

Change Talk

**All aspects
about change
talk!**

What is change talk?

**Positive statements
for change OR
negative statements
against status quo**

I don't want to go back to hospital again!

I was really scared when I fell last month.

My children neg me all the time (for me to make the change).

My doctor said that I can't fall again.

I did a fall assessment at the senior center and it is bad..

Maybe getting a grab bar is the answer.

That corner does need better lighting.

I wish I could take a shower on my own without help.

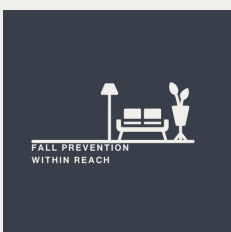
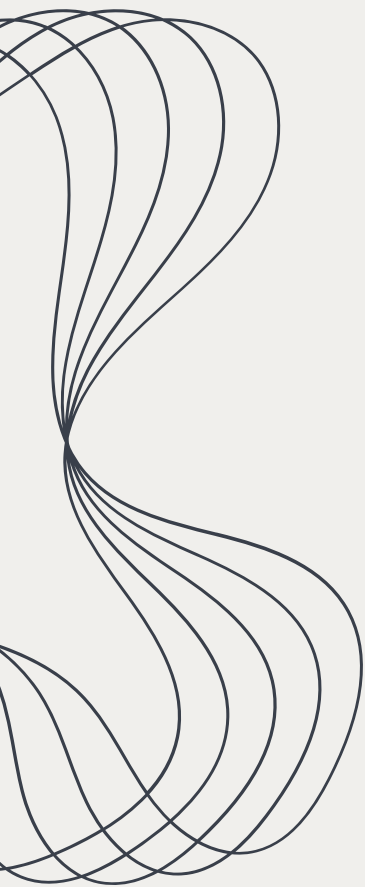
What are the benefits of having grab bars?

What was life like when you had a clear path here.

On a scale of 1-10, how ready are you to take the change? Follow up with a lower number. (You gave 6, why not 3?)

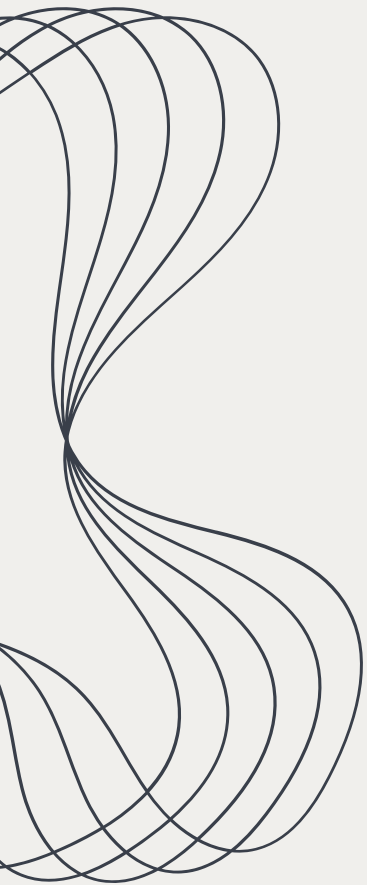
How to coach change talk?

Ask for it!



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How to coach change talk?

(Continued)

How have you overcome
challenge in the past?

A year from now, how's life
like (with the change)?

Why is it important to take a
shower without help?

What are some steps to
make this path clearer?

Ask: Tell me more about it!

Ask: Can you be more
specific?

Ask: When you talk about
bathroom independence,
how does that look like?

How to respond to change talk?

What do you say after hearing change talk from older adults?

Reflect: I'm hearing you say
on the one hand, you love
this area rug, on the other
hand, safety is important to
you. The loosened area rug
is not safe.

Reflect: Adding a grab bar
reminds you that you're
aging and losing your
independence.

Affirm: You care about your
family and don't want them
to be worried anymore.



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How to respond to change talk?

(Continued)

Affirm: You're fully committed to work on your balance.

You have always looked out for others.

Summary: Let me summarize what we've just talked about: you had a rough time in the hospital and you don't want to go through it again. You're open to make some changes so that you don't fall again. Did I miss anything?

Here's what I heard you say so far: it's been hard to take a shower and sponge bath is not the answer to it. You need to look good when you go outside and meet with your friends. Did I get everything correct?

Confrontational: you're just trying to avoid dealing with the shame of getting older.

Warning: If you don't install grab bars, you'll fall again soon enough.

Shaming: you made the bad judgment call not to clear the pathway. It's your fault that you fall again.

What are things you should avoid doing?

