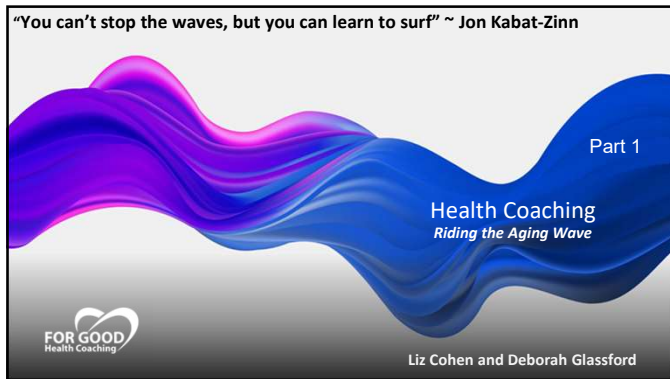
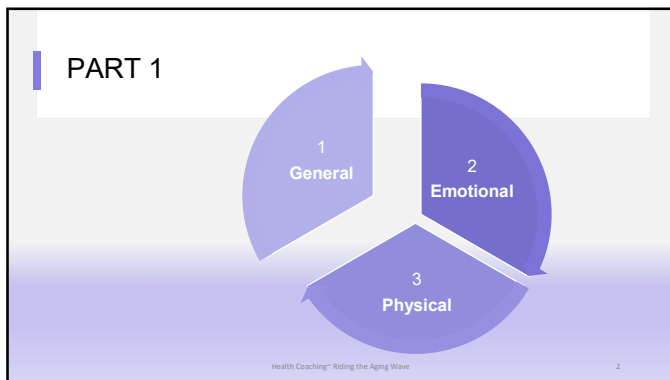
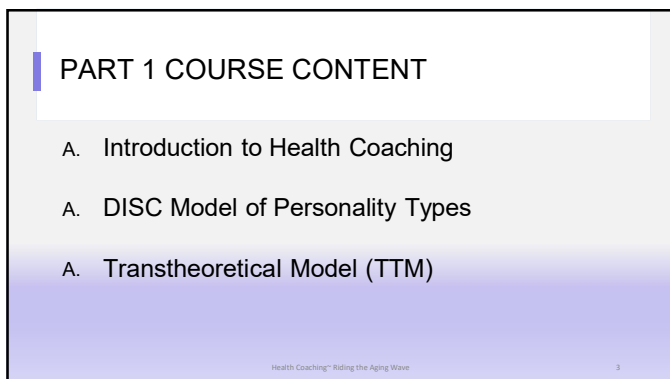




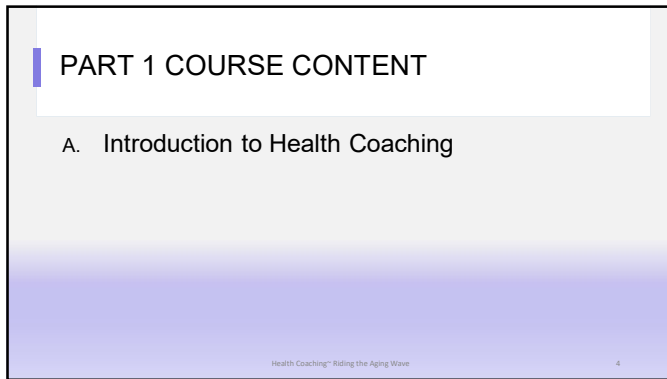
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1 - Wellness Mentor

- Actively addresses factors beyond physical
- Mind, Body, Spirit
- Stress and Sleep Management
- Happiness and Focus

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Wellness Mentor

Middle-Age

- Less time to focus on self
- More responsibilities
(Family, jobs, social circles)
- Stress is from "external"
factors (jobs, kids, etc.)
- Stress Management and
Sleep will be a higher focus

Older-Age

- Less daily demands on
one's time
- Decrease in social support
- More stress due to physical
limitations and medical issues
- Hormonal impacts on Sleep

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2 -SMART Goal Setting

- **S**pecific
- **M**easurable
- **A**ttainable
- **R**elevant
- **T**ime Bounded

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Open-Ended Questions

- Why?
- What?
- How?
- Describe...
- Tell me...

"Describe to me how your life would be different if you had more energy every day?"

"Share with me some of your successes from this week. What were your wins—no matter how big or small?"

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Goal Setting -**Specific**

- **What** do I want to accomplish?
- **Why** is this goal important?
- **Who** is involved?
- **Where** is it located?
- **Which** resources or limits are involved?
- **When** will I start?

"I will complete a 10k..."
 "I will cook more meals..."
 "I will focus on my sleep..."

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Goal Setting -**Specific**

Let's **pause**. Think about these examples can be more specific:

"I will complete a 10k..."
 "I will cook more meals for ..."
 "I will focus on my sleep..."

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Goal Setting -Specific

"I will complete **the local town's next 10k** for Breast Cancer awareness to support my sister..."

"I will cook meals **for dinner** because I have **more control of the preparation and portion sizes...**"

"I will focus on sleeping **more and better** because **it will allow me to have greater energy for my family and work ...**"

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Goal Setting –Measurable

- How much?
- How many?
- How will I know when it is accomplished?

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Goal Setting –Measurable

"I will complete the local town's next 10k for Breast Cancer awareness to support my sister **and I will prepare by everyday** for the next 6 months, **each day I will add on an additional 1/4 mile until I reach 10K**"

"I will cook dinner every night because I have more control of the preparation and portion **sizes and will do this by planning recipes and a grocery list on Sundays and go shopping on Mondays.**

"I will focus on my sleep because it will allow me to have more energy and focus for my family and work. **I will go to sleep by 10pm every night**"

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Goal Setting –**Attainable** (and Sustainable!)

- How can I accomplish this goal?
- How realistic is the goal, based on other factors in my life?
- *Can this goal be sustained?*

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Goal Setting –**Relevant**

A relevant goal should answer "yes" to these questions:

- Does this seem worthwhile?
- Is this the right time?
- Does it help me achieve my overall health or life goals?

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Goal Setting –**Timebound**

A time-bound goal will usually answer these questions:

- When?
- What can I do six months from now?
- What can I do six weeks from now?
- What can I do today?

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Goal Setting –SMART

"I will complete the local town's **November** 10k for Breast Cancer awareness to support my sister and I will prepare by **walking 3x a week in the morning** for the next 6 months, each day I will add on an additional 1/4 mile until I reach 10K"

"I will cook at **least 4 meals** for dinner because I have more control of the preparation and portion sizes and will do this by planning recipes and grocery list on Sunday and shopping on Monday. **I will do this for the next 4 weeks to access if it's realistically working and adjust as needed.**

"I will focus on my sleep because it will allow me to have more energy and focus for my family and work. I will go to sleep by 10pm **at least 4 days a week. I will do this for the next 4 weeks to access if it's realistically working and adjust as needed.**

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Goalsetting

Middle-Age

Allows for future vision of self

Goals should be multi-dimensional

Reality checks are extra important

Older-Age

Definition of Future Alters

Shorter-Term Goals

Determine frequency of Check-In

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KEEP RIDING THE WAVE...

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RE-ENERGIZE



- Stand up
- Move Around
- Get some Water
- Take a quick walk
- Step outside
- Take some deep breaths

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THE HABIT LOOP

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The Habit Loop



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HABIT LOOP EXAMPLES

TRIGGER: GET UP IN MORNING
ROUTINE: USE GRATITUDE BOOK
REWARD: START DAY OFF POSITIVE

TRIGGER: EAT DINNER
ROUTINE: BRUSH TEETH
REWARD: NO MORE EATING, NO INDIGESTION, MANAGE WEIGHT

TRIGGER: EAT LUNCH
ROUTINE: EAT A SWEET
REWARD: BOOST OF ENERGY

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CHANGE THE ROUTINE WHEN APPROPRIATE

TRIGGER: GET UP IN MORNING
ROUTINE: USE GRATITUDE BOOK
REWARD: START DAY OFF POSITIVE

TRIGGER: EAT DINNER
ROUTINE: BRUSH TEETH
REWARD: NO MORE EATING, NO INDIGESTION, MANAGE WEIGHT

TRIGGER: EAT LUNCH
ROUTINE: EAT A SWEET
REWARD: BOOST OF ENERGY

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CHANGE THE ROUTINE WHEN APPROPRIATE

TRIGGER: EAT LUNCH
ROUTINE: EAT A SWEET
REWARD: BOOST OF ENERGY

ASK OPEN-ENDED QUESTIONS:

- What are you eating for lunch?
- Tell me your sleeping experience?
- What other ways do you remember getting energy other than from sweets?

Trial and Learn with Change

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CHANGE THE ROUTINE WHEN APPROPRIATE



TRIGGER: EAT LUNCH

ROUTINE: GO OUTSIDE FOR 5 MINUTES

REWARD: BOOST OF ENERGY

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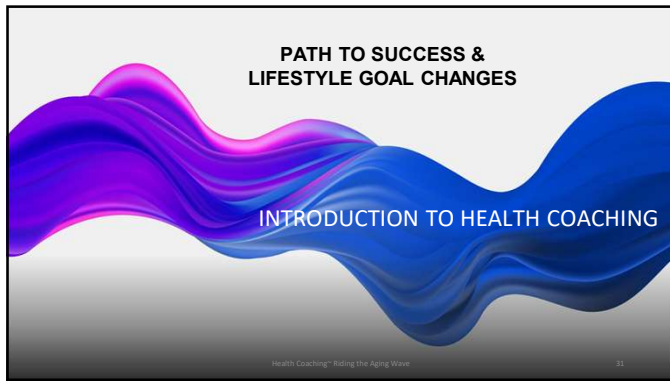
RE-ENERGIZE



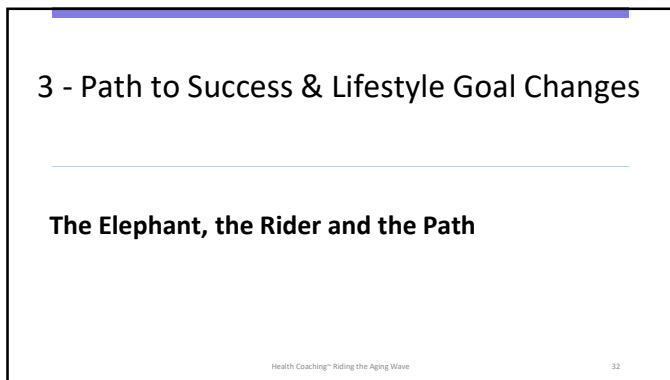
- Stand up
- Move Around
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Rider vs Elephant



Rider = Rational Thinking
"What"

Elephant = Emotions
"Why"

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Help find the **Path**

- Understand **WHY** (the Elephant) your clients have selected their health goals.
- Motivate the Rider
- Help find the path

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Developing Exercise Prescription to Accomplish Lifestyle Goals

Client Name: Roz

Age: 89

Health History:

- Dual Knee Replacement
- Dual Hip Replacement
- Severe Arthritis in hands, elbows and shoulders

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Developing Exercise Prescription to Accomplish Lifestyle Goals

SCENARIO

- Roz **planned** a trip to Milan to visit several Opera Houses for her 90th Birthday.
- She will need to walk a mile and a half, walk over cobblestones with incline and climb some steps

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Developing Exercise Prescription to Accomplish Lifestyle Goals

Roz's Elephant

- Celebrating 90th birthday
- Determined to get to Milan Italy
- Already booked the trip
- Has son's support
- Didn't think about the tactics

Roz's Rider

- Can she walk 1.5 miles unassisted?
- Can she walk up an incline?
- Can she walk up steps?
- Can she walk over cobblestone?
- There's 16 weeks to prepare if she's open minded that she needs to prepare

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PAUSE!
Roz's story to be continued...

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Changing Lifestyle Goals

Middle-Age

More inclined to use Technology

Social Media Support

Consider cost effective ideas

Older-Age

Slower and steady progress to build Self-Efficacy

More frequent outreach

Disposable income to spend on health

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RE-ENERGIZE



- Stand up
- Move Around
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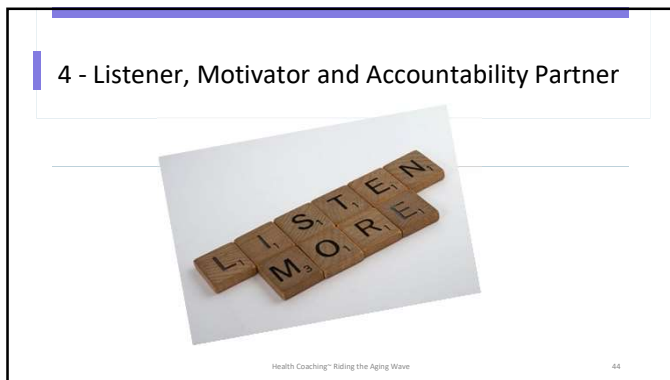
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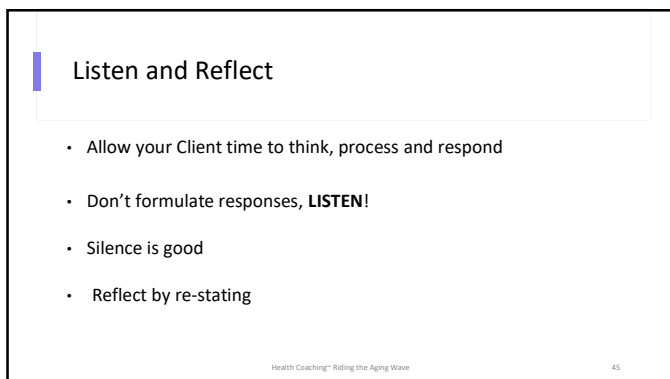
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Reflect by Re-Statng

Client says:

"I have tried hundred different diet and exercise plans and they never work. I lose some weight but eventually I gain the weight back. I don't have any confidence that anything I will try will work. I feel hopeless"

Reflecting by Re-Statng:

NAME, sounds like you have taken steps to focus on your health many times in the past and have not found the path to sustain your efforts. You're not feeling confident you can do it.

Client says:

"Yeah, that's right." OR "That's not really what I meant..."

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Reflect by Re-Statng

- Continue the Conversation
- Ask more Open-Ended Questions
- Listen
- Reflect with a few re-statements
- Repeat
- Client indicates that have had an "A-ha" moment or prefer to pause



ASK PERMISSION

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Motivator

- Ask questions to uncover what motivates your client
- Provide more confidence in your client than they have in themselves
- Provide **Authentic** Encouragement and Recognition
- Ask open-ended questions to help clients see their progress

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Accountability Partner

- Setting goals means that there's a need for accountability
- Weekly check-ins with specific attention to the goals is key
- Set-backs are part of the process
- Motivation is needed- think about their WHY

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Motivator

Middle-Age

Use of variety of
Technology
Gamification
Extra-
Encouragement

Older-Age

More Phone and
In-Person
Pride
Extra-
Encouragement

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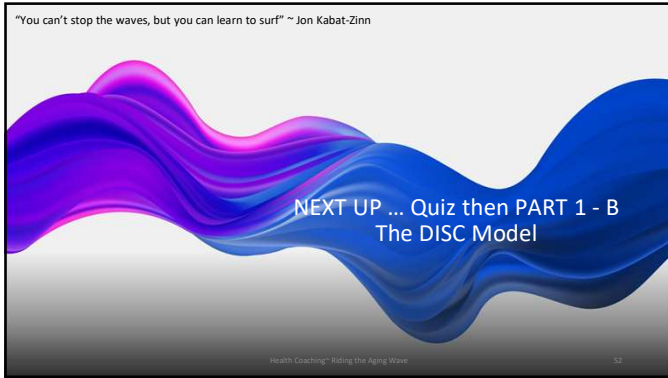
Part 1 – A: Introduction to Health Coaching

1. Wellness Mentor
2. SMART Goalsetting and Healthy Habits
3. Path to Success & Lifestyle Goal Changes
4. Listener, Motivator and Accountability Partner

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