**Working at Stage 1 – still deciding to change**

**1: Ask the person, do they have any concerns** about their wellbeing (e.g. drinking, diabetes or other relevant behaviour)?

If the person says “*yes*” then explore their concerns and whether they are ready for change.

If the person says “*no*” then go to 2.

**2: Ask the person if anyone else has concerns**.

*“Does anyone else (e.g. whānau, friends, boss, school teachers) have concerns about your (drinking, diabetes or other health behaviour)?”*

If “*yes*” then explore these concerns and listen carefully to any talk about change e.g. “*My kids would really like it if I stopped smoking”*.

If the person says “*no*” then go to 3.

**3: Ask the person if it is okay if you share the GP’s (or nurse’s) concerns**.

If the person says “*no*”, say “*That is okay. I will just make a note in your file to raise it with you again the next time you are in, in case you have changed your mind*”.

If the person says “*yes*” and gives permission, discuss the GP’s (or nurse’s) concerns and listen carefully to what the person has to say.

(Adapted from Dr John McMenamin’s work.)