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Wellness & Health Coaching Training 

Classes 15 & 16




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Coaching People With Health Challenges

- Heart Disease
- Diabetes
- Cancer
- COPD
- Arthritis
- Obesity and other issues



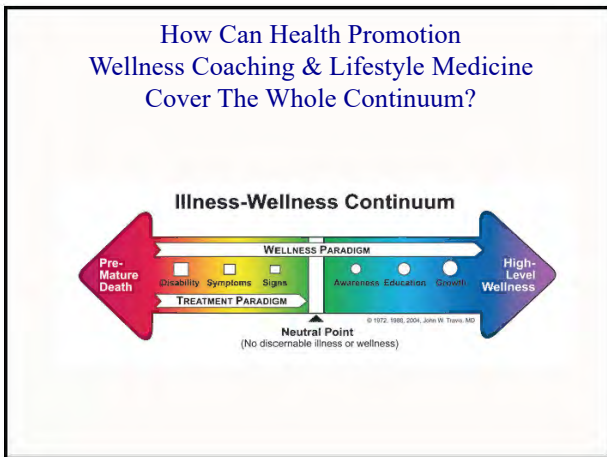
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Your Role As A Coach

- Coach As Behavioral Change Expert
- You don't have to have a treatment level of knowledge to help someone succeed at lifestyle improvement.



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Assessing Motivation For Lifestyle Change

1. How recent was onset?
2. How fear-based is motivation?
3. Doing it for self or others?
4. Explore how they attribute the cause of their health challenge.
5. How strongly do they believe that improving their lifestyle will help? (self-efficacy)

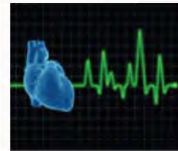
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Understanding Readiness For Change In The Health Challenged Client



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A Major Health Challenge Hits...



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Yet We See No Change In Lifestyle Behavior.



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A Loss Of Health Is A Loss To Be Grieved.



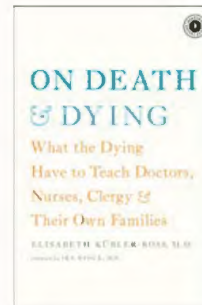
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The Intersection of Kubler-Ross, Prochaska & Maslow



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Kubler Ross - Stages of Grief



- Denial - Shock - Minimization
- Anger
- Bargaining
- Depression
- Acceptance

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Stages of Change



- Adoption/Termination
- Maintenance
- Action
- Preparation
- Contemplation
- Pre-contemplation

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Abraham Maslow's Hierarchy of Needs



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Change? Are You Kidding Me?


I'm a GRIEVING,
PRE-CONTEMPLATIVE,
SURVIVALIST RIGHT NOW!

LEAVE ME ALONE! Ahhh...
Got a light?



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Coach Your Client UP Through The Hierarchy Of Needs!



- Start at the "bottom"
- Survival needs first!
- Then Safety Needs.
- Then help them get Social Support.
- This leads, finally to increased Self-esteem and Self-efficacy.

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Ten Ways To Coach

Through Astonishing Non-compliance

1. Meet them with compassion, not judgment.
2. Acknowledge and explore their experience.
3. Don't push, stay neutral in your own agenda, and explore more.
4. Be their ally.
5. Address survival issues first.

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Ten Ways To Coach

Through Astonishing Non-compliance

6. Help them process the loss.
7. Help them form a plan.
8. Coach for connectedness.
9. Build self-esteem.
 - Mastery experiences.
 - Creative self-expression
10. Nothing succeeds like success!
 - Acknowledge even the smallest successes.
 - Celebrate success!

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The Facilitative Conditions of Coaching



- Be patient
- Be empathic
- Be accepting
- Be real
- Adding up to “Coaching Presence”

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Working Through The Emotions With Onset Of A Health Challenge May Be Traumatic.



- Encourage your client to talk, talk and process.
- Gather the support they need.
- Explore what other services are available for support.
- Discover and make use of other resources and guides.
- Help them distinguish reputable resources and information from false and unreliable ones.

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Thrive! Don't Just Survive!



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Medical Compliance Is Mostly Behavior!



- **Non-compliance and Non-adherence**
- is estimated to cause approximately 125,000 deaths and at least 10 percent of hospitalizations, and to cost the American health care system between \$100 billion and \$289 billion a year.

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Medical Compliance/Adherence Includes

- Medications
- Self-testing
- Medical Self-care
- Follow up appointments and testing
- Practicing PT, Rehab and breathing Exercises
- And more



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Barriers To Medical Compliance



- Establishing a new behavior/habit
- Fear of side effects
- Costs
- Inadequate instructions/education
- Difficulty organizing/planning
- Family dynamics
- Cultural/religious beliefs
- Logistical/strategic

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Coaching Medical Compliance/Adherence

- Remember
 - Alarms/Reminders
 - Associative Reminders – take meds when you brush teeth
- Record
 - Tracking methods. Use what works. Calendars, notebooks, APPS on phones, etc.
- Report
 - Coaching Accountability Agreements

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Coaching On The Comeback Trail The “Three “R’s”

- Recovery
- Rehabilitation
- Reclaiming



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Where Coaching Helps, Even In Recovery

- Processing the experience
- Building/using support system
- Finding needed resources
- New behaviors to adopt
 - New medications, self-testing, self-care
 - New diet
 - Breathing exercises, etc. done regularly

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Coaching Through Recovery

- Behavioral Changes are already here!
- Medical Compliance
- Breathing Exercises
- Dietary Changes
- Rest
- Activity



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Coaching Through And “After” Rehabilitation



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Coaching Rehab & Post-Rehab



- Self-advocacy to get rehab Rx'd
- Compliance with rehab program
- Work-life balance with return to work
- Critical continuance of workouts, etc.

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Reclaiming Your Life



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Are You Reclaiming All You Can?



- 0.....50% ->80%...(loss).100%
- What about the gap between 50% and 80%?

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Set “Milestones” For Reclaiming

(Use the Milestones Reclaiming Tool)



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Reclaiming The Heart Of Your Life!

- Coach your client to help them grieve whatever they have indeed lost.
- Work with motivation, self-confidence, “gremlin talk” and self-doubt.
- Mindset shift from “getting fixed” to commitment to lasting lifestyle change
- Coach for connectedness!

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Coaching Through The Re-integration Of Work, Family And Self-care

- Work/Life Balance takes on a whole new meaning!
- Exercise and rest can no longer be “put off”
- Returning to work
 - Support
 - Non-support



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Coach To Help Self-advocacy

Coach your client to:

- Make the best use of appointments.
- Share tracking data with their medical team.
- Explore all alternatives.
- Be extremely clear on medical instructions.
- Know they have choice about their care.



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How The Wellness Plan Supports
The Treatment Plan



REAL BALANCE
GLOBAL WELLNESS SERVICES
The Art of Rebalancing

Treatment Plan Wellness Plan

The diagram features a Venn diagram with two overlapping circles. The left circle is labeled 'Treatment Plan' and the right circle is labeled 'Wellness Plan'. The overlapping area in the center represents the intersection of the two plans. The entire slide content is enclosed in a black rectangular border.

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