Handout for Nutrition Matters: Do Your Veggies Have Purpose?

**Coaching Tips**:

* Be Gentle
	+ Meet the individual where they are at
	+ People don’t care how much you know until they know how much you care
	+ Allow the person to explore fears, barriers, and challenges – when they feel safe expressing these you are building a relationship that may allow for collaboration later
* Be Curious
	+ Sometimes an individual may not make the connection between something they would like to see changed (weight, health conditions, energy levels) to personal choices & behaviors
	+ Other times the person may be lacking the confidence needed to make the changes
	+ Find out what the person wants for themselves (improved mobility, ability to play with grandchildren)
	+ Find out what has meaning for the person (a sense of purpose is often connected to needing to ‘be there’ for loved ones and may be more motivating than personal health outcomes
* Be affirming
	+ Reinforce small behavior changes
	+ Small steps are more likely to translate to long-term habits and successes
* Ask permission before offering advice:
	+ “How much do you know about…”
	+ “Would you like to learn more about…”
	+ “Would it be helpful for me to share some ideas that have worked for other residents?”

**Resources**:

* [Healthy Weights for Healthy Older Adults](http://www.eatright.org/Public/content.aspx?id=10934) article by Academy of Nutrition and Dietetics
* [Changing Your Habits: Steps to Better Health](http://win.niddk.nih.gov/publications/changing-habits.htm#learn) article by Weight-control Information Network
	+ Identify stages of change
	+ Tips for small steps at every stage
* [Coaching videos](http://www.mymasterpieceliving.com/index.cfm?fuseaction=custom.coaching) on MPL website
* [Blue Zones Website](http://www.bluezones.com/)
	+ Blue Zones by Dan Buettner
* Eat This Not That by David Zinczenko

**Stages of Change:**

Pre-Contemplation: No plans to change

Contemplation: Plans to change in 6 months

Preparation: Plans to change in 30 days

Actions: Recent changes less than 6 months

Maintenance: Changes for more than 6 months

\*Remember, moving through the stages of change is like peeling an onion. With each step we are helping the person uncover a deeper motivation for behavior change.

**Sample Dialogues:**

**Pre-Contemplation**: “I already know you’ll tell me I can’t have dessert; I don’t need to go to Nourish”

**Coaching Question**: “It sounds like having the option to eat dessert is important to you. What else is important to you?”

**Contemplation**: “I know I should eat healthier but I’m not ready to make big changes. I’m thinking about attending Nourish sometime.”

**Coaching Questions**:

“What has inspired your decision to consider attending Nourish?”

“How might healthier food choices impact your daily life?”

“Tell me more about not being ready…”

**Preparation**: “I want to have energy to play with my grandchildren, so I have signed up for the next session of Nourish to learn more about making healthy food choices”

**Coaching Question**: “You sound motivated to learn more! How does Nourish fit into your schedule?”

**Action**: “I attended Nourish last month and have been increasing my vegetable servings by 1 per day.”

**Coaching Questions**:

“What did you learn from Nourish that you are now using?

“How do you feel since increasing your vegetable intake?”

**Maintenance**: “After attending Nourish, I had the education I needed to make dietary changes. I used to eat only 2 servings per day of F & V. Now I eat 5 servings on most days and have more energy!”

**Coaching Question**: “And now that you have more energy, what would you like to do with it?”