



MOTIVATING PATIENTS

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Motivation is the art of getting people to do what you want them to do because they want to do it.

Dwight D. Eisenhower

Motivating Patients

Emphasize that patients own their health.



ownit.

Motivating Patients

Partner with patients to co-create goals and strategies.

Ask and then listen.



Motivating Patients

Help patients identify small steps toward change.

Provide more guidance and less lecturing.



Motivating Patients

Follow-up frequently.

Face to face.

Using Technology.



Motivating Patients

Show care and concern for the patient.

Get to know their motivations and work from there.



Motivating Patients

Remember that education and counseling are critical to promoting change.

Maintain a positive approach, focus on the successes.



Motivating Patients

Telling patients the consequences of bad behaviors is rarely an effective strategy.



“ little ”
by
little,
a little
becomes
A LOT

TANZANIAN PROVERB

ART BY CHARLIEHILTON

URBANTIMES