

Physicians and Wellness Coaches: A Symbiotic Relationship
Elizabeth Pegg Frates, MD

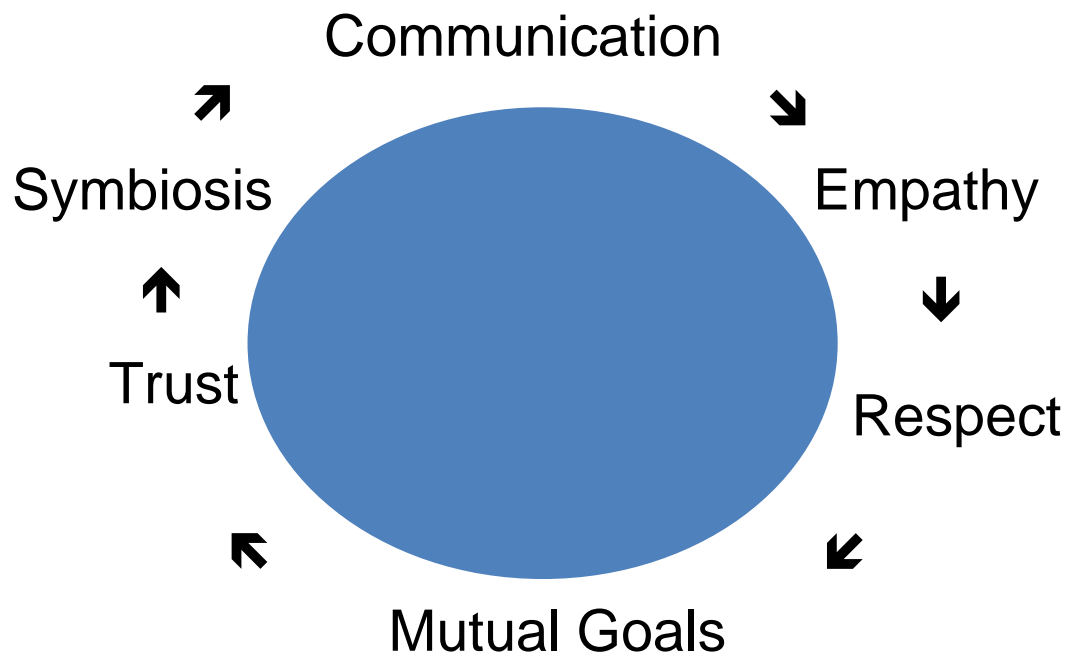
Tool 1

Five Tips for Transitioning from the Expert Approach to the Coach Approach

1. Ask permission to share your knowledge.
2. Use your affective listening skills.
3. Use open ended questions to address the client's agenda.
4. View problems as opportunities to grow.
5. Remember that it is the client's responsibility to find the answers.

Tool 2

The Six Step Cycle



Beth Frates, MD[©]

Lifestyle Medicine: Tools for Promoting Healthy Change
June 26, 2009 ♦ Boston, MA

Tool 3

Physician-Coach Sample Communication

Dear Coach,

Thank you for agreeing to see, Mrs. X. She is over-weight (160 pounds, 5 feet 2 inches) and has pre-hypertension.

Mrs. X has thought about starting an exercise program, but can not seem to find time in her schedule. From my assessment, she is in a contemplative stage of change around exercise. She is cleared for low intensity exercise.

Please keep me informed as to Mrs. X's progress. I look forward to hearing from you. Feel free to contact me by phone at 617 555-0000 or email at doctor@coachcollaboration.org.

Thank you.

Tool 4

Physician-Coach Collaboration Sample Response

Dear Doctor,

Thank you for referring Mrs X to me. For the past three weeks, we have worked on developing a wellness vision and plan. Mrs. X's priorities are losing weight and starting an exercise program. As you indicated in your referral to me, she is in the contemplative stage of change for her exercise.

Her first weekly goals were to identify two powerful motivators that will help her to stick with an exercise program and to research the YMCAs in her area. She completed both goals. The following week, Mrs. X signed up for YMCA membership and met with the fitness professional. Last week, she rode on the stationary bicycle for 20 minutes at a low intensity twice.

Mrs. X is making steady progress with her goal of starting a routine exercise program. Thank you for this referral. I will continue to update you on her progress. Feel free to contact me at 617 555-1111 or email coach@lastingchange.org.

Tool 5

Six Questions to Ask a Potential Coach

1. Tell me about your coach training.
2. Do you have coaching credentials?
3. How many years have you been coaching?
4. Describe your coach approach.
5. Tell me about the theories that guide your clinical practice.
6. What outcome measures do you use?