

### Observation Sheet 4: Client Change Talk

Listen for examples of the five kinds of client change talk. As you hear them, place a hash mark (/) in the appropriate row and write examples.

<b>Type of Change Talk</b>	<b>Count: Hash (/) Marks</b>	<b>Make notes of examples of each type of change talk that you heard.</b>
<b>Desire</b> to change		
<b>Ability</b> to change		
<b>Reasons</b> to change		
<b>Need</b> to change		
<b>Commitment</b> to change		