

LIFESTYLE INTERVENTION

LSI overview: During the LSI/Contract encounter, a health counselor (interventionist) encourages the patient to consider making lifestyle changes to improve her heart health, based on what she's learned from her heart health screening. The intervention is based on the Motivational Interviewing style, which is "a client-centered, guiding counseling style for preparing people for healthy behavior change."

Key Points:

The health counselor conducts the intervention in a respectful and non-judgmental manner, at the patient's level of understanding.

- The patient is in control of what (if anything) she chooses to change.
- The patient has the power to make changes to improve her heart health.
- The counselor's role is to educate and support the patient, not to direct.
- The counselor uses open-ended questions to facilitate discussion.
- The counselor and patient explore barriers to lifestyle changes.
- Any plan for action is concrete and behaviorally specific.
- Support continues through follow-up calls to the patient.

Outline of Intervention

Beginning:

- Introduce yourself.
- Explain the purpose of the visit/phone call, and ensure that the patient is able to talk at this time.
- Explain that the encounter is voluntary and obtain patient's consent to continue.

Heart health and risk factors

- Give an overview of heart health.
- Review heart health risk factors.

Review of patient's screening results and personal behaviors

- Discuss client's screening results.
- Assess client's understanding of her personal risk, and elicit her interpretation of/reaction to her findings.
- Review nutrition and physical activity assessments.

Risk reduction information

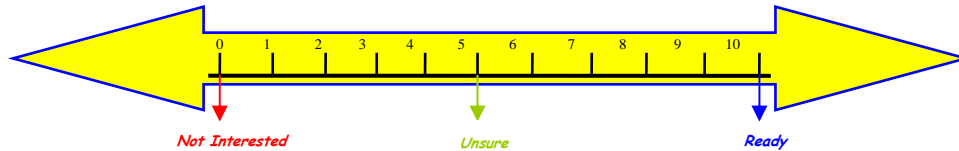
- Review behaviors that affect heart health.
- Assess patient's lifestyle behaviors (smoking, physical activity and diet) that affect her personal risk.

Negotiate the Agenda for discussion

- Offer patient options for discussion (lifestyle choices that can affect heart health).
- Encourage patient to choose direction of discussion.

Assess patient readiness to change

- Explore ambivalence (positives and negatives of change vs. staying the same).
- Determine level of readiness (1 – 10 with 1 being not at all ready to change and 10 being completely ready)



“0 – 3 “Not ready”: Raise patient’s awareness of risk and support her ability to change.

“4 – 7 “Unsure”: evaluate and explore client’s ambivalence. Explore what would increase her readiness.

“8 – 10) “Ready”: MOVE to goals/plans development below

Help patient move to action phase:

- Elicit goal/desired outcome.
- Discuss what actions patient feels would move her towards her goal.
- Develop specific plans to achieve goal (ie: what activity, how often, how long, where, when and how).
- Explore sources of support and available resources, including community resources.
- Offer Smart Choices! Programs (Fruits and Vegetables, and Steps Programs) and/or Quitline.

Closure

- Summarize encounter; support patient’s ability to make changes and arrange follow-up contact.