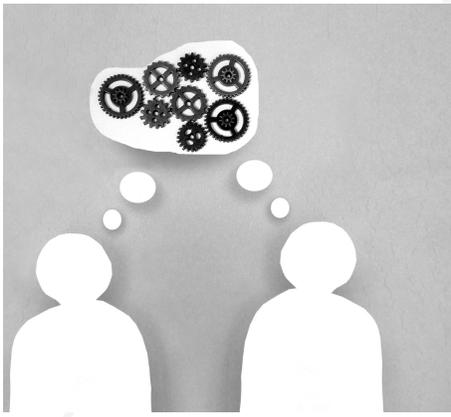


THE MI SPIRIT



Collaboration
Evocation
Compassion
Acceptance



Collaboration

Partnership between two experts based on mutual respect

Before you put on your "expert" hat...

"I'm a trained professional and I know what you need to do."

"Let me tell you what you should do."

"I have the answers for you."

Acknowledge the other person is also an expert:

"You are the expert on yourself and your family."

"Let's work together to help you reach your goals."

"I have some ideas to offer and I want to hear what you think."

Evocation



Recognizing that people have motivations, strengths, and resources within them

Before jumping in with solutions & advice...

"I know what your problem is and I know how to fix it."

"Here's what you need to do and here are the reasons to do it."

Step back and explore what's already there:

"Why is this goal important for you and your family?"

"I'd like to hear some of your ideas on what might be helpful."

"What strengths do you have that will help you meet your goals?"



Compassion

Putting the well-being of the other person above any self-interest

Recognize when your need to "fix" things might get in the way

"This is frustrating - I know what will help so please just listen to me."

"You need to follow our guidelines."

Remind yourself to keep the other person's needs in the spotlight

"Taking this step isn't easy and I'm here to support you."

"Let's figure out what's best for you and your family."

Acceptance (1-2)



1. Absolute Worth - Prizing the inherent dignity and potential of every person

"I accept and respect you just as you are."

"I can meet you where you are AND I can help you move toward your goals."

2. Autonomy - Respecting a person's right to decide for themselves

Before giving solutions and warnings..

"You need to do this now before it's too late. You have no choice."

Accept and emphasize who is actually in charge

"You are the one who gets to decide."

"It's really up to you. I'm not here to tell you what to do."



Acceptance (3 - 4)

3. Affirmation - Using your "strengths" glasses and seeing more than the problems

"This is a devoted parent who has been working hard to hold things together for their family."

4. Accurate Empathy - Understanding another person's unique experience

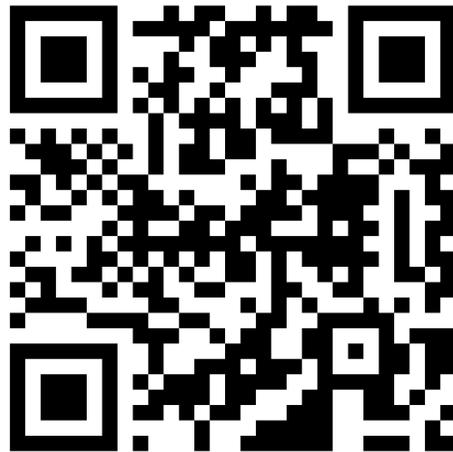
Before sharing your own perspective...

"I know exactly how you feel and I've seen this kind of situation hundreds of times."

Explore with curiosity the other person's view

"I'd like to understand what things have been like for you and your family lately."

CONTACT US



CONTENT ADAPTED FROM:
Miller, W. & Rollnick, S. (2012). *Motivational Interviewing: Helping people change* (3rd ed.). Guilford.
