

## ***DARN-CAT of Change Talk***

### ***Desire***

Statements about preference for change.

“I want to ...”

“I would like to ...”

“I wish. ... “

### ***Ability***

Statements about Capability.

“I could ...”

“I can ...”

“I might be able to . . . “

### ***Reasons***

Specific Arguments for Change

“I would probably feel better if ...”

“I need to have more-energy to play with my kids ... “

### ***Need***

Statements about feeling obliged to change.

“I ought to ..... “

“I have to ..... “

“I really should ...”

### ***Commitment***

*Statements about the willingness of change.*

“I am going to ... “

“I promise ...”

“I intend to ... “

### ***Actuation***

*Statements about their willingness to change.*

“I am ready to ... “

“I will start tomorrow...”

### ***Taking Steps***

Statements about action taken.

“I actually went out and. ...”

“This week I started ...”

***Change Talk***

*Client verbalizes desire, ability, reasons, need, commitment and/or action taken.*

*“I really see where this change would be good for me and I'm ready to take steps to do it. “*

***Sustain Talk***

*Client verbalizes reasons for staying the course, or not changing.*

*“This seems to hard right now. I don't think I'm ready for the change. “*

***Self-exploration  
Talk***

*Client verbalizes that they are contemplating or exploring issues around change.*

*“I think my doctor has a point. I would experience much more energy if I lost some weight. “*

***Resistance Talk***

*Client verbalizes that they are not willing or able to make a change.*

*“I'm tired of people suggesting that I need to change. I'd rather go to my death happy than slender. “*