



## Should use motivational interviewing at all routine office visits.

### **Avoid:**

- Just letting patient know weight and BMI in a clinical fashion. Do not just tell them how much they gained since last visit.

### **Avoid just reading lab results with changes**

- Do not scare patients to control body weight by explaining they need to eat less calories and exercise more.
- Do not just prescribe a diet without having a dialogue with patients.
- Do not forget to have a discussion around next steps

### **Include: try to ask, listen and inform. Listen more than you speak**

- First address patient's main health concerns and reason for the visit before discussing weight.

## Open ended questions for assessing patient's readiness to change

### **Use words like weight, excess weight and BMI; Avoid terms like fat and obesity if possible.**

- Ask if it is okay to discuss their weight.
- Point out changes in weight since last visit. Example- you gained 10 pounds
- Ask if they know what has contributed to the change in weight since last visit?
- Ask motivation level on a 10 scale. >7 will probably see better results. Encourage a follow up in 1-2 weeks for the more motivated patients.
- Develop an action plan with a prescription including the number of calories
- Use the OMS food journaling app with interested patients
- Encourage paying attention to calories rather than focusing on a specific diet.
- Document an increased physical activity strategy with patients. NEAT for many.
- Be sure the patient understands the plan, have them repeat it.

TAKE A DIFFERENT APPROACH TO  
**TREATING OBESITY**

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