

#### Scenario #4:

### Wants to Lose Weight

| Scenario  | Advice-giving Approach   | Patient-centered Approach  |
|---|--|--|
| <p>Mrs. Bryant wants to lose weight and has tried several diets in the past without long-term success.</p> <p>She does not exercise regularly.</p> <p>She states that her diet "isn't great."</p> <p>She complains of low energy and apathy and thinks she is "an emotional eater."</p> | <p>You agree with Mrs. Bryant and tell her she needs to lose at least 25-30 pounds to get to a healthier BMI.</p> <p>You tell her to exercise more and eat less.</p> | <p>You ask Mrs. Bryant what she does that is physically active (walking, taking stairs instead of the elevator, yard work, etc.) Ask what specific opportunities she has during her day to increase physical activity.</p> <p>You ask if Mrs. Bryant has ever been more physically active on a consistent basis in the past and how it felt.</p> <p>Since she has indicated a desire to lose weight, you ask if she would be interested in writing down when, what and how much she eats and how she is feeling at the time to see how these are related.</p> <p>You also ask if there are any specific areas in her diet she would like to work on first. Ask her to set small specific goals to help her make those changes.</p> <p>You commend her for her desire to reach a healthier weight and point out that eating healthier and engaging in a little more physical activity will improve her energy and mood now.</p> |

Rationale for AIM-HI approach In an advice-giving model, simply telling a patient to lose weight does not help her identify her motivation or provide needed support to make changes in spite of previously unsuccessful attempts at dieting.

In a patient-centered approach, when a patient reports that they've tried numerous diets but feel that they just don't have willpower, it's important to help them break the process down into small sustainable steps in order to increase their self-efficacy. Guide the patient to identify as several options for increasing physical activity and improving dietary intake, and then allow them to choose the small changes they are willing to make.

### Group Discussion

Discuss ways to approach patients to address their eating habits and physical activity.

### Using the AIM-HI Inventory to facilitate the process

To individualize your approach with the patient, the AIM-HI Inventory offers a patient snapshot of some key aspects: what areas of their lifestyle they may be interested in talking about and how ready they may be to make a change(s).

### Challenges & Barriers

What are common barriers you might need ask about or address? What questions could you ask to identify potential or existing challenges or obstacles for the patient?

What other considerations could affect the patient's understanding of her choices and readiness to make changes? (Example: cultural background, living/work environment, safety issues, significant life events) How could you address these?



## Key Questions: The Past, Present and Future

Build on the information from the patient's AIM-HI inventory to engage in a conversation that moves the patient toward action. Based on the example given above, what else do you want to know?

**Past:** What kind of questions might you pose to the patient about her past related to her sedentary lifestyle and eating habits?

**Present:** How can you determine if the patient is willing to make any lifestyle changes related to her lack of physical activity and eating habits at this time? What could you ask or say that might help move the patient from willingness to action?

**Future:** How will you help the patient recognize their motivation and determine her goal(s)? How can you help her make sure her goal(s) are inspiring yet realistic?

### Role-Play Examples

Review the following patient scenarios. Discuss how you could approach patients in an AIM-HI patient-centered approach versus an advice-giving approach.

1. Patient recently diagnosed with metabolic syndrome and wants to try weight loss before going on any medications but can't afford to join a gym.
2. Patient who has come in for advice before starting a weight loss supplement she saw on the internet.
3. Patient who appears to have a restrictive dieting behavior and a rigid exercise plan to stay thin.
4. Patient who comes in with his wife because they are both motivated to lose some weight before their anniversary cruise in two months.

### Approaching the Patient

Given the role-play examples for someone wanting to lose weight, review the following:

- How might the patient-centered approach offer a more effective dialogue than an advice-giving approach?
- What might you be willing to share with a patient about your own lifestyle choices? How could this influence the discussion?
- How might the patient express her interest in the conversation?
- What may make the patient more or less comfortable in this situation?
- What might make the patient more likely to take action?

### Key AIM-HI Tools

Use the **AIM-HI Fitness Prescription** to record the patient's specific goals. Write down the opportunities, dose and benefits for one or more areas (physical activity, nutrition, emotional well-being).

If the patient is willing to track the choices she makes daily regarding physical activity, nutrition or emotional well-being, offer her the **AIM-HI Food & Activity Journal**.

Depending on her specific goals, this patient might benefit from one of the physical activity or nutrition Appendix sections of the AIM-HI manual.

### Next Steps: Follow Up Plan

How could you wrap-up the conversation? What next steps and commitment could you elicit from the patient?

What relevant referrals could you offer the patient?

Identify how you could use the AIM-HI tools to assess progress in future visits?