

*15 Minutes or LESS Office  
Health Coaching: Nutrition,  
Exercise, Tobacco . . .*

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# *Objectives:*

- Review basic Health Coaching tenet's
- Review a brief Health Coaching model
- Demonstrate a Nutrition Health Coaching session
- Group practice and Peer Evaluation

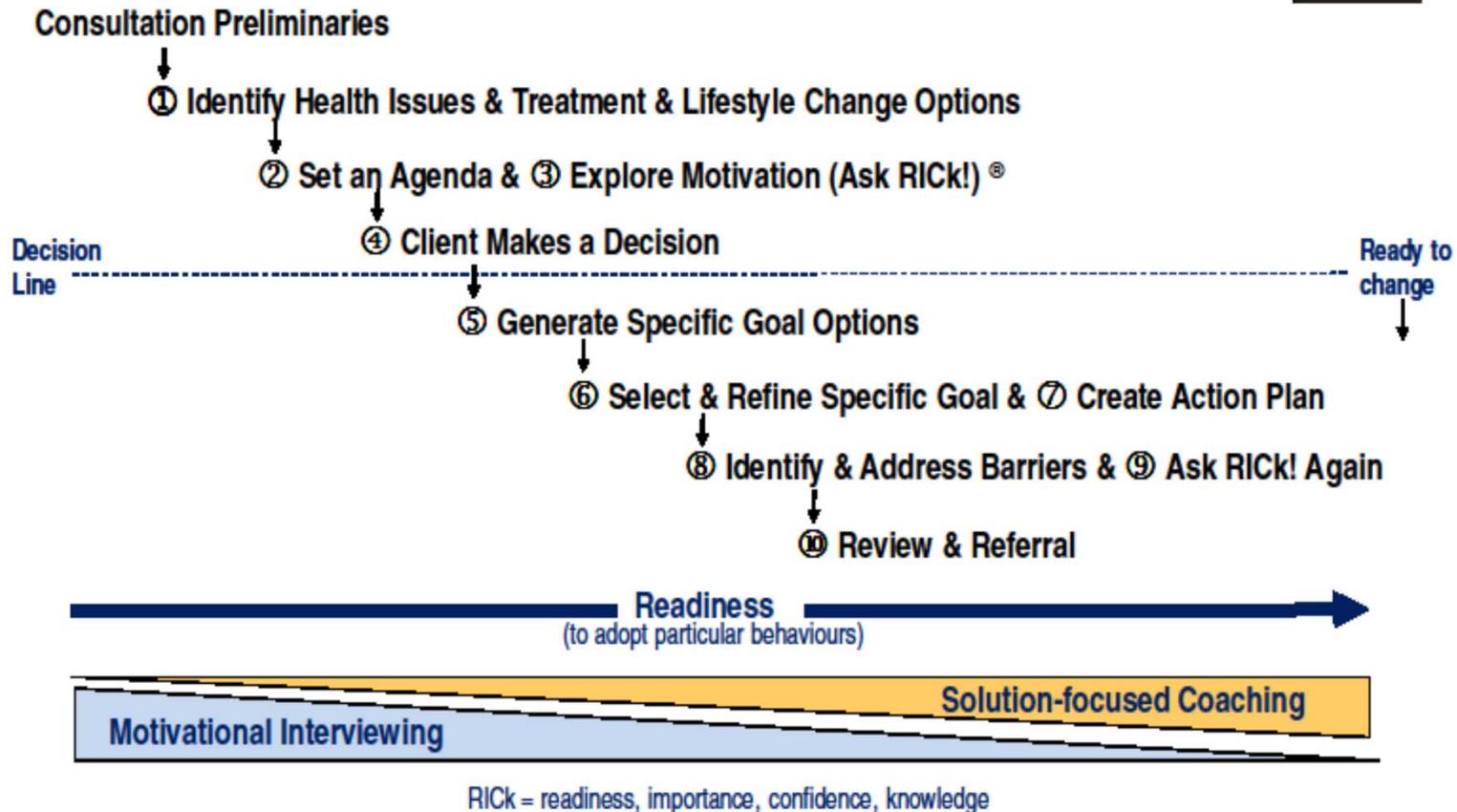
# *Patient Centered Approach:*

- Fire up the patients Self Motivation
- Help them find what matters to them
- Use open ended questions
- Use appreciative inquiry
- Express empathy
- Use silence and humor
- Establish trust via respect
- Share knowledge (get permission)
- Utilize SMART goals

## *Practice & System needs:*

- Learn communication skills
- Use every visit as an opportunity to deliver brief advice on behavior change
- Obtain training in motivational interviewing, goal-setting, action-planning and problem-solving strategies
- Gather clinical data prior to the visit
- Set agenda for the visit
- Develop and track appropriate health outcomes for feedback
- Research and refer patients to appropriate community resources
- Involve the whole care team in planning, carrying out and follow up on patient visits

# HCA 10 Steps to Health Change



## *5 A's Behavior Change Model*

- Assess
- Advise
- Agree
- Assist
- Arrange

## *5 R's to Motivation*

- Relevance
- Risks
- Rewards
- Roadblocks
- Repetition

# *Nutrition Health Coaching Example*

## *5 A's Behavior Change Model*

- Assess: review patient chart, knowledge and present behaviors
- Advise: inform about importance of change
- Agree: agreement by the patient to engage in the process of health improvement
- Assist: design a plan
- Arrange: refer patient to appropriate program, professional, materials, and follow-up

# *Peer Practice*

Now it's time to partner up and practice your new skills



# *Scenario 1*

- 54 y/o Female
- HNT, Type 2 Diabetes, Sleep Apnea
- Ht: 5'4"      Weight: 230 pounds      BMI: 39.4
- Married, 2 kids in college, works full-time as a secretary
- Family history of Diabetes, CAD, Obesity
- Walks dog 3-4 times per week depending on weather for 10 minutes

## *Scenario 2*

- 34 y/o Male
- No current medications, co-morbidities, previous hx of right knee surgery x 2 due to sports injury, here for annual wellness check
- Ht: 6'3"      Weight: 230 pounds      BMI: 28.7
- Married, 6 year old son, evening shift RN
- Family history of HTN, Stroke, Obesity, and Cancer
- Physical activity minimum except work duties