



# PARTICIPANT *guide*



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## Introduction

Health ministry teams and health promoters offer health fairs, teach health programs, and counsel people to make lifestyle changes to lower their health risks and improve their health.

But changing a health habit is not an easy process. The challenges of everyday life and the power of long-term habits make it difficult for people to implement the information shared. A common response to the person struggling with health behavior change is to provide more information, share what has worked for others, or give unsolicited advice. This approach often isn't helpful and can even create more resistance to change.

Although the Bible doesn't use the term "coaching," there is much written on the way we are to support one another on the Christian walk. A coaching approach uses these biblical principles to provide personalized support that can cut through common barriers to lifestyle change. This approach can accelerate an individual's growth and application of new information and skills. More importantly, the supportive relationship provided through coaching enables the health promoter to foster rapport and trust. In turn, opportunities open for deeper change conversations that lead the individual to experience breakthroughs, gain new insights into their thinking and behavior, and understand the bigger picture of how God is working in their life to restore His image in them.

There is a major difference between a travel agent and a tour guide. Planning a trip can be a time-consuming and complicated process. Travel agents simplify the process by helping travelers plan, choose, and arrange their travel. They offer advice on destinations, plan trip itineraries, and make transportation and housing arrangements. They supply promotional material about the trip for the traveler to review on his own. Once travel arrangements are made, a travel agent bids the traveler to enjoy the trip.

Tour guides are different. Unlike the travel agent whose work ends before the trip begins, a tour guide accompanies a traveler on the journey. Tour guides have a personal knowledge about the itinerary, having visited each place numerous times and led previous tours. Often, they have developed connections that allow travelers access to places and experiences not available to them on their own. They know the language, the history, the culture. They point out interesting landmarks, answer questions, and tell stories that make the trip more engaging. In addition, the tour guide makes sure that the travelers adhere to local regulations, responds to emergency situations, and assists travelers with special needs. The tour guide's goal is to use their strengths and knowledge to ensure that the travelers have the most amazing journey possible.

People need tour guides when it comes to lifestyle change. We don't want to just give information, advise change, or even write a lifestyle prescription. Coaching is an approach that allows us to travel with people on their journeys to better health. As we walk alongside them, we are following Jesus' method for winning souls. "Christ's method alone will give true success in reaching the people. The Savior mingled with men as one who desired their good. He showed His sympathy for them, ministered to their needs, and won their confidence. Then He bade them, 'Follow Me.'" (The Ministry of Healing, pp. 143)

The Lifestyle Coaching Skills Training for Health Promoters workshop focuses on teaching health promoters the essential skills needed to use a coaching approach when working with people in the

area of lifestyle change. It is designed to provide a basic introduction to a biblical, evidence-based health coaching approach that can be applied to any health ministries program. It's an approach that emphasizes four gifts that we give when we coach others: The Gift of Perspective, the Gift of Presence, the Gift of Clarity, and the Gift of Support. This interactive training program integrates coaching skills, lifestyle change concepts, and biblical principles to equip you to be more effective in supporting people in lifestyle change and in pointing them to the Divine Power for change.

# SESSION I

# LCS Presentation Handouts



## Session 1 PPT Handout | The Lifestyle Coaching Approach



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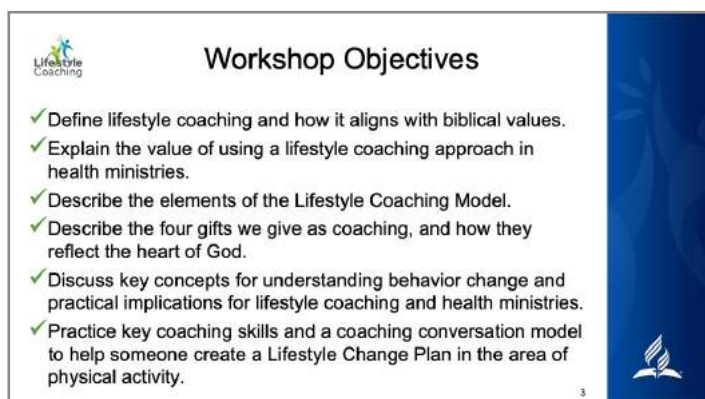
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Session 1 PPT Handout | The Lifestyle Coaching Approach



### Workshop Welcome

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स्वागत  
BIENVENIDA  
**WELCOME**  
BIENVENUE  
ようこそ  
добро пожаловать  
ترحيب  
BEM-VINDO

- Schedule
- Breaks
- Workshop Materials
- Facility Information
- Emergency Procedures
- Cell Phones
- Other



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### CONNECT: Coaching Experience

- Introduce yourself
- Recall the best coaching you have ever received. Why was it so helpful?
- What question(s) do you have about coaching?
- What will make this workshop most useful to you?



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### Why Use a Coaching Approach?

- Lifestyle-focused
- Complements health education
- Individualized
- Relational
- Based on the pattern of Jesus and on Biblical Christian values



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## Session 1 PPT Handout | The Lifestyle Coaching Approach



### Jesus as Our Role Model

"The Savior mingled with men as One who desired their good. He showed His sympathy for them, ministered to their needs, and won their confidence. Then He bade them, 'Follow Me.'"

Ellen White  
The Ministry of Healing, p. 143



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### Coaching Background

- Originally used for professional development
- Recognized as beneficial in health promotion, disease prevention, weight management, fitness programs
- Core competencies, certification, and standards for education and practice
  - International Coach Federation
  - International Association of Coaching
  - International Consortium for Health & Wellness Coaches



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### What is Lifestyle Coaching?

Coaching is a growth-promoting **relationship** that

- elicits autonomous **motivation**, increases the capacity to change, and facilitates a **change process**
- through **visioning, goal setting, and accountability** which at its best leads to sustainable change for the good.



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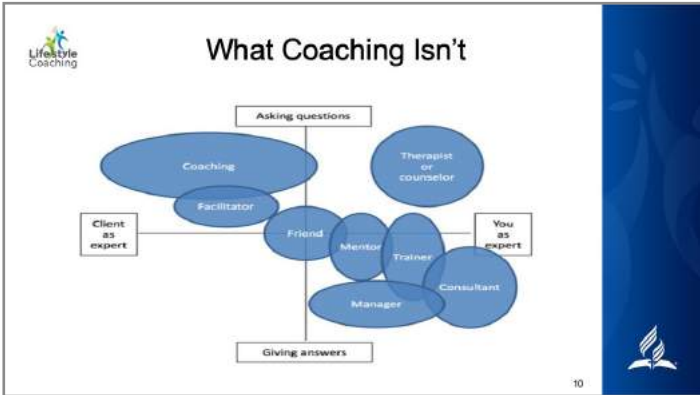
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Session 1 PPT Handout | The Lifestyle Coaching Approach



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- Coaching is NOT Appropriate When**
- Education is needed.
  - A new skill is needed.
  - There is a crisis situation and an immediate decision is needed.
  - Medical management is needed.
  - A counseling or mentoring approach would better serve the person.

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- Lifestyle Coaching Characteristics**
- ✓ Equal and collaborative relationship
  - ✓ Empowers people to take responsibility
  - ✓ Focuses on a person's own goals
  - ✓ Asset and strengths-based
  - ✓ Assesses current situation and desired goals
  - ✓ Helps people to create realistic action plans
  - ✓ Helps the person to find their own solutions
  - ✓ Challenges habits, behaviors, & limiting beliefs

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## Session 1 PPT Handout | The Lifestyle Coaching Approach



### Biblical Coaching Distinctives

- Fully based on the **pattern of Jesus** and on **biblical values**.
- Respects** others' choices to hold values different from ours.
- Recognizes **personal growth as a process of discovering and living out God's will**, not of maximizing human potential and serving self.
- Acknowledges the **role of the Holy Spirit in transformation** and the power of God for overcoming obstacles and creating positive change.
- Turns to **God's Word to find answers** to life's challenges.
- Seeks opportunities to **discuss spiritual issues, and pray with/for** the person(s) they coach.

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### Evidence for Coaching

- Impacts on health outcomes mixed. There is evidence in the medical literature that coaching is effective at improving:
  - Cardiovascular disease
  - Diabetes
  - Asthma
  - Cancer pain
  - Weight loss
  - ADHD
  - Co-morbid mental and physical conditions
- Coaching improves psychological resources that predict higher performance, capacity to change, and mental health.
- Coaching increases goal attainment.

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### Coaching Demonstration

- I need 2 **volunteers** who would be willing for me to coach them for a few minutes around the area of **physical activity**.



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Session 1 PPT Handout | The Lifestyle Coaching Approach



### REFLECT

- What was different about the two approaches?
- How would it make you feel?
- How would you respond?
- Would this make you more likely to go out and work on your goal, or less likely?



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### Key Point

- Lifestyle Coaches don't coach people to action.
- Rather, they coach them to generate new insights:
  - Helps them see their situation differently
  - Provides clarity on the next step
  - Fosters a growth mindset
  - Creates momentum



Insight → Action





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Stretch Break





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## Session 1 PPT Handout | The Lifestyle Coaching Approach



### Being vs. Doing

Being Skills	Doing Skills
Relational qualities used to build growth-promoting relationships and represent a coach's way of living out their values. (e.g., empathy, faith, affirmation, courage, compassion)	Knowledge and abilities necessary to facilitate the change process (e.g., reflective listening, open-ended inquiry, visioning, goal-setting)

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### Focus on Being



If we focus on **BEING**, the **DOING** follows.

"The good man brings good things out of the good stored up in his heart, and the evil man brings evil things out of the evil stored up in his heart. For out of the overflow of his heart his mouth speaks." Luke 6:45, NIV

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### Coaching Values

"But the fruit produced by the Holy Spirit within you is divine love in all its varied expressions:

- joy that overflows,
- peace that subdues,
- patience that endures,
- kindness in action,
- a life full of virtue,
- faith that prevails,
- gentleness of heart,
- and strength of spirit."

Galatians 5:22-23, TPT

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Session 1 PPT Handout | The Lifestyle Coaching Approach



### Self-Determination Theory

Motivation

Autonomy

Need to control the course of one's life

Competence

Need to feel effective at one's activities

Relatedness

Need close connections with others

Self-determination = A person's ability to reach his or her highest level of motivation, engagement, performance, persistence, and creativity



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### REFLECT

- How do you see the skills of lifestyle coaching supporting these 3 basic human needs?
  - Autonomy
  - Competence
  - Relatedness



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### Supporting the Need for Autonomy

Coach Approach	Expert Approach
• Serve	• Direct
• Collaborate	• Control
• Co-create	• Advocate
• Appreciate	• Criticize
• Cultivate growth	• Expect compliance
• Facilitate behavior change	• Provide expert knowledge



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## Session 1 PPT Handout | The Lifestyle Coaching Approach



### Supporting the Need for Competence

- Lifestyle coaching model provides structure
- Lifestyle change plan
- Clear expectations
- Achievable SMART goals
- Experimental SMART steps
- Success strategies, such as tracking progress
- Positive feedback
- Redefining “failures” as opportunities for learning



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### Supporting the Need for Connection

- Focus on the other person
- Show unconditional positive regard
- Show empathy and compassion
- Be authentic and truthful
- Be dependable
- Maintain confidentiality
- Be a humble role model

“Be devoted to one another in love.  
Honor one another above yourselves.”  
Romans 12:10



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### REFLECT

Within your small groups discuss the following:

1. Which of the skills needed for establishing trust and building rapport within a coaching relationship do you recognize as your strengths?
2. Which types of behaviors would erode the coaching relationship?



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Session 1 PPT Handout | The Lifestyle Coaching Approach



### The Lifestyle Coach as Tour Guide

"Beloved, I pray that all may go **well** with you and that you may be in good health, as it goes **well** with your soul." (3 John 2, ESV)



Greek word for **well** is euodoo

- eu = good, well
- hodos = road, journey

"to help on the road, succeed in reaching"

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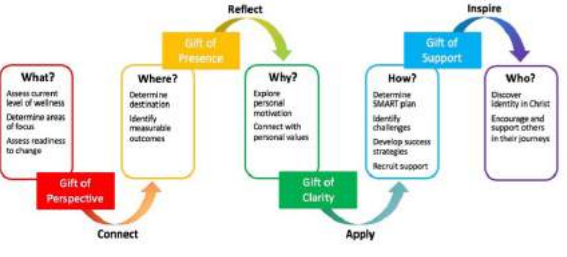
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### Lifestyle Coaching Model



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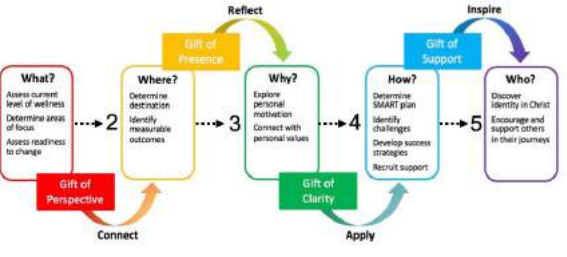
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### Lifestyle Coaching Process



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## Session 1 PPT Handout | The Lifestyle Coaching Approach



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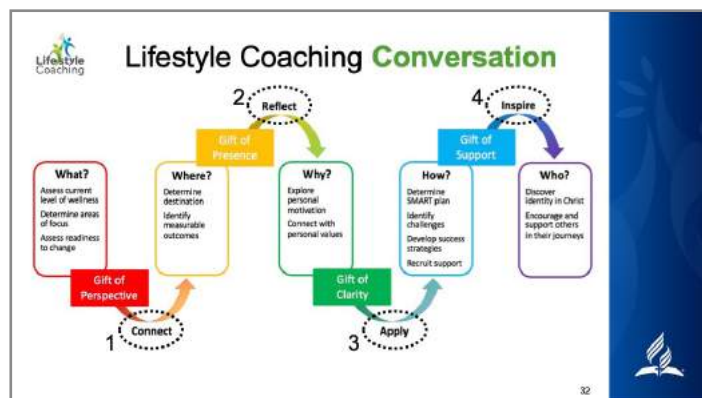
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Session 1 PPT Handout | The Lifestyle Coaching Approach



### God is the Agent for Positive Change

“Apart from divine power, no genuine reform can be effected. Human barriers against natural and cultivated tendencies are but as the sandbank against the torrent. Not until the life of Christ becomes a vitalizing power in our lives can we resist the temptations that assail us from within and from without.”

Ellen White, Ministry of Healing p. 130



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### Lifestyle Coaching in Health Ministry

- Create a coaching culture
- Integrated Approach:
  - Health Information
  - Lifestyle Coaching
  - Faith in God
- Individual and/or group coaching
- Can be used with any health ministry program
- Effective for all ages



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### Coaching Conflicts & Referrals

- Completing this training does not certify you as a coach.
- Ideally two people of the same gender.
- Lifestyle coaching is not a substitute for professional medical or mental health care. Refer to health care provider:
  - Physical symptoms (shortness of breath, chest pain, low blood sugars, etc.)
  - Poorly managed medical (diabetes, hypertension, etc.) or mental health (depression, anxiety, panic attacks, etc.) issues
  - Eating disorder, self-destructive behaviors, substance abuse
  - Management of medications and supplements
- Be aware of local laws for reporting abuse, threats of suicide.



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## Session 1 PPT Handout | The Lifestyle Coaching Approach



**Session 1 Takeaways**

- **REFLECT:** What **ideas** about lifestyle coaching resonated with you the most? Why?
- **APPLY:** What are some **practical implications** for integrating a coaching approach into health ministries at your church? What might need to change?
- **INSPIRE:** How has **God** been speaking to your heart during this session?



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Session 1 PPT Handout | The Lifestyle Coaching Approach



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## Session 2 PPT Handout | The Gift of Perspective



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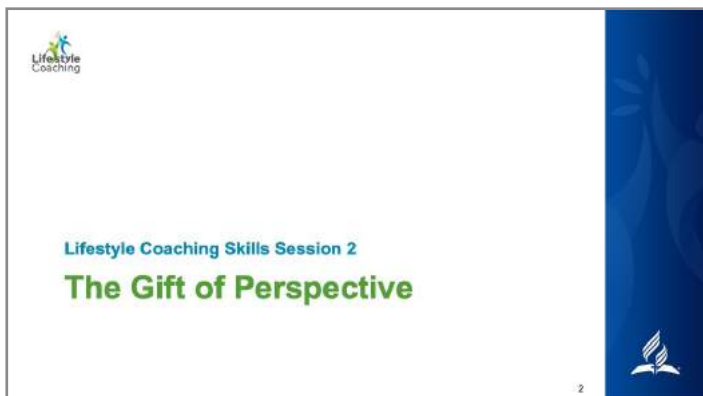
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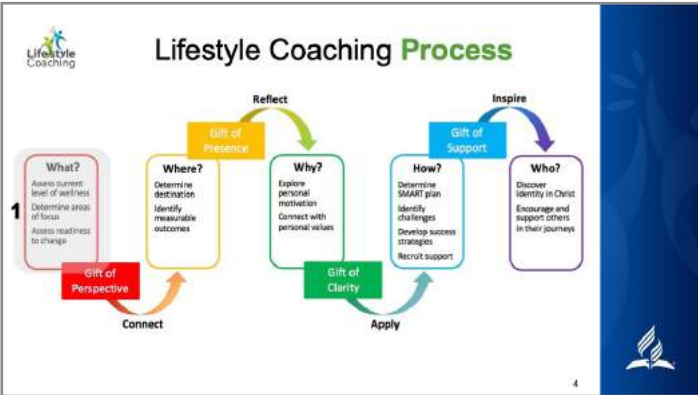
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Session 2 PPT Handout | The Gift of Perspective



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**Assessing Wellness**

- Examples: Health Risk Assessments, CREATION Health, Health Age, etc.
- Gives an overall picture of person's level of wellness, lifestyle habits, health risks, areas of challenge.
- Promotes awareness, stimulates reflection, and offers opportunity for conversations about change.
- **Caution:** Assessments tend to shine the light on what is "wrong." It can be tempting to fall into non-coaching approaches of "telling" or "fixing."

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**Are You Living Well?**

- What is going well in your lifestyle habits? Where are you successful?
- Which lifestyle habits do you see as opportunities for improvement?
- If this were a real wheel, what kind of ride would you be having?
- What have you learned from this assessment?

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## Session 2 PPT Handout | The Gift of Perspective



### Coaching Practice



- Facilitate a conversation with a learning partner to review the lifestyle habits wheel.
- Focus on the BEING skills of coaching and on supporting autonomy, competence, and relatedness.
- Sample Questions:
  - What is going **well** in your lifestyle habits? Where are you successful?
  - Which lifestyle habits do you see as **opportunities** for improvement? Where has God nudged you recently to make changes?
  - Which area do **you** want to work on **first**? Why is that important?

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### INSPIRE

“Now this is what the Lord Almighty says: ‘Give careful thought to your ways.’” Haggai 1:5, NIV

“Let us test and examine our ways, and return to the Lord.” Lamentations 3:40, ESV

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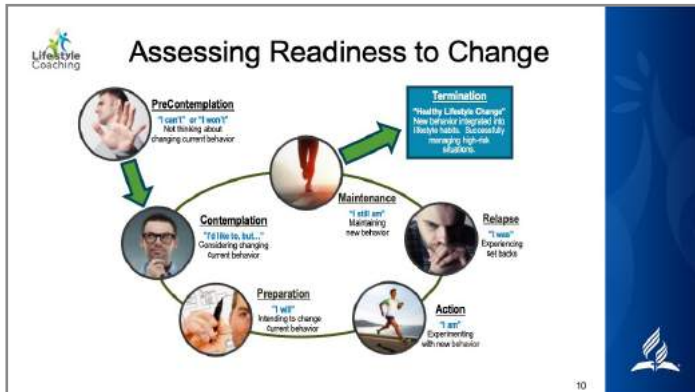
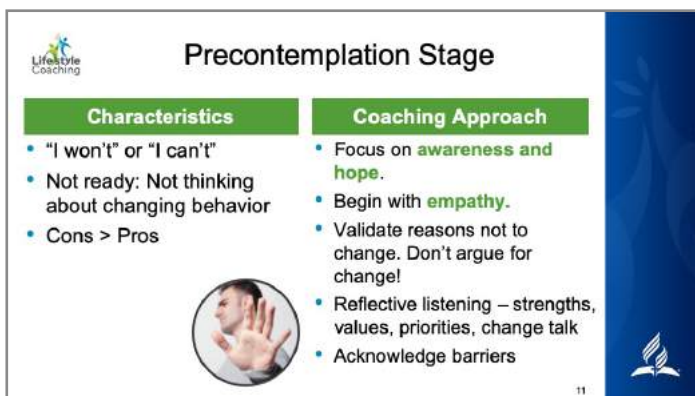
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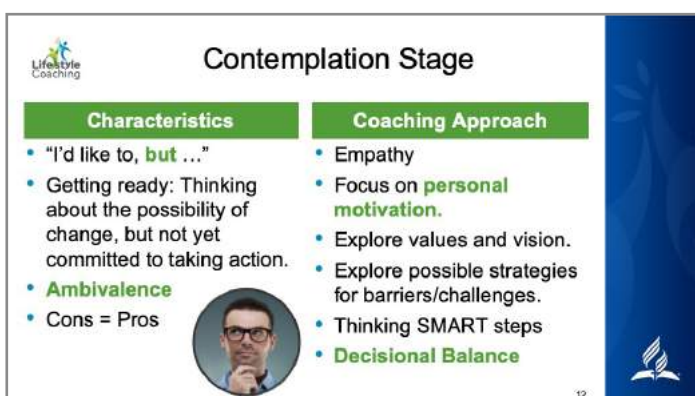
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## Session 2 PPT Handout | The Gift of Perspective



### CONNECT: Ambivalence

- Think about a behavior change that you've been considering, but are on the fence about.
  - Why are you interested in making this change?
  - Why haven't you made this change quite yet? What's holding you back?
  - What does **ambivalence** feel like as it relates to this change?



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### Ambivalence

- Ambivalence** = simultaneous and contradictory attitudes or feelings

**Change Talk**  
The person's own reasons for change



**Sustain Talk**  
The person's own motivations and verbalizations favoring the status quo



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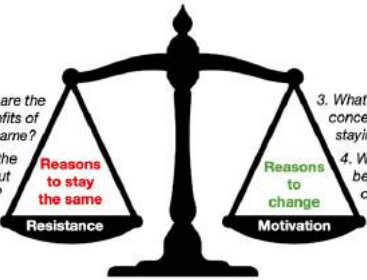
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### APPLY: Decisional Balance




1. What are the benefits of staying the same?

2. What are the concerns about change?

3. What are the concerns about staying the same?

4. What are the benefits of change?



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Session 2 PPT Handout | The Gift of Perspective



### Preparation Stage

Characteristics	Coaching Approach
<ul style="list-style-type: none"><li>• "I will"</li><li>• Ready to change</li><li>• Intending to take action within the next 30 days</li><li>• Tells others about intention</li></ul> 	<ul style="list-style-type: none"><li>• Focus on <b>self-efficacy</b>.</li><li>• Clarify vision, motivators, and desired outcomes.</li><li>• Explore guidelines, options, and resources.</li><li>• Help to design SMART behavioral goals.</li><li>• Preparatory &amp; experimental steps</li></ul> 

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### Action Stage

Characteristics	Coaching Approach
<ul style="list-style-type: none"><li>• "I am"</li><li>• Making changes now (less than 6 months)</li><li>• Actively engaged in modifying behavior and environment</li><li>• <b>Relapse common</b></li></ul> 	<ul style="list-style-type: none"><li>• Focus on <b>systems and structures to support success</b>.</li><li>• Revise SMART steps</li><li>• Foster growth mindset</li><li>• Identify high-risk situations and solutions.</li><li>• Stress management</li><li>• Affirmation and celebration</li></ul> 

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### Maintenance Stage

Characteristics	Coaching Approach
<ul style="list-style-type: none"><li>• "I still am"</li><li>• Maintains change for 6 months or longer</li><li>• Integrating new behavior into lifestyle</li><li>• Lapses can still occur</li></ul> 	<ul style="list-style-type: none"><li>• Focus on <b>ongoing support</b></li><li>• Relapse prevention</li><li>• Identify new motivators</li><li>• Create new goals</li><li>• Explore opportunities to be a champion for health</li></ul> 

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## Session 2 PPT Handout | The Gift of Perspective



### Relapse

Characteristics	Coaching Approach
<ul style="list-style-type: none"> <li>• "I was"</li> <li>• Experiences setbacks</li> <li>• Returns to old behavior</li> <li>• May feel discouraged and defeated</li> </ul> 	<ul style="list-style-type: none"> <li>• <b>Empathy</b></li> <li>• Foster growth mindset by looking for the opportunities to discover and learn.</li> <li>• Reconnect to vision, values, and personal motivators.</li> <li>• Reassess readiness to change and revise SMART steps to match new stage.</li> </ul>

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### Key Points

- Change is a **process**, not an event.
- Change is characterized by **stages**.
- People can be at different stages for different behaviors.
- There is essential learning gained from experiencing each stage.
- Identifying the stage of readiness is critical for choosing the most effective lifestyle coaching approach and tools.

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### APPLY: Stages of Change

Daisy enrolled in the "Get Fit Adventure" contest at work last month with a few of her coworkers. She bought a pedometer and began taking walks during her lunch break. So she won't lose points, she's already planning for how to fit exercise in while on vacation next month.

- What stage of change do you think Daisy is in? Why?
- What coaching approach could you take with Daisy?

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Session 2 PPT Handout | The Gift of Perspective



### APPLY: Stages of Change

Ralph was unhappy, overweight, and an alcoholic. His wife had cheated on him, and because of the economic downturn it looked like he might lose his job. He blamed others for all of his faults and failures, and spent his evenings in the local bar.

- What stage of change do you think Ralph is in? Why?
- What coaching approach could you take with Ralph?



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### APPLY: Stages of Change

A chain-smoker for 20 years, Rudy suffered a heart attack last month. While in the hospital, he began to realize the consequences of his heavy smoking and how his lifestyle choices impacted his 12-year-old son. He decided to attend the "Breathe Free" smoking cessation class offered at the local Adventist church after the holidays.

- What stage of change do you think Rudy is in? Why?
- What coaching approach could you take with Rudy?



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### APPLY: Stages of Change

Mary is a working mom who tries hard to balance work and family life. She wants to lose weight, but feels tired after long hours at her job each day. She often resorts to convenience foods for the family dinner. She has a gym membership, but never finds time to go.

- What stage of change do you think Mary is in? Why?
- What coaching approach could you take with Mary?



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## Session 2 PPT Handout | The Gift of Perspective



### APPLY: Stages of Change

Lynn lost 35 lbs. last year while participating in the "First Place" weight loss program offered at her church. She has made significant lifestyle changes, but still has to be very intentional during periods of high stress. Volunteering as a group leader at the weekly support meetings is a priority for her because it keeps her accountable.

- What stage of change do you think Lynn is in? Why?
- What coaching approach could you take with Lynn?



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### Coaching Practice



- Pair up with a learning partner.
- Ask your partner to review their response to the area of physical activity on the Lifestyle Habits Wheel.
- Share the stage of change you think they are in for **physical activity**, and why.
- Do they agree?



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Session 2 PPT Handout | The Gift of Perspective



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**The Gift of Perspective**

1. A mental view or **outlook**
2. The process of viewing something from a different **vantage point**
3. The capacity to view things in their true relations or relative **importance**

"For My thoughts are not your thoughts, neither are your ways My ways," declares the Lord. "As the heavens are higher than the earth, so are My ways higher than your ways and My thoughts than your thoughts." Isaiah 55:8,9, NIV

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**Jesus & Zacchaeus**

**Jesus did not...**

- Give a directive
- Give advice
- Point out wrong

**Jesus did...**

- Called him by name
- Accepted him
- Showed compassion
- Spent time with him
- Recognized him as a son of Abraham (**offered a different perspective**)

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## Session 2 PPT Handout | The Gift of Perspective



### Jesus Gave the Gift of Perspective

Jesus' belief in Zacchaeus (the mental outlook that Jesus took into the conversation--the Gift of Perspective) fostered the inner transformation that led Zacchaeus to commit to pay back what he had taken dishonestly.





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### REFLECT

- What unique perspectives do we, as Seventh-day Adventist Christians, bring to the coaching relationship and process?



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### Biblical Perspective on Change

"Can the Ethiopian change his skin or the leopard its spots? **Neither can you do good** who are accustomed to doing evil." Jeremiah 13:23, NIV



**"It is impossible for us, of ourselves,** to escape from the pit of sin in which we are sunken. Our hearts are evil, and we cannot change them. Education, culture, the exercise of the will, human effort, all have their proper sphere, but here they are powerless." *Steps to Christ*, pp.18-19



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Session 2 PPT Handout | The Gift of Perspective



### Christ Alone

"It is impossible for us, of ourselves, to escape from the pit of sin in which we are sunken. Our hearts are evil, and we cannot change them. Education, culture, the exercise of the will, human effort, all have their proper sphere, but here they are powerless. There must be a power working from within, a new life from above, before men can be changed from sin to holiness. **That power is Christ. His grace alone** can quicken the lifeless faculties of the soul, and attract it to God, to holiness. The Saviour said, 'Except a man be born from above,' unless he shall receive a new heart, new desires, purposes, and motives, leading to a new life, 'he cannot see the kingdom of God' John 3:3."

*Steps to Christ, pp. 18-19*



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### God's Plan for Our Restoration

"For I know the **plans** I have for you," declares the Lord, "Plans to prosper you and not to harm you, plans to give you **hope** and a **future**." Jeremiah 29:11, NIV

"But **I will restore you to health** and heal your wounds, declares the Lord." Jeremiah 30:17, NIV

"The thief comes only to steal and kill and destroy; I have come that they may have **life**, and have it to the **full**." John 10:10, NIV

"And the God of all grace who called you to His eternal glory in Christ, after you have suffered a little while, **will Himself restore you** and make you strong, firm and steadfast." 1 Peter 5:10, NIV



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### New Ways of Thinking

Rescued	Transformed
"I want to do what is right, but I can't. I want to do what is good, but I don't. I don't want to do what is wrong, but I do it anyway. . . . Oh, what a miserable person I am! Who will free me from this life that is dominated by sin and death? Thank God! <b>The answer is in Jesus Christ our Lord.</b> " Romans 7:18,19, 24, 25, NLT	"Be a living and holy sacrifice. . . . Don't copy the behavior and customs of this world, but <b>let God transform you into a new person by changing the way you think.</b> Then you will know what God wants you to do, and you will know how good and pleasing and perfect His will really is." Romans 12:1, 2 NLT



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## Session 2 PPT Handout | The Gift of Perspective



### Man's Role

"Through the right exercise of the will, an entire change may be made in your life. By yielding up your will to Christ, you ally yourself with the power that is above all principalities and powers. You will have strength from above to hold you steadfast, and thus **through constant surrender to God you will be enabled to live the new life**, even the life of faith."

*Steps to Christ, p. 48*



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### Coaching = Pointing People to Jesus

"And we should teach others how to preserve and to recover health. For the sick we should use the remedies which God has provided in nature, and we should **point them to Him who alone can restore**. It is our work to present the sick and suffering to Christ in the arms of our faith. We should teach them to believe in the Great Healer. We should lay hold on His promise and pray for the manifestation of His power. The very essence of the gospel is restoration, and the Saviour would have us bid the sick, the hopeless, and the afflicted take hold upon His strength."

*Counsels on Health, p. 31*



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### Adventist Christian Perspective

- MANY Biblical stories and teachings offer a unique perspective for understanding health and healing:
  - Creation, Fall, Redemption, Restoration
  - Our bodies are the temples of the Holy Spirit (1 Corinthians 6:19-20)
  - 3<sup>rd</sup> Angel's Message – Christ our Righteousness
- God . . .
  - Gives us the power of choice (Deuteronomy 30:15-20)
  - Gives us everything we need for life and godliness (2 Peter 1:3)
  - Provides ways out of temptations (1 Corinthians 10:13)
  - Gives a spirit of self-discipline (2 Timothy 1:7)
  - Renews our strength (Isaiah 40:31)
  - And so much more!



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Session 2 PPT Handout | The Gift of Perspective



### INSPIRE

- Share a Biblical story or teaching that could offer a context for understanding health and healing.
- Share a fundamental belief of the Seventh-day Adventist church, and how this perspective can influence a lifestyle coaching approach.



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### Session 2 Takeaways

- **REFLECT:** What **ideas** about assessing wellness, readiness to change, or the Gift of Perspective resonated with you the most? Why?
- **APPLY:** What are some **practical implications** for integrating these ideas in health ministries at your church? What might need to change?
- **INSPIRE:** How has **God** been speaking to your heart during this session?



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### Copyright

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## Session 2 PPT Handout | The Gift of Perspective



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Session 2 PPT Handout | The Gift of Perspective



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## Session 3 PPT Handout | The Gift of Presence



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Session 3 PPT Handout | The Gift of Presence



### Coaching Practice



- Break into pairs.
- Think of a change in the area of physical activity about which you are ambivalent.
- **Lifestyle Coach:** Argue for change—importance of changing, reasons for doing so, how to change, assurance that they can change, etc.



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### CONNECT: Listening

- On a scale of 1-10, how would you rate yourself as a listener?
- Recall a time when you felt you were really listened to. How did it make you feel?



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### Lifestyle Coaching Gifts



**What?**  
Assess current level of wellness  
Determine areas of focus  
Assess readiness to change  
*Gift of Perspective*

**Where?**  
Determine destination  
Identify measurable outcomes  
*Gift of Presence*

**Why?**  
Explore personal motivation  
Connect with personal values  
*Gift of Clarity*

**How?**  
Determine SMART plan  
Identify challenges  
Develop success strategies  
Recruit support  
*Gift of Support*

**Who?**  
Discover identity in Christ  
Encourage and support others in their journeys  
*Gift of Inspiration*

Connect      Apply



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## Session 3 PPT Handout | The Gift of Presence




### The Gift of Presence



1. Real, authentic human connection
2. Fully present, with undivided attention
3. Listen deeply to understand
4. Truly see and know and value another person as God does.

Latin *prae* "pre" + *esse* "to be."  
The state of being **present**.



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### Social Isolation

- Cell phones and other devices meant to increase social activity actually diminish human connection.
- The screen doesn't require vulnerability, attentive listening, patience, or compassion.





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### Listening Helps the Speaker

- To communicate more easily
- Have more ideas
- Feel understood and validated
- Think more clearly
- Feel more confident



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Session 3 PPT Handout | The Gift of Presence



### Listening Imitates the Heart of God



- The Gift of Presence imitates the heart of Christ
- "Immanuel, God **with** us."



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### Activity



- Take out a piece of paper and writing utensil.
- Write out the words to John 3:16, while **at the same time** singing aloud the song "Amazing Grace."



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### Activity

How many **RED** things can you see?





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## Session 3 PPT Handout | The Gift of Presence



What did you see that was...

Blue?      Yellow?      Pink?

**KEY POINT**

When we listen **FOR** something, we're not actually hearing what the person is saying because our listening filter is holding the things we are listening for and letting the rest go through.



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**APPLY: Challenges to Listening**

- Mental clutter – preoccupied with thoughts.
  - Our brains are unable to do two different things with words at the same time.
- Listening **for** instead of listening **to**
- **Others?**



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**3 Levels of Listening**

**Level 1** – listening to what the words mean to **us** in order to **reply**

**Level 2** – listening to the **content** in order to **understand** the other person

**Level 3** – listening to what is **not** said, in order to see the **meaningful whole**



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Session 3 PPT Handout | The Gift of Presence



### 4 Keys to Truly Listening

1. Listen with full, undivided **attention**.  
Don't interrupt. Pause before responding.
  - *Whose thinking matters most right now?*
2. Listen without judgment, to **understand**.
  - *That's interesting. Tell me more about that. Can you give me an example of what you mean?*
3. Listen for **emotions** as well as facts.
  - *I hear in your voice that...*
4. Listen **reflectively**
  - *Am I hearing you say... So you feel... It sounds as if... is that right?*



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### Listen for Change Talk

- The more the person speaks the language of change talk, the more they are moving toward a commitment to change.
  - **Desire** – statement about preference for change (*I want to, I wish, I would like to*)
  - **Ability** – statements about capability (*I could, I can, I might be able to*)
  - **Reasons** – specific arguments for change (*I would feel better if I*)
  - **Need** – statements about feeling obliged to change (*I ought to, I have to, I should*)
  - **Commitment** – statement about the likelihood of change (*I will*)
  - **Activation** – statements about action taken (*I started, I tried*)



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### Reflections



- **Narrows** the focus, and goes **deeper**.
- Statements intended to mirror meaning of the person's words.
- Focuses on the other person's *own* narrative rather than asserting your own understanding of it.
- Makes a reasonable guess about what the person means.
- Continues the paragraph.
- Always a statement, therefore the inflection at the end goes down.
- **Aim for 2 reflections for every 1 question.**



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## Session 3 PPT Handout | The Gift of Presence




### Types of Reflections




**Simple**  
*Mirroring*



**Double-Sided**  
*Reflects pros & cons,  
Two perspectives*



**Empathy**  
*Connecting with  
feelings, values,  
needs*



**Summary**  
*Summarizing a  
group of points*

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### Types of Reflections




**Amplified**  
*Exaggerating to  
deepen thinking*



**Continue**  
*...the person's  
thought*



**Shift Focus**  
*Shifts to another  
topic of focus*



**Metaphor**  
*Offer a new way of  
seeing what was said*

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### Forming Reflections

- Be concise.
- Reflect only **pieces** of what the person says.
- Avoid excessive openers such as:
  - "It sounds like..."
  - "What I hear you saying is..."
- Start *most* of your reflections with, "**You...**"

So, it sounds like you don't really like the taste of most vegetables.

↓

You don't really care for vegetables.

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Session 3 PPT Handout | The Gift of Presence



### When to Reflect

- It is **always** a good time for a reflection.
- Reflect after almost every statement by the person being coached. Especially reflect:
  - Change talk** (desire, ability, reasons, need)
  - Ambivalence
- 2:1 Ratio** - Use 2 reflections for every 1 question.



Change Talk

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Stretch Break

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### Activity

Come up with reflective listening responses to the statements below.

- It's hard to get myself to go to the gym. I think of a hundred reasons why I can't go. But once I'm there, I'm enjoy it. And I always feel better afterwards.*
- I know I need to start eating breakfast, but I don't feel that hungry in the morning and I'm always rushing out the door.*

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## Session 3 PPT Handout | The Gift of Presence



### What to Do with Silence

- WAIT! Ask yourself,  
**W**hy **A**m **I**Talking?
- Giving time for silence after questions and reflections allows the speaker to process their thoughts and generate insights.
- Remember, the other person is just as occupied with their thoughts as you are with yours.

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### Coaching Practice



- Divide into pairs.
- Take turns describing your physical activity.
  - Current level, challenges, goals
- Use reflections as you listen.
- Notice and reflect any change talk.
 

Ask:

  - What do you **want** to do?
  - What **could** you do?
  - What are the **reasons** for you to do it?
  - Why do you **need** to do this?

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### INSPIRE

"My dear brothers, take note of this:  
Every one should be **quick to listen,**  
**slow to speak** and slow to become angry."  
James 1:19, NIV

"Take control of what I say, O Lord,  
and keep my lips sealed"  
Psalm 141:3, NLT

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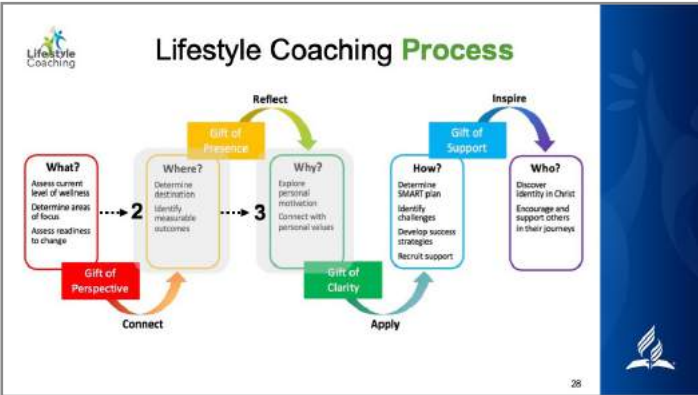
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Session 3 PPT Handout | The Gift of Presence



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**Where?**

- Addresses the longer term
- Focuses on the destination or outcomes
  - Who do you want to **be** when it comes to your health and wellness? (active, content, disciplined, connected)
  - What **result** are you wanting? (weight loss, improved fitness, less stress, better health, closer relationships)
- Connected to God's vision
  - How does this relate to God's vision for you, as described in scripture?

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**Wellness Visioning**

- Forward thinking
  - Where do you want to go?
  - Who do you want to be?
  - What is God's plan for you?
  - What will that look like?
- Personal
- Present tense
- Stated in the **positive**
- Succinct, descriptive, inspirational
- **Written** and reviewed often

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## Session 3 PPT Handout | The Gift of Presence



### Why?

- Personal values are the things that are important to us, motivate us and guide our decisions.
- Asking *Why?* connects vision to personal values
  - Why am I going on this change journey?
  - What's important to me?
  - Is it worthwhile?
  - What will happen if I don't change?
  - What difference will it make?
  - Why now?
  - Are these personal motivators strong enough to keep me on track?



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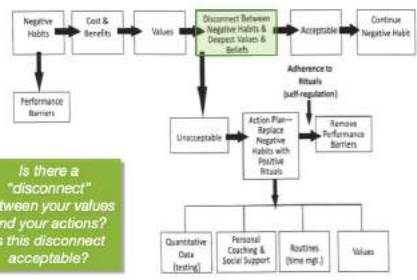
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### Disconnected Values Model





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### REFLECT

- Turn to LCS Handout 4 - *Are You Living Well?*
- Review the areas in which you scored the lowest.
- What is important to you in these lifestyle areas?
- How well is your current lifestyle aligned with your personal values?





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Session 3 PPT Handout | The Gift of Presence



### Spiritual Values and Lifestyle Change

- Help people see any inconsistency between their spiritual values and their actions. *How well is your current lifestyle aligned with your spiritual values?*
- Offer the Gift of Perspective by sharing links between Scripture and a commitment to healthy lifestyle.
  - Negative health habits keep one from fully carrying out God's purpose for their lives.
  - Lifestyle brings glory to God.
  - God's Spirit will transform and empower.
  - We can begin to experience abundant life now.



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### Case Study: Lorraine

*No matter what I tried, I couldn't seem to get a handle on exercise.... One thing that helped immensely was to journal my conversations with God as I moved through the change process. It gave me a safe place to vent, helped me think through my goals, and gave me visible evidence of my progress in the process. Connecting physical activity with my relationship to God was a powerful shift in my thinking.*





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### Vision Coaching Questions



- What is going well in your life?
- Where are the opportunities?
- What is your vision for this area?
- Why does this matter to you?
- What strengths can you use?
- What challenges do you see?
- What possible strategies could you use?
- What are your first steps?
- What are you taking away from this conversation?



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## Session 3 PPT Handout | The Gift of Presence



### Coaching Demonstration

- I need a **volunteer** who would be willing for me to coach them for a few minutes around their **vision for physical activity**.



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### REFLECT

- What captured your attention in the visioning demonstration?
- What did you notice about the reflection on personal values?
- Where did you see the Gift of Presence used? What impact did the reflections have on the conversation?



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### Coaching Practice



- Divide into pairs.
- Take turns coaching other to explore their vision for physical activity.
- Remember to extend the Gift of Perspective and the Gift of Presence.
- Clarify until the vision is succinct, descriptive, and inspiring.
- Finish by checking commitment and readiness to take first steps.



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### INSPIRE

"Where there is no **vision**, the people perish."  
Proverb 29:18, KJV

"The purposes of a man's heart are deep waters,  
but a man of understanding draws them out."  
Proverb 20:5, NIV



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### Session 3 Takeaways

- **REFLECT:** What **ideas** about the Gift of Presence and wellness visioning resonated with you the most? Why?
- **APPLY:** What are some **practical implications** for integrating these ideas into your conversations? Into health ministries at your church? What might need to change?
- **INSPIRE:** How has **God** been speaking to your heart during this session?



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## Session 4 PPT Handout | The Gift of Clarity



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CONNECT

- Think of a time when you were lost, literally.
- What did that feel like?
- How does the experience of being lost relate to lifestyle coaching?



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The Gift of Clarity



- **Free** from obscurity
- **Clearness of thought;** lucidity
- The state of being **easy to see**, hear or understand

"Your word is a lamp for my feet, a light on my path."  
Psalm 119:105, NIV



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## Session 4 PPT Handout | The Gift of Clarity



### Jesus' Powerful Questions

- *"Do you want to be made well?"* John 5:1-9
- *"What is written in the law? How do you read it?"* Luke 10:25, 26
- *"But who do you say I am?"* Luke 9:20
- *"What do you want me to do for you?"* Luke 18:41
- *"Why are you sleeping?"* Luke 22:46
- *"Simon...do you love Me?"* Luke 21:15-19
- *"What do you seek?"* John 1:38



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### Powerful Questions



- **Expand** focus and **widen** horizon
- Open doors to new thinking
- Recognize the real "expert"
- Communicate value in another's insights and ideas
- Encourage responsibility
- Take the conversation to a more significant level, beyond logistics
- Foster movement toward a goal



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### Open vs. Closed Questions

Open Questions	Closed Questions
Cannot be answered by a simple "yes" or "no." No right or wrong answer. Leads to stories.	Leads to simple "yes" or "no" or a specific answer
Facilitates dialogue	Tends to shut down conversation
Requires the person being coached to thoughtfully consider the answer.	The Lifestyle Coach is dominating the conversation and directing the agenda.
Keeps the person being coached in charge of the agenda	
<b>What, how, or when</b> questions	



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### Constructing a Powerful Question

Less Powerful Questions → More Powerful Questions

Yes/No   Which?   Who?   When?   Where?   What?   How?   Why?\*   What if?

- Are you exercising regularly?
- Which exercise classes are you attending?
- Who do you exercise with?
- When are you exercising?
- Where are you exercising?
- What kind of support do you have for getting regular exercise? What have you tried so far? What has been successful in the past? What is it about the classes at the gym that has enabled success?
- How is that working? How can you tell? How will you . . . ?
- Can you tell me more about how or why you chose that approach?
- What if you had additional allies—what if your spouse served as a champion?



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### Forming an Open-Ended Question

Open-ended questions are typically started with the following words or phrases:

- How...?   How did you feel about that?
- What...?   What was that like for you?
- Why...?\*   Why do you think that is?
- Tell me...   Tell me more about that part.

\*Use caution when starting a sentence with why. With the wrong voice tone, it can sound judgmental.



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### Examples of Open-Ended Questions

- What is important to you?
- How does that feel to you?
- What has worked in the past?
- How do you want it to be?
- What do you want to happen?
- What is the opportunity?
- How can you use your strengths in this situation?

- What are the possibilities?
- What did you learn?
- How is it working?
- What was that like for you?
- What are you willing to change?
- How will you determine your next step?
- What could you do?
- Where might this lead?



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## Session 4 PPT Handout | The Gift of Clarity



### Beware of Advice-Giving in Disguise

- Solution-oriented questions
  - A back-handed way of giving advice
  - Would you, could you, why don't you, how about if you....
  - *Could you do your jogging with your spouse?*
- Instead, go back to the person's statement that led you to offer a solution and ask about that.
  - *"You seem to be very outgoing person, yet I noticed that all your exercise ideas are solitary activities. How could you involve other people in your physical activity goals?"*



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### Quick Tips

#### When you catch yourself asking a closed question:

- Restate the question, beginning with the word "what" or "how."
- *Is there a way to do that and still keep evenings open for family? **What could you do to still keep evenings for family?***

#### When you aren't sure what question to ask:

- Pick out the most significant thing the person said, repeat their words, ask them to expand on it. ***Tell me more.** What else?*
- Make **observations**. You mentioned that you've been thinking about simplifying your life. ***What do you mean by that?***
- Offer 2 reflections for every 1 question.



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### The KEY Question

- Key questions do not contain particular wording, but they are typically **open-ended questions that ask for the patient's thoughts about change.**
- The "key" part is the timing of when it is asked and the intent of the question.
  - *Given what you've told me, what do you think you will do next?*
  - *Where do you think you would like to go from here?*
  - *What's your next step?*

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3 Ingredients for Change


Information (What)  
*I know*

Motivation (Why)  
*I want*

Strategy (How)  
*I can*

Health Behavior  
Change and/or  
Adherence  
*I act*

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Motivation & Confidence

Motivation ↑

Want to, but can't	Want to and can
Can't and doesn't want to	Can, but doesn't want to

Self-efficacy →

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Readiness Ruler

Motivation Ruler

• "On a scale of 0-10, how ready are you for change? How important is it for you to change?"

Confidence Ruler

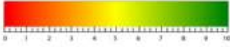
• "On a scale of 0-10, how confident are you in your ability to make a change?"

Ask about their response:


• Straight Question: Why a 5?

• Backward Question: Why 5 and not 0? Why not a lower number?

• Forward Question: What would it take to for you to move to the next higher number? What would need to be different?



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## Session 4 PPT Handout | The Gift of Clarity



### Increasing Motivation & Confidence

Motivation

- Empathy
- Safe atmosphere
- Unconditional acceptance
- Decisional balance
- Define the Why
- Honor values & beliefs
- Wellness visioning
- Success stories

Confidence

- Commitment
- SMART goals
- Start with small steps
- Add, rather than take away
- Build on strengths and previous successes
- Anticipate obstacles
- Redefine failures
- Affirmation & encouragement
- Support & accountability



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### Coaching Practice



- Pair up with the person you shared about exercise.
- Take 5 minutes to assess motivation and confidence using the rulers. Ask about their response.
- Remember to extend the Gift of Presence and the Gift of Clarity through reflective listening and open-ended questions.



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### INSPIRE

"The Sovereign Lord has given me  
His words of wisdom,  
so that I know what to say to all these weary ones.  
Isaiah 50:4, NLT



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Session 4 PPT Handout | The Gift of Clarity



Stretch Break



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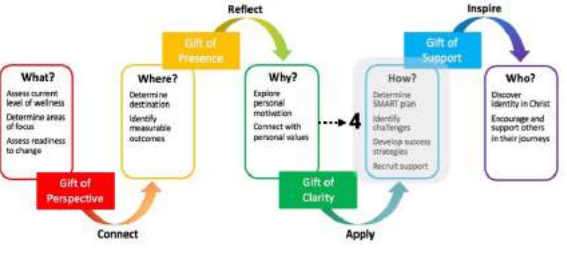
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### Lifestyle Coaching Process



```
graph LR; What[What?] -- Connect --> Where[Where?]; Where -- Reflect --> Why[Why?]; Why -- Inspire --> How[How?]; How -- Apply --> Who[Who?]; Who --> What; subgraph Gifts; Where --- G1[Gift of Perspective]; Why --- G2[Gift of Presence]; How --- G3[Gift of Clarity]; Who --- G4[Gift of Support]; end
```

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### Designing a Lifestyle Change Plan



```
graph TD; Vision[Vision] --> SMARTGoals[SMART Goals]; SMARTGoals --> SMARTSteps[SMART Steps]
```

**Vision**

- Long Term **outcomes**
- Narrative
- Linked to intrinsic motivation

**SMART Goals**

- Medium Term (1-3 months)
- Desired consistent **behaviors**
- SMART, succinct language
- Linked to Wellness Vision

**SMART Steps**

- Short Term (daily, weekly)
- Specific and detailed
- Experiments**

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### Tips for Goal-Setting

- **How** we approach the change plan is important.
- Don't get ahead of the person's readiness.
- Stay focused on the desired outcomes.
- Pick **one** priority area. *What will make the biggest difference right now? What area are you most ready, willing, or able to change?*
- Use **positive** language. *I will... I want to...*
- Avoid using the words *try, may, or maybe*.
- Set **behavioral** goals, what the person will **do** to achieve their desired outcomes.

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### Shift Attention to Behaviors

Desired Outcome	Behavioral Goals
<ul style="list-style-type: none"><li>• Improve cardiovascular health</li></ul> <p><i>(Incorporate outcomes goals in vision statements.)</i></p> <p>What consistent behaviors are needed to achieve this outcome?</p>	<ul style="list-style-type: none"><li>• I will eat oatmeal and fruit for breakfast 5 days per week instead of bacon and eggs.</li><li>• I will walk 30 minutes after work 5 days a week.</li></ul>

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### Use SMART Criteria for Goals

<b>Specific</b>	Clearly defines the details of what the person wants to DO.
<b>Measurable</b>	Includes a way to measure progress.
<b>Attainable</b>	It is within one's capabilities and control.
<b>Relevant</b>	It's connected to values, and important enough to make it a priority.
<b>Time-sensitive</b>	It has dates attached to it. 3-months is a good time-frame for habit goals.

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APPLY: Setting Behavioral Goals

Desired Outcome

- Lose weight
- Reduce stress
- Eat better
- Improve fitness

What consistent behaviors are needed to achieve this outcome?

Behavioral Goals



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SMART Steps

- A SMART Step is a **small daily or weekly action step that can be put on a calendar or task list now** to move toward a goal.
- Begin with **small** steps and build into bigger steps until the goal is reached. No step is too small!
- Consider Steps as **experiments**.
- Use **SMART** criteria.





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Respecting Autonomy


- The planning process often involves a brainstorming of change ideas.
- Let the person being coached lead the brainstorming process.
  - What change to try
  - How often/where the change will take place

walk at lunch

ride my bike

play tag with my kids

take frisbee



“What ideas do you have for how you might go about making this change?”

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## Session 4 PPT Handout | The Gift of Clarity



### Tips for Planning SMART Steps

- Treat steps as **lifestyle change experiments**. *What specific things could you try out, that might move you forward toward your goal?*
- Aim for forward movement. *What can you do **now** to move toward your goal? What is your **next** step?*
- Nail it down... *Of all we talked about, **what will you do, by when?** How will you **measure** your progress?*
- Set SMART Steps that can be achieved at a rate of **60-80%**. *On a scale of 1-10, how confident are you that you will achieve these action steps?*



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### Success Strategies

- Identify skills, knowledge, resources needed right now
- Consider the environment
- Explore methods for tracking progress
- Identify meaningful rewards and ways to celebrate success
- Anticipate and problem-solve around obstacles
- Cultivate a growth mindset—no failure, only learning
- Affirm and leverage strengths
- Explore limiting beliefs and self-defeating thoughts
- Measure outcomes
- Establish healthy accountability



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### Contributing Ideas

- Contribute suggestions *after* you've drawn out all their ideas
- Make your suggestions:
  - Neutral
  - Tentative
  - Partnering
- *One thing you could do is ...*
- *Here's an idea... what do you think?*



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Session 4 PPT Handout | The Gift of Clarity



### Coaching Practice



- Pair up with your learning partner.
- Take turns coaching each other to design a **SMART Goal** for physical activity and brainstorm **SMART Steps** to put into place this week. Then explore some **Success Strategies** to aid success.
- Remember to refrain from advice-giving.



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### INSPIRE

“Commit to the Lord whatever you do,  
and your plans will succeed.”  
Proverb 16:3, NIV



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Stretch Break





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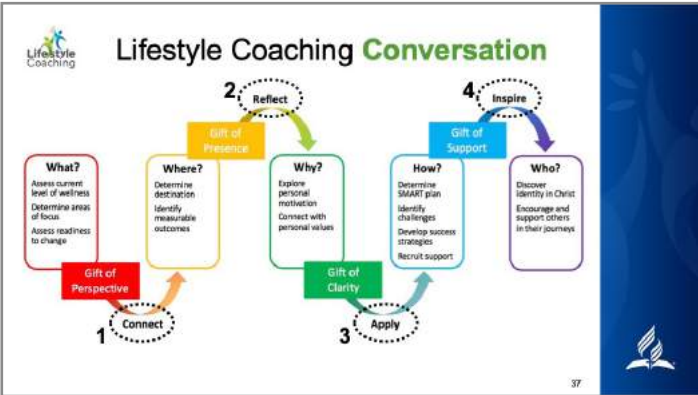
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**Lifestyle Coaching Conversation**

PHASE	GIFT	TASK	COACHING QUESTIONS
<b>Connect:</b> What's Up?	<b>Perspective</b>	Build rapport and trust Recap progress on previous action steps Identify outcome for conversation	What's been happening with you? What progress did you make on your action steps? What would you like to focus on today?
<b>Reflect:</b> So What?	<b>Presence</b>	Reflective dialogue intended to produce increased perspective	Tell me about the situation. What would that look like? How important is that to you?
<b>Apply:</b> Now What?	<b>Clarity</b>	Help the person apply new insights and create action steps	What could you do to act on that idea? What might get in the way? What structures/strategies/support would increase your success?
<b>Inspire:</b> What Matters?	<b>Support</b>	Review meaningful part of conversation Integrate faith in change efforts Connect to God for real Power Share experience with others	What do you want to remember from today's conversation? What are your takeaways? How can you apply your faith to this situation or goal? How can I pray for you? Who can you share your experience with?

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Session 4 PPT Handout | The Gift of Clarity



### Coaching Practice



- Pair up with your learning partner.
- Take turns coaching each other in the **Inspire** phase of the Lifestyle Coaching Conversation.
  - Review meaningful part of today's coaching conversations
  - Integrate faith in change efforts
  - Connect to God for real Power
  - Share experience with others



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### Session 4 Takeaways

- **REFLECT:** What **ideas** about the Gift of Clarity resonated with you the most? Why? What thoughts do you have about creating a lifestyle change plan? About the Lifestyle Coaching Conversation model?
- **APPLY:** What are some **practical implications** for integrating individual lifestyle coaching conversations into health ministries at your church? What might need to change?
- **INSPIRE:** How has **God** been speaking to your heart during this session?



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Session 4 PPT Handout | The Gift of Clarity



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## Session 5 PPT Handouts | The Gift of Support



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Session 5 PPT Handouts | The Gift of Support



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**The Gift of Support**

**"Therefore encourage one another and build each other up."**  
1 Thessalonians 5:11, NIV

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**Support**

- From Latin:
  - sub, from below
  - portare, to carry
- Give moral or psychological support, aid, or courage to
- The act of bearing the weight of or strengthening
- To hold in position so as to keep from falling, sinking, or slipping.

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## Session 5 PPT Handouts | The Gift of Support




### Parakeleō

"Praise be to the God and Father of our Lord Jesus Christ, the Father of compassion and the God of all **comfort**, who **comforts** us in all our troubles, so that we can **comfort** those in any trouble with the **comfort** we ourselves have received from God." 2 Corinthians 1:3,4, NIV

Greek word for **comfort** is parakeleō

- to call to one's side
- to summons (especially for help)
- instruct, encourage, strengthen



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### Called to Walk Alongside



"All praise to the God and Father of our Master, Jesus the Messiah! Father of all mercy! God of all healing counsel! **He comes alongside us** when we go through hard times, and before you know it, **He brings us alongside someone else who is going through hard times so that we can be there for that person just as God was there for us...."**

2 Corinthians 1:3,4, MSG



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### The One Another Imperative

- The Greek word *allelon* for "**one another**" is found more than 100 times in the New Testament. Which verses come to your mind?
- "A new commandment I give unto you, That ye love **one another**; as I have loved you, that ye also love **one another**. By this shall all *men* know that ye are my disciples, if ye have love **one to another**." John 13:34-35




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Session 5 PPT Handouts | The Gift of Support



### Supporting Successful Change

- Anticipate setbacks.
- Catch setbacks early and normalize them.
- Evoke the person's own wisdom and solutions.
- Affirm strengths.
- Support personal ownership of the change process.
- Connect to Divine power for change.



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### Support Toolbox

Tool Box	Questions
<ul style="list-style-type: none"><li>• Identify information and resources needed (including spiritual)</li><li>• Recruit support team</li><li>• Consider environment</li><li>• Explore methods to track progress</li><li>• Identify meaningful rewards</li><li>• Anticipate and problem-solve around obstacles</li><li>• Explore limiting beliefs and self-defeating thinking</li></ul>	<ul style="list-style-type: none"><li>• <i>What would help you to follow through on these action steps?</i></li><li>• <i>Who could help you to accomplish this?</i></li></ul>



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### Ask-Offer-Ask

- Offer information/concerns/ideas only when you are certain that the person **wants** it.
- Use **Ask-Offer-Ask** method:
  - **Ask** permission. *If interested, I could share some ideas... If it's ok with you, I could share some information about..*
  - **Offer** information in a factual manner.
  - **Ask** about their thinking. *Hearing me say this, what's coming to mind? What thoughts do you have about what I just shared?*



An Information Sandwich

Ask a question

Offer information

Ask a question

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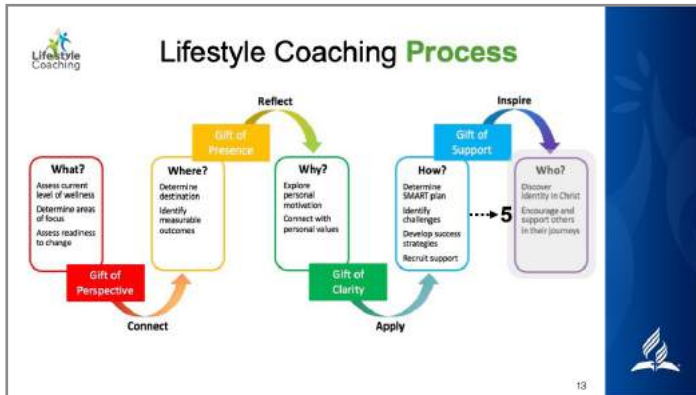
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## Session 5 PPT Handouts | The Gift of Support



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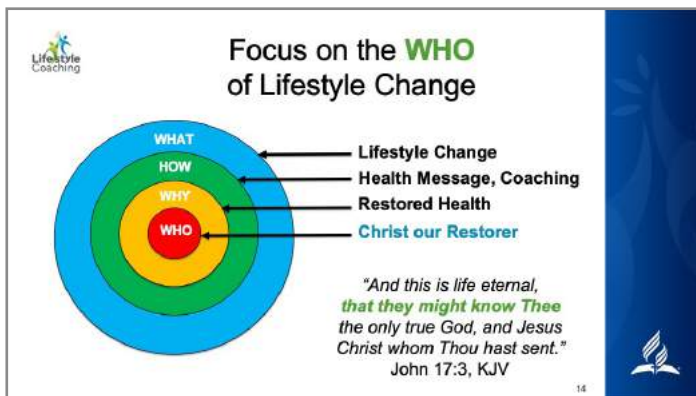
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**The Healing Power of His Word**

*"If I have told you earthly things and ye do not believe, how shall ye believe in them which I tell you of heavenly things? For the Son of man is lifted up, that he should draw all men unto himself; and he that believeth in him shall not perish, but have eternal life. Forasmuch as the Son of man is lifted up, so shall he draw all men unto himself. And as Moses lifted up the serpent in the wilderness, even so must the Son of man be lifted up: that whosoever believeth in him should not perish, but have eternal life. For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life. For God sent the Son into the world, and he that believeth on the Son hath eternal life, and he that believeth not on the Son shall not have life; but he that believeth not on the Son, he that believeth not on God, who hath sent the Son. And he that believeth not on the Son of God, his condemnation is fixed; neither shall he come into the life, but shall abide in the condemnation."*

"The same power that Christ exercised when He walked visibly among men is in His Word. It was by His **Word** that Jesus healed disease and cast out demons; by His **Word** He stilled the sea and raised the dead....Nothing else can have such healing power. Nothing besides can impart the courage and faith which give vital energy to the whole being."

~Ministry of Healing, p.122

"Bid the tempted one look not to circumstances, to the weakness of self, or to the power of temptation, but to **the power of God's Word**. All its strength is ours." ~Temperance, p.107

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### A New Identity

- "Walk in the Spirit, and you shall not fulfill the lust of the flesh." Galatians 5:16, KJV
- "Therefore, if anyone is in Christ, he is **a new creation**. The old has passed away; behold, the new has come." 2 Corinthians 5:17, ESV
- "I have been crucified with Christ and **I no longer live, but Christ lives in me**. The life I now live in the body, I live by faith in the Son of God, who loved me and gave Himself for me." Galatians 2:20, NIV



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### Compelled to Share

"No sooner does one come to Christ than there is born in his heart a desire to make known to others what a precious friend he has found in Jesus; the saving and sanctifying truth cannot be shut up in his heart. If we are clothed with the righteousness of Christ and are filled with the joy of His indwelling Spirit, we shall not be able to hold our peace. If we have tasted and seen that the Lord is good we shall have something to tell." *Steps to Christ*, p. 78



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### Lifestyle Coaching Process



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Session 5 PPT Handouts | The Gift of Support



Stretch Break



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Lifestyle Coaching Conversations

PHASE	INITIAL CONVERSATION	FOLLOW-UP CONVERSATIONS
<b>Prepare</b> What's Up?	Prayer Review Being Skills	Prayer Review Being Skills Review previous coaching conversation(s)
<b>Connect:</b> So What?	Build rapport and trust Identify outcome for conversation	Build rapport and trust Recap progress on previous action steps Identify outcome for conversation
<b>Reflect:</b> Now What?	Identify area of focus Assess current level of wellness Assess readiness to change Vision Coaching tool	Reflective dialogue to foster new thinking about situation
<b>Apply:</b> What Matters?	Apply new insights and create action steps: • 3-month SMART goals • SMART action steps (1-2 weeks)	Apply new insights and create action steps • SMART action steps (1-2 weeks) • Revisit 3-month SMART goals as needed
<b>Inspire:</b> Follow-up	Review meaningful part of conversation Connect to God for real Power Share experience with others	Review meaningful part of conversation Connect to God for real Power Share experience with others
	Schedule type and frequency, as needed	Schedule type and frequency, as needed

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Coaching Practice



- Divide into groups of three.
- Each person will get a turn coaching, being coached, and observing a follow-up coaching conversation around physical activity.
- Use the Lifestyle Coaching Conversation model.
- Observe and note:
  - Coaching vs. expert mindset
  - Ratio of reflections to questions

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Session 5 PPT Handouts | The Gift of Support



Stretch Break





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**Individual Coaching in Health Ministries**

- Use coaching approach in **every conversation**
- **Health expos** or fairs
- Lifestyle coaching at **every health ministry program**
  - Meet before the first session of a multi-session programs
  - Offer personal support for healthy behaviors that may be new to them.
  - Follow-up phone calls after health programs have ended.
- Members trained in coaching skills can **partner with each other** for coaching practice and personal growth.



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**Example: Health Expo**

- Multi-church health expo
- Included a coaching station for reviewing results
  - "What was the biggest insight that you learned at the stations you visited?"
  - "What is your biggest challenge?"
  - "Would you like some personal support in improving your health?"
- Followed up with telephone coaching and invitation to area health ministry events.



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## Session 5 PPT Handouts | The Gift of Support



### Example: Lifestyle Center

- Offers coaching to help lifestyle guests reach their goals.
- Practical support
  - Walking partner
  - Grocery shopping
- Very positive feedback. "You people really care."
- Many spiritual conversations.



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### Impact of Individual Coaching

*"I had tried very sincerely in the past to exercise and eat right, but never succeeded for more than a few months. The coaching conversations have made a huge difference. The first year didn't look like much if you look only at weight loss, but there was so much more I was learning. I'm so glad your health team didn't give up on me! **The lifestyle coaching has impacted not just my weight, but the rest of my health, and even more, it has been a catalyst for my spiritual growth.**"*



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### Group Coaching in Health Ministries

- Facilitate deeper learning and application during group activities and discussion in health education programs
- Small group interaction within a health education program
- Follow-up support groups
- Health clubs (e.g., a monthly vegetarian supper club)
- Health-related book clubs and Bible studies



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Session 5 PPT Handouts | The Gift of Support



### Coaching Groups

- More **efficient** than 1:1 approaches.
- **Leverages the power of a group** to effect change.
  - Shared emotional support
  - Learning from other's experiences
  - Sense of "community" and less isolation
- Greater **accountability** and **commitment**
- **Challenges:**
  - Managing group dynamics
  - Avoiding a group lecture

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### Lifestyle Coaching Conversations in Groups



**Connect**

(5-10 minutes at beginning of program)



**Reflect**



**Apply**



**Inspire**

Following the presentation, just before the close of the program.

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### Group Coaching Conversation Model

**CONNECT**  
(5-10 min)

Coaching questions and small group activities to build rapport and trust.

**REFLECT**  
(10-15 min)

Coaching questions and small group activities to increase personal relevance.

**APPLY**  
(5-10 min)


Coaching questions and small group activities to help participants act on new learning.

**INSPIRE**  
(5-10 min)

Coaching questions and small group activities to connect faith with participant lifestyle goals.

**Educational Presentation**  
(30 min)

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## Session 5 PPT Handouts | The Gift of Support



### Stage 1: Connect (What's Up?)

**CONNECT**  
(5-10 min)

Coaching questions and small group activities to build rapport and trust.

- Designed to build **rapport and trust**.
  - How are you doing? What brought you to this program today?
- Participant **measurements** (e.g., weight, blood pressure)
- Check-in time for **previous SMART steps**.
  - How did it go with the action step(s) you set?
  - What can we celebrate? Where are the opportunities for growth?
- Any **new thoughts** on last session's topics?



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### Stage 2: Reflect (So What?)

**REFLECT**  
(10-15 min)

Coaching questions and small group activities to increase personal relevance.

- Intended to help participants **reflect** on the subject material at a more **personal** level.
  - What did you find interesting about tonight's program? What key insight do you want to take home?
  - What do you think (or how do you feel) about the information provided? How does this topic relate to you? What are the possibilities?
  - How important is it to you to make a change in this area?
  - What do you want to happen? Where might this lead? What has worked in the past?



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### Stage 3: Apply (Now What?)

**APPLY**  
(5-10 min)

Coaching questions and small group activities to help people act on new learning.

- Help participants **apply** new learning so that everyone leaves with a next step.
  - How do you want to apply this new learning?
- Involve group in brainstorming ideas. Use **Ask-Offer-Ask** to contribute additional ideas.
  - What could you do about this?
  - What will be your next step? (Make it SMART!)
- Anticipate **obstacles** and explore **success strategies**.
  - What might get in the way?
  - What success strategies could you try?



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Session 5 PPT Handouts | The Gift of Support




### Stage 4: Inspire (What Matters?)

**INSPIRE**  
(5-10 min)

Coaching questions and small group activities to connect faith with participant lifestyle goals

- Elicit **takeaways**
  - Of all that we've talked about tonight, what was most valuable for you?
- Faith** connection
  - What bearing does this have on your spiritual life?
  - How can your faith support your change efforts?
  - What scripture verses ("wisdom verses") would be an encouragement?
  - How can we be praying for you?



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### Example: Dinner with the Doctor

- Participants seated at tables with "Table Coaches"
  - "We know that information alone won't bring about change. You'll be partnered with a Table Coach who will provide personal support to help you reach your goals for improving your health."
- Table Coaches led conversation at tables.
  - During the meal, the focus was on relationship-building.
  - After the presentation, used a lifestyle coaching approach to help participants identify how that evening's topic was relevant to them, explore motivation and confidence for change, set goals, share additional resources, etc.
  - In-between sessions, Table Coaches made follow-up phone calls.



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### Example: Diabetes Seminar

- Participants assigned to tables hosted by "Table Coaches."
- At the end of each session, Table Coaches facilitated small-group discussions on the nightly topic, goal-setting, progress, challenges faced during the week, etc.
- Participants were provided with *Reversing Diabetes* goal worksheets and asked to identify action steps for the week.
- Follow-up surveys revealed that the participants liked the interaction and nurturing approach of group coaching.



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## Session 5 PPT Handouts | The Gift of Support



### Example: CHIP

- Met with participants individually prior to CHIP
  - Reviewed health screening results
  - Identified participant health concerns and motivation to change.
  - Asked about their goals for attending CHIP and helped reword as SMART Goals.
- Used group coaching format after presentations
  - Guided participants to identify weekly SMART steps, anticipate obstacles, etc.
  - Gave "wisdom verse" cards at each session.
- Met with participants individually after CHIP was over to review final health screening and determine follow-up.



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### Example: CREATION Health

- 20-minute group coaching provided at the end of each seminar session.
- Each participant chose a goal for the week based on the health principle presented in that session.
- The health promoters followed up by telephone the following week for additional coaching, if necessary.
- Participants had better outcomes (weight loss, smoking cessation, lower cholesterol) with the coaching approach.



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### Example: Health Clubs

- Follow-up support after the health education program ended.
- Met monthly (weekly during holidays).
- Format included fellowship meal followed by group coaching.
- Focused on supporting the process of change, rather than providing new information.
- Also organized buddy coaching in-between meetings.
- Long-term change noted.



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Session 5 PPT Handouts | The Gift of Support



### REFLECT & APPLY: Lifestyle Coaching at My Church

- Which example of lifestyle coaching in health ministries most intrigued you? Why?
- Which health ministry activities offered by your church do you think could be enhanced by integrating a lifestyle coaching approach?
- What are the possibilities? What could it look like? Where might this lead?
- What conversations could you have, and with whom, to move things forward?
- What is the next step? What's the first action for this step?



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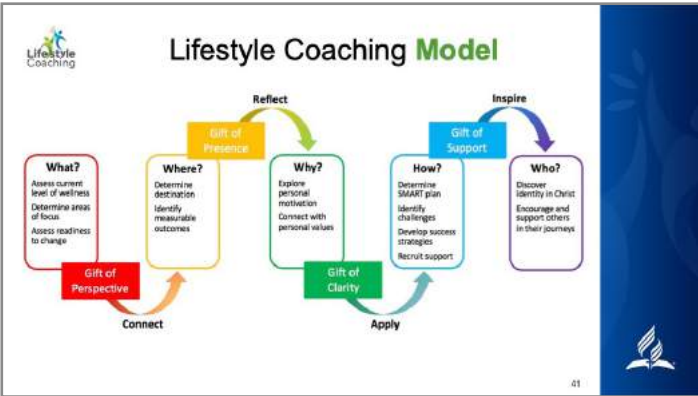
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### Honing Your Coaching Skills

- Consider how to integrate a lifestyle coaching approach into your health ministry programs.
- Use your coaching skills in informal conversations.
  - Reflections
  - Powerful Questions
- Buddy coach with a friend
  - Allows you to be coached, as well as practice coaching.
  - Provides feedback on your coaching skills.
- Build a personal library of coaching resources.



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## Session 5 PPT Handouts | The Gift of Support



**Session 5 Takeaways**

- **REFLECT:** What **ideas** about the Gift of Support resonated with you the most? Why? What are your thoughts about the **Who?** step of the Lifestyle Coaching Process?
- **APPLY:** What are some **practical implications** for continuing to develop and practice your lifestyle coaching skills? What might need to change? What resources might you need?
- **INSPIRE:** How has **God** been speaking to your heart during this session?



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Session 5 PPT Handouts | The Gift of Support



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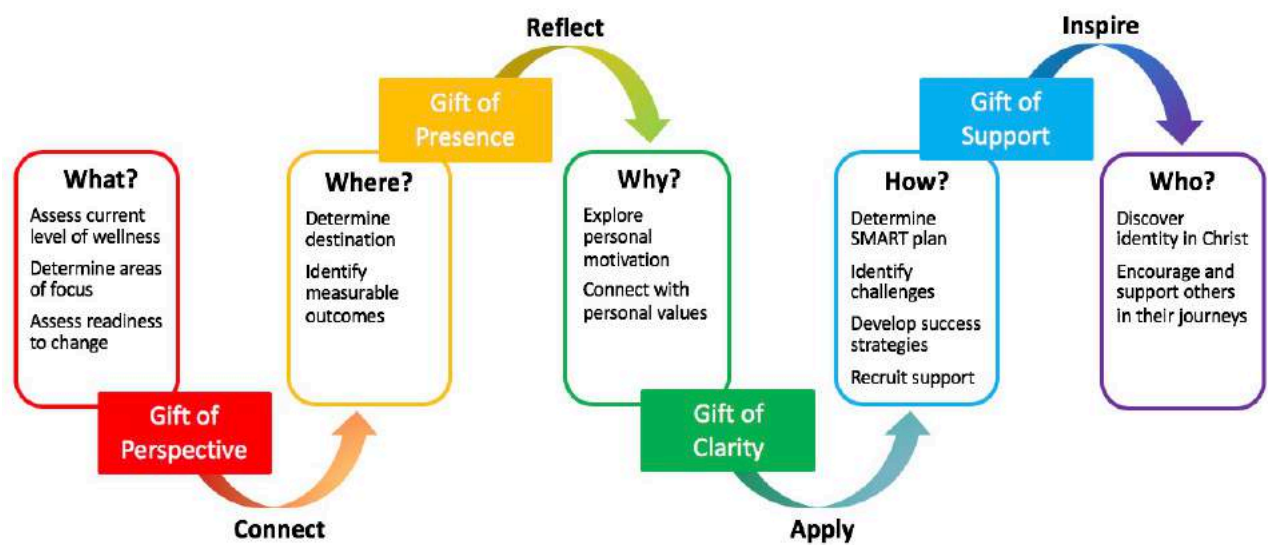
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# SESSION II

## LCS Workshop Handouts

LCS Handout 2 - Lifestyle Coaching Model

The Lifestyle Coaching Model provides a framework for helping people travel the unfamiliar and often bumpy path of lifestyle change. This model is made up of three components: 1) The Lifestyle Coaching Process; 2) Four Lifestyle Coaching Gifts; and 3) The Lifestyle Coaching Conversation. When we use a lifestyle coaching approach to walk alongside someone in the process of change, we follow Jesus’ method of working with people: “The Savior mingled with men as One who desired their good. He showed His sympathy for them, ministered to their needs, and won their confidence. Then He bade them, ‘Follow Me’” (Ministry of Healing, 143).



In the center of the model, moving from left to right, the Lifestyle Coaching Process is represented by five boxes that highlight the steps for coaching behavior change: 1) What? 2) Where? 3) Why? 4) How? and 5) Who? In the What? step of the coaching process, the health promoter spends time understanding the person’s current level of wellness, desired area(s) of focus, and readiness to change. The second step is Where? in which the health promoter seeks to help the person identify a compelling vision for well-being (which becomes the destination for the change journey) and identify measurable outcomes. Closely related is the Why? step, in which the health promoter helps the person explore personal motivation for change and connect the change with their personal values. The next step in the coaching process is the How? step, where the health promoter helps to translate the vision into action by co-designing a lifestyle change plan and setting SMART goals. As the health promoter throughout the change process points to “Him who alone can restore” (Counsels on Health, p. 31), the person gains a better understanding of Who? they are in Christ and shares with others the new life they are experiencing. Thus, the Lifestyle Coaching Process starts over again, with the changed person becoming the health promoter.

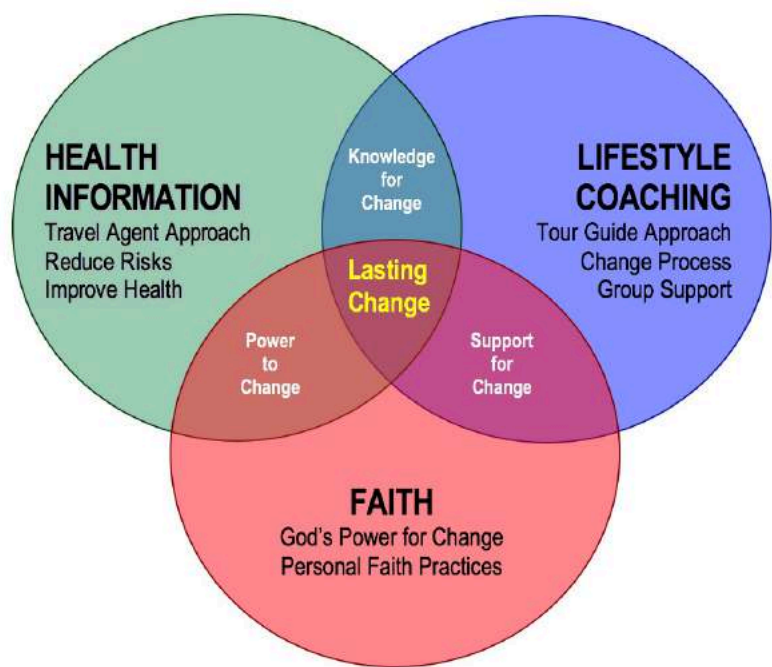
Throughout the Lifestyle Coaching Process, the health promoter gives four Lifestyle Coaching Gifts that reflect the heart of God. While these gifts are always useful, they are strategically given

at specific points in the Lifestyle Coaching Process. The Gift of Perspective helps the person to shift their thinking so that they can see their situation differently (Haggai 1:5; Isaiah 55:8-9) and is especially useful during the What? step. The Gift of Presence is extended during the Where? and Why? steps, when the health promoter listens deeply to the person, not to solve problems, but to truly understand and reflect back the thoughts and insights they have expressed (Proverbs 20:5). The health promoter gives the Gift of Clarity in the How? step when asking powerful questions that help the person to see their path more clearly (Psalm 119:105). The Gift of Support, most useful in the How? and Who? steps, is based on the Biblical admonition to “encourage one another and build each other up” (1 Thessalonians 5:11).

It is through the Lifestyle Coaching Conversation that we guide people through the coaching process and have the opportunity to share the four Lifestyle Coaching Gifts. The Lifestyle Coaching Conversation has four distinct phases: Connect, Reflect, Apply, Inspire. Not only are these phases useful at specific points in the Lifestyle Coaching Process, they provide a framework for every coaching conversation. During the Connect (or What’s Up?) phase of the conversation, the health promoter’s goal is to establish trust and rapport, review progress (if it is a follow-up conversation), and identify a clear focus for the conversation. In the Reflect (So What?) phase of the conversation, the health promoter uses reflective dialogue intended to produce discoveries, insights, and increased perspective for the person being coached. In the Apply (Now What?) phase of the conversation, the health promoter helps the person to apply those new insights to their life and create a clear plan for change. The Lifestyle Coaching Conversation closes with the Inspire (What Matters?) phase, during which the person is prompted to share the most meaningful aspects of the conversation and faith connections are made to their situation.



LCS Handout 2 - Lifestyle Coaching in Adventist Health Ministries



This model depicts how lifestyle coaching fits within Adventist health ministries. Represented as a diagram of overlapping circles, the concept integrates three evidence-based components into a model for facilitating successful lifestyle change. The diagram also shows the functional relationship among the three components.

Health Information refers to knowledge about lifestyle changes to improve health and reduce risk for disease—nutrition, exercise, not smoking, etc. This information is presented in health screenings, health programs, newsletters, worship bulletin inserts, or other health promotion activities.

Lifestyle Coaching involves the process for leading people through the process of change. It can occur individually, during personal coaching conversations, or in the group facilitation component of a health program. Through the use of the Gifts of Perspective, Presence, Clarity, and Support, the health promoter acts as a tour guide on the change journey, leading people to apply health information to their lives and experience successful lifestyle change.

Faith in God’s Power for lifestyle change is a distinguishing key to achieving optimal well-being in the Adventist Health Message. “Apart from divine power, no genuine reform can be effected. Human barriers against natural and cultivated tendencies are but as the sandbank against the torrent. Not until the life of Christ becomes a vitalizing power in our lives can we resist the temptations that assail us from within and from without.” (Ministry of Healing, p. 130). Every health program and coaching conversation should point people to the One who alone can dispel hopelessness and helplessness and bring about healing and restoration in our lives. As we encourage prayer, scripture memory, meditation, and other personal faith practices, the change process is further enhanced by a deeper motivation for change and a personal connection with God.

The three overlap areas are also significant. With health information and lifestyle coaching, a person receives the knowledge they need for making lifestyle change. As they learn to connect their faith to their change goals, they receive the power needed to achieve their change goals. And as they experience the caring connection of a coaching relationship and tap into divine motivation and strength, they receive the support needed to maintain change. With three components are in place, the greater the chances for lasting change.

*LCS Handout 3 - Session 1 Takeaways*

How does Session 1 relate to you? What do you want to do about it? Take five minutes to write your responses to the questions below:

**REFLECT:** What ideas about lifestyle coaching resonated with me the most? Why?

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**APPLY:** What are some practical implications for integrating a coaching approach into health ministries at my church? What might need to change?

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**INSPIRE:** How has God been speaking to my heart during this session?

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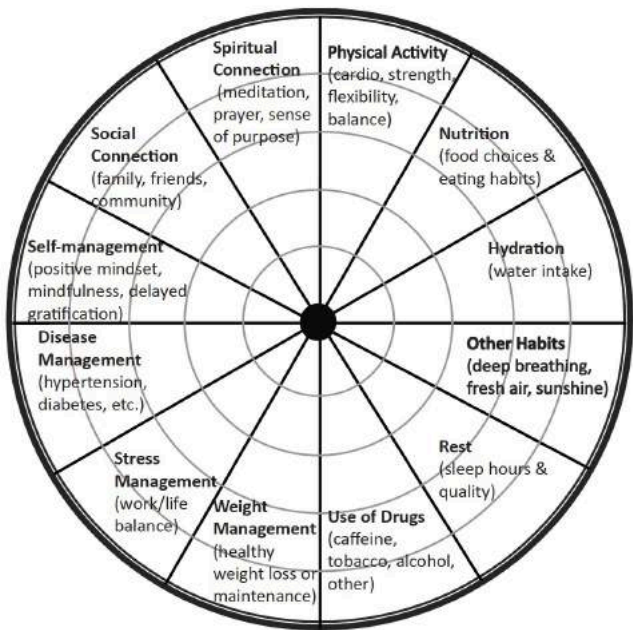
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**ACTION STEP:** What could I do next to act on these insights? When will I do it?

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LCS Handout 4 - Are You Living Well?



INSTRUCTIONS:

- Rate your lifestyle habits. Seeing the center of the wheel as 0 and the outer edge as 10, rate your level of satisfaction with each area by placing a dot somewhere between the center and the outer edge. For example, if you are feeling great about your eating habits, you might give yourself a 9 or 10. If you are feeling pretty frustrated with the amount of sleep you are getting, you might give yourself a 1 or 2.
- Connect the dots to create a new outer edge. The new perimeter of the circle represents your lifestyle habits right now.

REFLECTION: Review your lifestyle habits wheel.

• Which areas do you feel good about? What is going well in your life?

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• What lifestyle habits do you see as opportunities for improvement?

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• If this were a real wheel, what kind of ride would you be having?

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• What have you learned from this assessment?

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LCS Handout 5 - Stages of Change

	Precontemplation "I won't" - "I can't"	Contemplation "I'd like to, but ..."	Preparation "I will, soon"	Action "I am"	Maintenance "I still am"
CHARACTERISTICS	Not thinking about change and not expected to start a new behavior within the next six months.  Cons outweigh Pros  Readiness: <b>Not Ready</b>	Thinking about making changes, but not yet committed to taking action.  Ambivalent: Cons = Pros  Readiness: <b>Getting Ready</b>	Getting ready (or just starting) to make change.  Readiness: <b>Ready</b>	Actively practicing new, healthy behaviors for at least one month, but less than six months.  Readiness: <b>Doing it now</b>	Maintaining the new behavior for six or more months, the new behavior has become a habit.  Readiness: <b>Sticking to it</b>
GOALS	Consider the possibilities of change.	Resolve ambivalence. Begin to focus on solution rather than problem.	Make a commitment and plan for change.	Revise lifestyle change plan based on progress and learnings.	Role-model successful lifestyle change to others.
COACH APPROACH	Focus on <b>awareness and hope.</b>  Use empathy to foster connection and understanding  Don't argue for change! Instead, validate their reasons not to change.  Reflective listening: Reflect strengths, values, priorities, change talk.  Acknowledge barriers.  Supportive, relationship. Don't give up!	Continue to use <b>empathy.</b>  Focus on personal motivation.  Explore values and vision.  Explore possible strategies for barriers/challenges.  Thinking SMART steps  Stay neutral.	Focus on <b>self-efficacy.</b>  Clarify vision, motivators, & desired outcomes.  Explore guidelines, options, and resources.  Translate thinking into doing by designing a written lifestyle change plan using SMART behavioral goals.  Preparatory and experimental steps  Success stories.	Focus on <b>systems and structures to support success.</b>  Revise SMART steps to continue moving towards goals.  Foster growth mindset. If steps not achieved, explore "What can be learned from this?"  Identify high-risk situations and design specific solutions.  Support during stressful times.  Affirm efforts and celebrate progress.	Focus on <b>ongoing support.</b>  Explore strategies to prevent relapse, especially during times of distress.  Identify new motivators.  Create new goals.  Explore opportunities to be a champion for health

	Precontemplation "I won't" - "I can't"	Contemplation "I'd like to, but ..."	Preparation "I will, soon"	Action "I am"	Maintenance "I still am"
COACHING QUESTIONS	<p>What would others say about this area of your life?</p> <p>How has this problem negatively impacted your life?</p> <p>What are the reasons not to change?</p> <p>What are the barriers to change?</p> <p>What will happen if you don't change?</p> <p>What's working now in your health?</p>	<p>What are the benefits of staying the same?</p> <p>What are the concerns about changing?</p> <p>What are the benefits of changing?</p> <p>What are the concerns about staying the same?</p> <p>Why is this change important?</p> <p>What is your vision for this area of your life?</p> <p>How does your vision align with your values? What strengths do you bring to this change process?</p> <p>What has worked for you in the past? What have you seen others do that might work for you?</p>	<p>What are you willing, ready, and able to work on in the next three months?</p> <p>What might get in the way of changing?</p> <p>How can you address those obstacles?</p> <p>When do you want to start?</p> <p>Who can you talk with about your plan for change?</p> <p>What resources do you need?</p>	<p>What step will you take this week to move toward your goal? When will you do it?</p> <p>What systems or structures can you put in place to help you achieve your goals?</p> <p>What can you learn from this experience to help you moving forward?</p> <p>How is your inner dialogue affecting your efforts?</p> <p>How are you meeting your emotional needs? Managing stress?</p> <p>How can you track your progress? Reward success?</p>	<p>What high-risk situations are coming up?</p> <p>What makes this lifestyle change important to you now?</p> <p>What is the next goal to target as you move towards your vision?</p> <p>Who needs your support for making lifestyle change?</p>
SMART STEPS	<p>Collect baseline and information about the problem/need area.</p> <p>Make a list of the benefits of change.</p> <p>Acknowledge positive activities already doing.</p>	<p>Decisional balance.</p> <p>Explore personal motivators - Why do I want to change? Why is this important to me?</p> <p>Talk to someone who made a similar change.</p>	<p>Formal commitment with start date.</p> <p>Tell others about commitment to change.</p> <p>Explore options.</p> <p>Explore potential obstacles and defensive strategies.</p> <p>Identify and enlist support.</p>	<p>Modify environment.</p> <p>Recruit support.</p> <p>Identify high-risk situations and design specific solutions.</p> <p>Explore self-defeating inner dialogue.</p> <p>Consider stress management techniques.</p> <p>Chart progress, victories, and insights gained.</p>	<p>Analyze and develop strategies to maintain new behavior.</p> <p>Track &amp; celebrate progress.</p> <p>Help others achieve similar lifestyle goals.</p>

LCS Handout 6 - Decisional Balance

Whenever we consider change--even for the better--there is always ambivalence. We know we should eat a healthy breakfast--but we want to keep enjoying the taste and convenience of donuts and coffee on the way to work in the morning. We need to quit smoking--but cigarettes are such a good stress-reliever. We want to be physically fit--but we are tired when we get home and just want to relax in the evenings. This is completely normal. Research shows that throughout the cycle of change we weigh the advantages and disadvantages of changing. Whenever the benefits outweigh the costs, we take action.

The Decisional Balance tool can assist us to see more clearly the reasons to change or to stay the same and to evaluate more objectively if this is the right direction to take or the right time in our lives to make change. Take a few minutes to explore why you want to change a particular behavior--and why you want to stay the same.

Reasons to Stay the Same (Resistance)	Reasons to Change (Motivation)
What are the <b>benefits</b> of staying the same? What do you <b>like</b> about your current behavior?	What are the <b>concerns</b> about staying the same? What do you dislike about your current behavior? What concerns you (and others) about your current behavior? What long-term <b>consequences</b> would there be if you didn't change?
What are the <b>concerns</b> about change? What would it <b>cost</b> ? What would you miss? What effects would changing have on your life?	What are the <b>benefits</b> of change? How might your <b>health</b> improve if you were to change? What makes now a good time to make this change?

Does your motivation for change outweigh your resistance? Do the benefits outweigh the costs?

What have you learned from this activity?



LCS Handout 7 - Session 2 Takeaways

How does Session 2 relate to you? What do you want to do about it? Take five minutes to write your responses to the questions below:

**REFLECT:** What **ideas** about assessing wellness, readiness to change, or the Gift of Perspective resonated with me the most? Why?

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**APPLY:** What are some **practical implications** for integrating these ideas into health ministries at my church? What might need to change?

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**INSPIRE:** How has **God** been speaking to my heart during this session?

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**ACTION STEP:** What could I do **next** to act on these insights? When will I do it?

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## LCS Handout 8 - A Vision for Change

**Where?** When you travel somewhere, you don't set out without first having a clear picture of where and why you are going. This information helps you to make decisions regarding the details of your trip—the mode of transportation, length of trip, what you will pack, etc. Likewise, at the start of the lifestyle change journey, it is valuable to develop a personal wellness vision to identify the destination before getting into too many of the specific travel details. The **Where?** Step is a key step in the Lifestyle Coaching Process.

**Why?** Personal values are the things that are important to us, the characteristics and behaviors that motivate us and guide our decisions. The **Why?** step of the lifestyle coaching process is closely related to the **Where?** Step, because it helps you connect your vision to your personal values. Reflecting on why a change matters to you will keep you inspired when you meet challenges in the change process.

### Vision Coaching Questions

Use can use the following Vision Coaching Questions as a guide for personal exploration or when facilitating a lifestyle coaching conversation.

- **Tell me about** (specific area of health). What's going well right now? (Start on a positive note, tuning in to strengths, abilities, desires, rather than challenges.)
- **What is important to you in this area? How well is your current lifestyle aligned with your personal values?**
- **Where are the opportunities?** What is something you've been thinking about changing? Where have you felt God nudging you to make changes?
- **What do you want to accomplish (see change) in this area?**
- **Imagine** that you've already achieved your desired change. What will you be doing? How will you look? How will you feel? What difference will it make? How will your family and friends feel about you? How will you feel about yourself? How will this impact your relationship with God?
- **Provide a summary reflection...** anything else you want in that picture?
- **What is it about this area that makes it important right now? Why does this matter to you?** Why now?
- **How could you bring that picture to life--**a photo, or poem, or something to connect you with this vision?
- What personal **strengths** can you use to achieve this change? What are the **supports** (people, tools, etc.) you have around you that would help? Anything else?
- What **challenges** do you see on your way to realizing this vision? What's the biggest thing that might get in the way?
- What possible **strategies** could you use to get through these challenges? (If necessary, reflect the strengths and supports already discussed.)
- What are your **first steps**?
- What are you **taking** away from this conversation?

LCS Handout 9 - Session 3 Takeaways

How does Session 3 relate to you? What do you want to do about it? Take five minutes to write your responses to the questions below:

**REFLECT:** What **ideas** about the Gift of Presence and wellness visioning resonated with me the most? Why?

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**APPLY:** What are some **practical implications** for integrating these ideas into my conversations? Into health ministries at my church? What might need to change?

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**INSPIRE:** How has **God** been speaking to my heart during this session?

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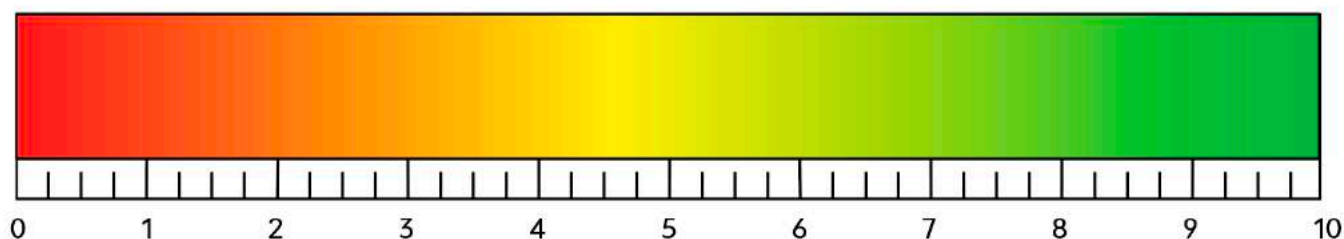
**ACTION STEP:** What could I do **next** to act on these insights? When will I do it?

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## LCS Handout 10 - Readiness Ruler

The Readiness Ruler is a useful Motivational Interviewing tool to help assess a person's motivation and confidence levels and guide conversations about personal change. This imaginary ruler has two sides, each with a question and a 0-10 scale to help people evaluate the importance of the personal changes they desire and to evaluate their confidence about making those changes.



### Motivation Ruler:

- The Motivation side of the Readiness Ruler is designed to help people express in their own words their desire, ability, reasons, and need for change.
- Ask, "On a scale of 0-10, how ready are you for change? How important is this change for you?"
- After a person chooses a number from the scale, ask about their response in order to elicit change talk. Then listen for their own reasons for change and reflect it back to them. You might hear:
  - "I'd like to..." (Desire)
  - "I could..." (Ability)
  - "It's important because..." (Reasons)
  - "I have to..." (Need)

### Confidence Ruler:

- The Confidence side of the Readiness Ruler is designed to help people express their own intention, commitment, readiness, and willingness to change. It may also help people talk about the small steps they are already taking.
- Ask, "On a scale of 0-10, which number best reflects how confident you are in your ability to make this change?"
- After a person chooses a number from the scale, ask about their response. You might hear:
  - "I will..." (Commitment)
  - "I'm ready to..." or "I've tried..." or "I am doing..." (Activation)

Research shows that people who express change talk are more likely to change. Why? Because as they verbalize their own desires, abilities, reasons, and need for change, they strengthen their motivation for change. And as they express their own intention and commitment to change and talk about the small steps they are already taking, they build their confidence for change.

## LCS Handout 11 - Vision into Action

**How?** Up to this point, we've been dealing with the thinking part of change--determining an area of focus, identifying desired outcomes and a vision for change, exploring motivation, and connecting with personal values. Now it is time to identify the action needed to turn those intentions into reality. The **How?** step helps to build self-efficacy--confidence that we can successfully carry out activities and attain goals. This is done by setting personalized, engaging goals that are SMART (specific, measurable, attainable, relevant and time-sensitive) to create a target to aim at. In addition, it is important to identify potential challenges and strategies that will help you to be successful in the face of those challenges. Finally, this step includes recruiting a support team for change.

### Lifestyle Change Plan Questions

Use can use the following Lifestyle Change Plan Questions as a guide for personal exploration or when facilitating a lifestyle coaching conversation.

- **Review Vision:** What is your desired **outcome?** What do you want to achieve? Why is this important to you?
- **SMART Goal(s):** Let's translate that vision into SMART Goals that will move you closer to your destination. What consistent **behaviors** are needed to achieve this outcome? Which behaviors make the biggest difference right now? What are you most ready, willing, or able to do to move toward your vision? Let's reword that goal using SMART criteria.
  - **Specific:** What exactly do you want to accomplish?
  - **Measurable:** How can you quantify (put it into a number) this goal so that we'll know when you've reached it?
  - **Attainable:** Is this goal within your capabilities? Are there any barriers or circumstances that will prevent you from reaching this goal?
  - **Relevant:** Is this goal important enough to you to make it a priority?
  - **Time-sensitive:** By when will this behavior be an established habit? (A 3-month time frame is appropriate for most behavioral goals.)
- **SMART Step(s):** How do you want to **experiment** with change this next week? Let's brainstorm some ideas you try out that might move you forward toward your SMART Goal? What small steps can you take **now** to begin forward movement toward your SMART Goals? Of all we talked about, what **will** you do, by **when?** How will you **measure** your progress? Let's reword these action steps using SMART criteria. On a scale of 1-10, how confident are you that you will achieve these action steps? (If less than 8, consider how to revise the step to make it more achievable). **Is there anything that can get in the way of accomplishing your action step? If so, what could you do about it?**

### • **Success Strategies:**

- What **resources** do you need to achieve your action steps?
- What established habits or routines can you **piggyback** this new step onto?
- What **obstacles** might you face? What high-risk situations have the potential to trip you up? Who might sabotage you (either intentionally or unintentionally)? What will you do if you find these things are getting in the way? List solutions you can use to overcome your obstacles and high-risk situations.
- What changes can you make in your **environment** to make it more supportive? Is there anything you need to get rid of? Anything you need to add? How will you create a work atmosphere and home environment in which it is both difficult to practice the “old” behavior and easy to practice the new behavior?
- What kind of **support** do you need to help you reach your goal? Who in your life is most committed to seeing you succeed in making healthy changes? How can you partner with them to reinforce your goal?
- What kind of **accountability** do you need?
- What can you do to keep **focused** on your goal?
- How will you **track** your progress?
- How and when will you **celebrate** your achievements?



## LCS Handout 12 - Lifestyle Coaching Conversation

It is through the Lifestyle Coaching Conversation that we guide people through the coaching process and have the opportunity to share the four Lifestyle Coaching Gifts. There are four distinct phases in the Lifestyle Coaching Conversation: Connect, Reflect, Apply, Inspire.

**CONNECT – What’s Up?** Offer the **Gift of Perspective** as we: **1) Build trust and rapport.** Connect with the person by asking about their day or week. **2) Follow up on action steps set in previous coaching conversation.** Use open-ended questions to ask about progress. Affirm their efforts, celebrate achievements, and in a nonjudgmental way guide the person to view lack of progress as an opportunity for discovery. **3) identify the outcome for this conversation.** A clear outcome makes the conversation intentional and helps to focus the conversation.

- How are you? What’s been happening with you?
- Fill me in on the progress you have made. What have you learned about yourself this week?
- As we move forward today, what would you like to work on? What would make today’s conversation meaningful for you? What would be most helpful for you to address this week?

**REFLECT – So What?** In this phase of the conversation, we offer the **Gift of Presence** as we listen with full, undivided attention and without judgment. We offer **reflections** in order to narrow the focus and take the conversation deeper. We elicit change talk and **increased perspective** about the situation. We help them to explore their personal **motivation** and define a compelling **vision** for change. We don’t try to fix their problems, but instead try to understand and help them explore their own solutions.

- Tell me about the situation.
- Step back for a moment. What are the underlying issues? Where are the opportunities?
- What do you mean by \_\_\_\_\_? Could you give an example of \_\_\_\_\_?
- What is it that makes this important right now? Why does this matter to you?
- What do you want to see change in this area?
- Imagine that you’ve already achieved your desired change. What would that look like?
- What would overcoming this situation do for you personally?
- What’s the biggest thing that might get in the way?
- How have you handled this in the past? What personal strengths can you use? What resources and supports do you have? What strategies could you use? What ideas do you have?

- What is your gut telling you? What do you think God is telling you?
- What are a couple crazy ideas that have crossed your mind? What else could you try?

**APPLY—Now What?** In the Apply phase of the conversation, we offer the **Gift of Clarity** to help the person apply new insights and create action steps. Helping people move into action is an essential part of the coaching experience. This is where we use **open-ended questions** to expand the focus and open the doors to new possibilities. We then help them design a Lifestyle Change Plan, translating their compelling vision into SMART behavioral **goals** and small SMART **steps** they can take now. We also identify appropriate strategies to help them successfully implement their plan. If information is needed, we use the Ask-Offer-Ask approach.

- What area are you most ready, willing, or able to change?
- What consistent behaviors are needed to achieve your desired outcome? Let's reword this as a SMART Goal.
- Where do you think you would like to go from here? What's the most potent step you can take to move forward? Given everything we've talked about, what do you think you will do next?
- Which of the ideas we discussed do you connect with the most? Which of these options will you choose to pursue?
- What's your next step? What step would move you just a little bit forward toward your goal? What action step would move you not just a couple of steps ahead, but put you on a different level altogether?
- What **could** you do to act on that idea? What do you **want** to do? What do you **choose** to do?
- **When** will you do this?
- What might get in the way? What needs to change in order to make this happen? What structure/strategies/support would increase your success? What resources do you need?
- Repeat the steps you've shared just to make sure we both have them. Let's reword this as a SMART step.
- On a scale of 1-10, how confident are you that you can achieve this? (Refine steps until you reach 7-8.)

**INSPIRE – What Matters?** The Lifestyle Coaching Conversation closes with the **Inspire** (What Matters?) phase, during which we offer the **Gift of Support**. In this phase, we ask them to share the most meaningful aspects of the conversation. As they review the conversation, they reinforce their personal insights, thus strengthening their learning. If appropriate, we ask how they can apply their faith to the situation and connect them with God as the real Power for change through

Scripture and/or prayer. Encouraging them to share new insights with others keeps the learning alive and relevant and encourages future growth.

- What thoughts do you want to take away from our conversation today? What do you want to remember from today's conversation? What awareness do you have now that you didn't have before? What was most useful (or meaningful) to you from our conversation? (Avoid summarizing yourself.)
- How you apply your faith to this situation or goal?
- I can think of a Scripture passage that relates to your situation. Would you be interested in hearing it? (After sharing, ask
- How can I best pray for you?
- Who can you share these new insights with?

LCS Handout 13 - Session 4 Takeaways

How does Session 4 relate to you? What do you want to do about it? Take five minutes to write your responses to the questions below:

**REFLECT:** What **ideas** about the Gift of Clarity resonated with me the most? Why? What thoughts do I have about creating a Lifestyle Coaching Plan? About the Lifestyle Coaching Conversation model?

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**APPLY:** What are some **practical implications** for integrating these ideas into my conversations? Into health ministries at my church? What might need to change?

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**INSPIRE:** How has **God** been speaking to my heart during this session?

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**ACTION STEP:** What could I do **next** to act on these insights? When will I do it?

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## LCS Handout 14 - Lifestyle Coaching Pocket

# LIFESTYLE COACHING IN HEALTH MINISTRIES



Effective health ministries offer knowledge and support for change, while also connecting people to the REAL Power for change.

## LIFESTYLE COACHING MODEL



**Four gifts** that reflect the heart of God and Jesus' method of working with people.

1. **The Gift of Perspective** – Offering a biblical perspective on change.
2. **The Gift of Presence** – Listening deeply to understand another person.
3. **The Gift of Clarity** – Asking powerful questions to help one see their path more clearly.
4. **The Gift of Support** – Encouraging another along the path by offering support.

## LIFESTYLE COACHING CONVERSATION



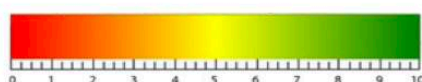
PHASE	GIFT	TASK	COACHING QUESTIONS
<b>Connect:</b> What's Up?	<b>Perspective</b>	Build rapport and trust Recap progress on previous action steps Identify outcome for conversation	What's been happening with you? What progress did you make on your action steps? What would you like to focus on today?
<b>Reflect:</b> So What?	<b>Presence</b>	Reflective dialogue intended to produce increased perspective	Tell me about the situation. What would that look like? How important is that to you?
<b>Apply:</b> Now What?	<b>Clarity</b>	Help the person apply new insights and create action steps	What could you do to act on that idea? What might get in the way? What structures/strategies/support would increase your success?
<b>Inspire:</b> What Matters?	<b>Support</b>	Review meaningful part of conversation Integrate faith in change efforts Connect to God for real Power Share experience with others	What do you want to remember from today's conversation? What are your takeaways? How can you apply your faith to this situation or goal? How can I pray for you? Who can you share your experience with?

## LIFESTYLE CHANGE PLAN



**SMART** = **S**pecific, **M**easurable, **A**ttainable, **R**elevant, and **T**ime-sensitive

## READINESS RULER



## Motivation Ruler

- “On a scale of 0-10, how ready are you for change? How important is it for you to change?”

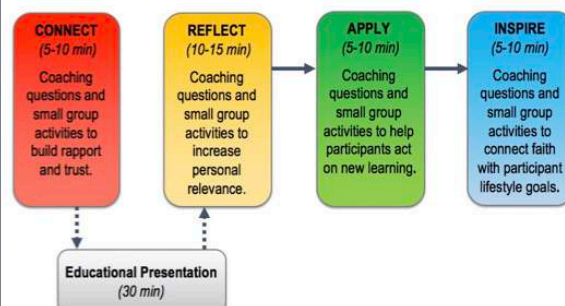
### Confidence Ruler

- "On a scale of 0-10, how confident are you in your ability to make a change?"


**Ask about their response:**

- Straight Question: *Why a 5?*
- Backward Question: *Why 5 and not 0? Why not a lower number?*
- Forward Question: *What would it take to for you to move to the next higher number? What would need to be different?*

## GROUP COACHING








## STAGES OF CHANGE


	Precontemplation "I won't" - "I can't"	Contemplation "I'd like to, but..."	Preparation "I will, soon"	Action "I am"	Maintenance "I still am"
<b>CHARACTERISTICS</b>	Not thinking about change and not expected to start a new behavior within the next six months. Cons outweigh Pros Readiness: <b>Not Ready</b>	Thinking about making changes, but not yet committed to taking action. Ambivalent: Cons = Pros Readiness: <b>Getting Ready</b>	Getting ready (or just starting) to make change. Readiness: <b>Ready</b>	Actively practicing new, healthy behaviors for at least one month, but less than six months. Readiness: <b>Doing it now</b>	Maintaining the new behavior for six or more months, the new behavior has become a habit. Readiness: <b>Sticking to it</b>
<b>GOALS</b>	Consider the possibilities of change.	Resolve ambivalence. Begin to focus on solution rather than problem.	Make a commitment and plan for change.	Revise lifestyle change plan based on progress and learnings.	Reinforce successful lifestyle change to others.
<b>COACH APPROACH</b>	Focus on <b>awareness</b> and hope. Use empathy to foster connection and understanding. Don't argue for change! Instead, validate their reasons not to change. Reflective listening: Reflect strengths, values, priorities, change talk. Acknowledge barriers. Supportive, relationship. Don't give up!	Continue to use <b>empathy</b> . Focus on personal motivation. Explore values and vision. Explore possible strategies for barriers/challenges. Thinking SMART steps. Stay neutral.	Focus on <b>self-efficacy</b> . Clarify vision, motivations, & desired outcomes. Explore guidelines, options, and resources. Translate thinking into doing by designing a written lifestyle change plan using SMART behavioral goals. Preparatory and experimental steps. Success stories.	Focus on <b>systems</b> and <b>structures</b> to support success. Revise SMART steps to continue moving towards goals. Foster growth mindset: If steps not achieved, explore "What can be learned from this?" Identify high-risk situations and design specific solutions. Support during stressful times. Affirm efforts and celebrate progress.	Focus on <b>ongoing support</b> . Explore strategies to prevent relapse, especially during times of distress. Identify new motivations. Create new goals. Explore opportunities to be a champion for health.



## POWERFUL QUESTIONS

*Expands the focus and widens the doors for new thinking.*

Less Powerful Questions



More Powerful Questions


Yes/No   Which?   Who?   When?   Where?   What?   How?   Why?   What if?

### FORMING QUESTIONS

- Open-ended questions that allow for any response.
- Start with "what," "how," "why," or "what if." The phrase "tell me" is also useful.
- Use caution starting questions with why, so as to not evoke defensiveness.

### EXAMPLES OF POWERFUL QUESTIONS


- What is important to you?*
- How does that feel to you?*
- What has worked in the past?*
- How do you want it to be?*
- What do you want to happen?*
- What is the opportunity?*
- How can you use your strengths in this situation?*
- What are the possibilities?*
- What did you learn?*
- How is it working?*
- What was that like for you?*
- What are you willing to change?*
- How will you determine your next step?*
- What could you do?*



## VISION COACHING QUESTIONS

Use the following questions as a guide, remembering to offer more reflections than questions.

- Tell me about** (specific area of health). What's going well right now? (Start on a positive note, tuning in to strengths, abilities, desires, rather than challenges.)
- What is important to you in this area? How well is your current lifestyle aligned with your personal values?**
- Where are the opportunities?** Where have you felt God nudging you to make changes?
- What do you want to accomplish (see change) in this area?**
- Imagine** that you've already achieved your desired change. What will you be doing? How will you look? How will you feel? What difference will it make?
- Provide a summary reflection...** anything else you want in that picture?
- Why does this matter to you?** Why now?
- How could you bring that picture to life**—a photo, or poem, or something to connect you with this vision?
- What personal strengths** can you use to achieve this change? What are the **supports** you have around you that would help? Anything else?
- What challenges** do you see on your way to realizing this vision?
- What possible strategies** could you use to get through these challenges?
- What are your first steps?**
- What are you taking away** from this conversation?



## REFLECTIONS

*Narrows the focus and allows the conversation to go deeper.*

### TYPES OF REFLECTIONS

- Simple** – Repeats or slightly rephrases statement without adding anything.
- Double-sided** – Reflect both "sides," different perspectives, or pros and cons.
- Empathy** – Reflect the emotions that you hear, considering possible needs.
- Summary** – Summarizes a group of points or statements. Useful in transitions.
- Amplified** – Exaggerates what the person says in order to evoke change talk.
- Shift Focus** – Redirects attention away from a resistance provoking subject.
- Continue** – Makes a guess and continues the person's thought.
- Metaphor** – Offers a new way of thinking about what the person said.

### FORMING REFLECTIONS

- Aim for 2 reflections for every 1 question.
- Be concise
- Statements, not questions
- Start *most* of your reflections with, "You..."
- Reflect the person's change talk and ambivalence
- Avoid excessive openers ("It sounds like..." "What I hear you saying is...")



LCS Handout 15 - Session 5 Takeaways

How does Session 5 relate to you? What do you want to do about it? Take five minutes to write your responses to the questions below:

**REFLECT:** What **ideas** about the Gift of Support resonated with me the most? Why? What are my thoughts about the Who? step of the Lifestyle Coaching Process?

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**APPLY:** What are some **practical implications** for integrating these ideas into my conversations? Into health ministries at my church? What might need to change?

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**INSPIRE:** How has **God** been speaking to my heart during this session?

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**ACTION STEP:** What could I do **next** to act on these insights? When will I do it?

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