

Decisional Balance

	status quo doing the same thing	change doing something different
+	<p>1 - Building Safety / Engaging</p> <p>"What are some of the benefits of what you are doing now?"</p> <p>"What do you like about?"</p>	<p>4 - Positive Vision of the Future *</p> <p>"What would get better if you changed what you are doing now?"</p> <p>"What are some of the potential benefits of beginning?"</p> <p>"If you decided to make a little move toward change, what would be your next step?"</p>
-	<p>2 - Cost of Using *</p> <p>"What does what you are doing now cost you?"</p> <p>"What don't you like about what you have been doing?"</p>	<p>3 - Identifying Obstacles</p> <p>"What would making a change cost you?"</p> <p>"What would you have to give up if you began?"</p> <p>"What would happen that you wouldn't like if you began to change?"</p>

benefits

costs

