week?</i>
If the Shoe Fits	<i>If your best friend had a similar situation and asked your advice, what suggestions would you give her? If we switched places right now, what would you tell me?</i>
Tailor-Made	<i>Considering what you already know about yourself, what will be important to keep in mind as you plan your next steps?</i>
Wanna Do	<i>How different would this conversation be if we explored what you WANT to do, rather than what you feel you SHOULD do?</i>

When offering suggestions, take on a neutral, tentative, partnering stance. *One thing you could do... What do you think?*

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ACCOUNTABILITY

Checking in with another person on the behavior changes they want to be held responsible for.

- **Ask permission.** *Would it be helpful for you if I checked in with you on this issue?*
- **Make it specific.** *What goal or action step do you want to be accountable for? What question would you like me to ask you?*
- **Define what the accountability will look like.** *On a scale of 1 – 10, what level of accountability are you comfortable with?*
- **Create structure.** Nail down how and when the accountability will take place, and how long the accountability relationship will last.

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REFER TO A PROFESSIONAL

- Physical symptoms (shortness of breath, chest pain, etc.)
- Low energy levels
- Rapid weight gain or loss
- Unusual difficulty sleeping
- Breathing problems
- Eating disorders
- Threats of suicide
- Sexual abuse, rape, physical abuse
- Panic attacks
- Self-destructive behaviors
- Chronic emotional pain

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HEALTH MINISTRY COACHING PROCESS

Preparation	Prior to event. Identify learning objectives, desired outcomes of presentation, and relevant scripture passages.
Introduction	Welcome, announcements, introduction of speaker and topic, icebreaker, description of program format and expectations
Information	Presentation of topic
Facilitation	<p>Group Lifestyle Coaching to lead participants to develop an individualized plan for lifestyle change.</p> <ul style="list-style-type: none"> • Connection (What's up?) – Serves to build rapport and trust. Particularly relevant for ongoing programs, can serve as a check-in time for action steps set at last session. <i>How are you doing? What can we celebrate this week?</i> • Reflection (So what?) – Intended to help participants reflect on the topic at a more personal level. <i>What did you find most interesting tonight? How is this relevant to your life?</i> • Application (Now what?) – Designed to help participants act on what they have learned. <i>How do you want to apply this key insight to your life?</i> • Inspiration (What matters?) – Link made to internal motivators and individual faith. Scripture passages and stories are shared. <i>How important is it to you to make a change in this area? How can your faith practices support your change efforts? How can we be praying for you?</i>
Conclusion	Participants share key insights and action steps, program evaluation completed

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POWERFUL QUESTIONS

Open (not closed)	Restate the question beginning with the word “what” or “how”
Directly Relevant	To what is being discussed. Results from coach being present and focused. <i>What outcome do you want from this conversation? What obstacles do you anticipate</i>
Non-critical	Neither judgmental nor negative. <i>Where have you been successful in the past? What strengths or resources did you use? What impact would using that strength have on this situation?</i>
Exploratory	Gentle probing to broaden the perspective. <i>How will you track your progress? What resources do you have? In what other ways might you look at this situation?</i>
Ownership	Gives responsibility back to the person being coached. <i>What can you do? What have you felt God leading you to do?</i>
Deeper	Moves the conversation into meaningful topics. Ask yourself, <i>what is the most significant thing they are saying?</i> Make an observation and ask them to go deeper. <i>You mentioned _____. Tell me more about that. How does this action fit with your values?</i>
Forward-focused	Encourages action. <i>What are you thinking of doing next? What steps will you take after this conversation? What are three things you can try?</i>

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FOLLOW-UP QUESTIONS

When you’ve offered information because you are certain that your expertise is going to make the difference.

- Ask for permission to share information, resources or ideas. *Would you like to hear the recommended guidelines for exercise? May I share some lifestyle approaches for lowering cholesterol? Would it be helpful to hear what has worked for others?*
- Always hand the conversation back to the individual by asking their thoughts on what was just shared. *Hearing me say this, what’s coming to mind?*

BEWARE OF

- **Solution-oriented questions.** (Advice-giving in disguise). *Would you, could you, shouldn’t you, how about if you...*
- **Questions that go nowhere.** *When are you going to realize that you can’t do everything at once?*
- **Why questions.** Promotes defensiveness. *Why did you decide to do that?*
- **Questions that use guild.**
- **Too many questions!**

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