

## Outline

### Motivational Puzzles: *Why People Don't Do What's Best for Themselves*

Redefine motivation as an interactive state  
Utilize three components of change  
Desire for and fear of change in therapy  
Ambivalence across the stages of change  
How ambivalence becomes resistance  
The spirit of MI

### Core MI Processes to Cultivate Change

#### Engaging: *The Relational Foundation*

Partnership – the core relationship  
“Dancing” vs. “wrestling”  
Avoid the “expert” role  
Foster client autonomy  
The core skills of MI

#### Focusing: *The Strategic Decision*

Match your agenda to the client's goals & priorities  
Help clients develop a direction for change  
Guiding vs. directing or following  
Help clients find freedom  
How to prioritize multiple presenting issues & concerns

#### Evoking: *Preparation for Change*

The key ingredient of MI  
Preparatory vs. mobilizing change talk  
Elicit importance, confidence & readiness for change  
Acceptance & empathy as tools for eliciting change talk  
Help clients align values and behavior  
Aid clients in leveraging strengths  
Build momentum toward change

### Planning: *Commitment to Change*

How and when to plan  
Information exchange to aid in plan development  
The “Dos” and “Don'ts” of giving advice

### MI Tools for Anxiety: *Inspire Clients to Engage in Previously Avoided Behaviors*

MI strategies to strengthen collaboration  
How to challenge “the way I've always done it” thinking  
Interventions to break familiar, anxiety-inducing patterns  
Combine MI with cognitive behavioral therapy (CBT)

### MI & Depression: *Boost Your Clients' Resilience, Self-Worth & Self-Efficacy*

Overcoming ambivalence in depression  
Friends & family: Help clients learn to filter well-intentioned advice  
Accept, acknowledge, empathize  
Help clients reframe therapeutic tasks  
MI & crisis intervention

### Substance Use and Addictive Behaviors: *MI Strategies to Catalyze Change and Reach Recovery Goals*

What makes life worth living?  
Avoid pushback: Emphasizing choice  
Substance use  
Other addictive/compulsive behaviors  
Using MI in conjunction with the 12 steps

### Research Limitations and Potential Risks

#### Live Webinar Schedule (Times listed in Central)

**8:00** Program begins  
**11:50-1:00** Lunch Break  
**4:00** Program ends

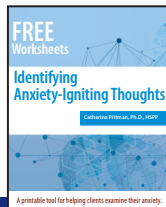
There will be two 15-min breaks (mid-morning & mid-afternoon).  
Actual lunch and break start times are at the discretion of the speaker.  
A more detailed schedule is available upon request.

## Objectives

1. Integrate person-centered and strategic components to improve clinical outcomes using Motivational Interviewing (MI) in a positive and supportive way.
2. Evaluate how the four processes and OARS skills of MI help reduce client ambivalence and empower change.
3. Employ ways to elicit, recognize and respond to “change talk” to improve treatment outcomes.
4. Develop clinical strategies for working effectively with clients who are resistant to change.
5. Determine ways that MI can enhance the effectiveness of other existing therapeutic approaches.
6. Choose how to effectively use MI to help alleviate symptoms of anxiety, depression and addictive behaviors.

### FREE WORKSHEETS!

### Identifying Anxiety-Igniting Thoughts



Get yours today at [www.pesi.com/ccatpworksheets](http://www.pesi.com/ccatpworksheets)

### Group Training Solutions Made Easy!

- ONLINE or in-person
- Customizable
- Easy remote access
- From 5 to 5000
- CE hours available



[www.pesi.com/inhouse](http://www.pesi.com/inhouse)

NON-PROFIT ORGANIZATION  
U.S. POSTAGE PAID  
EAU CLAIRE, WI  
PERMIT NO. 32729

PESI, Inc.  
P.O. Box 1000  
Eau Claire, WI 54702-1000

# Motivational Interviewing

## Evidence-Based Interventions to Improve Client Engagement and Accelerate Behavioral Change

### LIVE Interactive Webinar

Wednesday, April 7, 2021

**BONUS!** – Registration includes FREE on-demand access for 3 months.



REGISTER NOW:  
[pesi.com/webcast/84772](http://pesi.com/webcast/84772)



A NON-PROFIT ORGANIZATION CONNECTING KNOWLEDGE WITH NEED SINCE 1979

Join us online, for this live training!

# Motivational Interviewing

## Evidence-Based Interventions to Improve Client Engagement and Accelerate Behavioral Change

- Inspire your most ambivalent and resistant clients to engage in treatment and choose change
- Avoid the “righting reflex” and other common traps that interfere with therapeutic progress
- Help clients resolve ambivalence that keeps them stuck in anxiety, depression and addictive behaviors

### Live Interactive Webinar

Wednesday, April 7, 2021

**BONUS!** – Registration includes FREE on-demand access for 3 months.

REGISTER NOW:  
[pesi.com/webcast/84772](http://pesi.com/webcast/84772)

# Motivational Interviewing

Evidence-Based Interventions to Improve Client Engagement and Accelerate Behavioral Change

Are you frustrated with having the same client sessions over and over? Perhaps you're watching your clients struggle with addiction, anxiety, or other mental health challenges, and your attempts to empower them to make positive changes in their lives feel like going into battle. You feel like you're working harder than your client, and you feel like they resist everything.

**You can make a significant, positive impact on your clients' lives with Motivational Interviewing.**

Motivational interviewing (MI) has emerged over the past three decades as a leading approach for addressing a **core clinical concern – motivation**. When mastered, this evidence-based approach is highly effective in motivating positive change.

Better still, motivational interviewing can be used **regardless of diagnosis** and in conjunction with other treatment approaches.

Chris Wagner, Ph.D., motivational interviewing trainer and author, will teach you the skills you need to know to successfully help these clients. You'll learn how the MI process works, how to help your clients resolve ambivalence about change, and how to effectively respond to resistance in clients. You'll leave this seminar confident and with the strategies you need to treat your clients with depression, anxiety disorders, addictive behaviors and other clinical issues.

**Escape the pattern of struggling with clients**, and instead evoke your clients' own motivation to change!

## Target Audience:

Counselors • Social Workers • Psychologists • Case Managers • Addiction Counselors  
Therapists • Marriage & Family Therapists • Occupational Therapists  
Occupational Therapy Assistants • Nurses • Probation/Parole Officers  
Other Mental Health Professionals



**Risk Free Purchase!** PESI stands by our trainings and we have a 100% satisfaction guarantee. If you are not satisfied, please contact our customer service team at [www.pesi.com/info](http://www.pesi.com/info) or 800-844-8260 and we will make it right.

## PESI Offers Group Discounts!

To save on groups of 5 or more, contact us at [www.pesi.com/info](http://www.pesi.com/info)!

**Questions?** Visit our FAQ page at [www.pesi.com/faq](http://www.pesi.com/faq) or contact us at [www.pesi.com/info](http://www.pesi.com/info).

**Have a seminar idea? A manuscript to publish?** The nation's top speakers and authors contact PESI first. If you are interested in becoming a speaker or have a new topic idea, please contact **Jon Olstadt** at [jolstadt@pesi.com](mailto:jolstadt@pesi.com) or call **715-855-5215**.

## Meet Your Speaker

**Christopher C. Wagner, Ph.D.**, is a licensed clinical psychologist in Virginia and faculty member at Virginia Commonwealth University, with appointments in rehabilitation counseling, psychology and psychiatry. He began practicing MI in the 1990s and became a member of the Motivational Interviewing Network of Trainers (MINT) in 1998. From 2000-2008, he served in leadership positions in MINT, twice as chair of the network, and he has led three of their international training-of-trainers events. He was re-elected to the MINT board of directors in 2018.

Dr. Wagner has offered hundreds of MI trainings in North America, Europe, Asia and Australia/Oceania. In addition to focusing on clinical and theoretical advances in individual MI, he has also developed group applications of MI and is an author of the official Guilford series book on that topic, co-written with long-time colleague Karen Ingersoll. He has worked with individuals with a variety of health, mental health, addiction and employment challenges across outpatient, inpatient, residential and corrections settings. Dr. Wagner's trainings are highly engaging and focused on helping participants incorporate MI skills and strategies into their current styles of practice.

### Speaker Disclosure:

Financial: Christopher Wagner is an associate professor for Virginia Commonwealth University. He receives a speaking honorarium from PESI, Inc.

Non-financial: Christopher Wagner has no relevant non-financial relationship to disclose.

## CE CREDITS AVAILABLE FOR LIVE WEBINAR

This continuing education activity is designed to meet state board requirements for the following professionals: **Addiction Counselors, Counselors, Marriage & Family Therapists, Nurses, Occupational Therapists, Physicians, Psychologists, and Social Workers.**

For specific credit approvals and details, visit [www.pesi.com/webcast/84772](http://www.pesi.com/webcast/84772)

### National CE Credit Approvals For Live Webinar

Credits listed are for full attendance at the live webcast only. The CE certificate can be downloaded/printed after completing the webcast and passing the online post-test evaluation (80% passing score). Please see schedule for full attendance start and end times. NOTE: Boards do not allow credit for breaks or lunch.

This course has been approved by PESI, Inc., as a NAADAC Approved Education Provider, for 6.0 CE in the Counseling Services skill group. NAADAC Provider #77553. PESI, Inc. is responsible for all aspects of their programming. Full attendance is required; no partial credit will be awarded for partial attendance.

PESI, Inc. is an AOTA Approved Provider of continuing education. Provider #: 3322. Full attendance at this course qualifies for 6.0 contact hours or .6 CEUs in the Category of Domain of OT and Occupational Therapy Process. Partial credit will be issued for partial attendance. The assignment of AOTA CEUs does not imply endorsement of specific course content, products, or clinical procedures by AOTA. Course Level: Intermediate.

PESI, Inc. is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians.

PESI, Inc. is accredited as a provider of nursing continuing professional development by the American Nurses Credentialing Center's Commission on Accreditation. Nurses in full attendance will earn 6.25 contact hours.

PESI, Inc., #1062, is approved to offer social work continuing education by the Association of Social Work Boards (ASWB) Approved Continuing Education (ACE) program. Organizations, not individual courses, are approved as ACE providers. State and provincial regulatory boards have the final authority to determine whether an individual course may be accepted for continuing education credit. PESI, Inc. maintains responsibility for this course. ACE provider approval period: January 27, 2020 - January 27, 2023. Social Workers completing this course receive 6.25 Clinical Practice continuing education credits. Course Level: Intermediate. Full attendance is required; no partial credits will be offered for partial attendance. A certificate of attendance will be awarded at the end of the program to social workers who complete the program evaluation.

This program is Approved by the National Association of Social Workers (Approval #886759332-5942) for 6.0 Clinical Social Worker continuing education contact hours.

**Self-study credit:** To check availability for your profession, go to [www.pesi.com](http://www.pesi.com) or call 800-844-8260 with your licensing board to verify acceptance of self-study credit for license renewal.

\*Content and materials in this course may include interventions and modalities that are beyond the authorized practice of your profession. As a licensed professional, you are responsible for reviewing the scope of practice, including activities that are defined in law as beyond the boundaries of practice in accordance with and in compliance with your profession's standards.

PESI, Inc. offers continuing education programs and products under the brand names PESI, PESI Healthcare, PESI Kids, PESI Rehab and Psychotherapy Networker.

Earn up to **6.25 CE** Hours for one low price!

# SIGN UP-TODAY!

## Choose your Learning Experience!

PESI offers multiple formats to fit your CE needs

**Register Online at: [pesi.com/webcast/84772](http://www.pesi.com/webcast/84772)**

## Live Interactive Webinar (Option 1)

April 7, 2021 | PWZ84771

**\$219.99** tuition

8am Central time

### Live Webinar Experience:

- Participate live in real-time while connecting and collaborating with peers
- Ask the presenter your questions
- Earn a live CE certificate

**FREE BONUS:** Replay on-demand access for 90-days after webinar  
*\*Live CE is only available when viewed live*

**Get a Group Discount!** Contact us at [pesi.com/info](http://www.pesi.com/info) to save for groups of 5 or more

## On-Demand Digital Seminar (Option 2)

**\$219.99** | POS048275

### Digital Seminar Experience:

- Learn at your own pace with 24/7 access from your PESI account
  - Access to the program materials
  - Enjoy lifetime on-demand access
  - Earn a self-study CE certificate
- CE hours and approvals may vary from live event. Visit [www.pesi.com](http://www.pesi.com) or call 800-844-8260 to check for availability.

## DVD (Option 3)

**\$219.99** | RNV048275

### DVD Experience:

- Self-study CE certificate available
- CE hours, approvals and cost of CE Certificates may vary from live event. Visit [www.pesi.com](http://www.pesi.com) or call 800-844-8260 to check for availability and pricing

## Recommended Reading:



### Feeling Great

*The Revolutionary New Treatment for Depression and Anxiety*

David D. Burns, M.D.

~~\$26.99~~ **\$19.99\***

PUB086345

*\*Discount Included with purchase of the Webinar*

## OTHER WAYS TO REGISTER

Phone: 800-844-8260

Fax: 800-554-9775

Mail: PESI, Inc.  
PO Box 1000  
Eau Claire, WI 54702-1000

\*If mailing/faxing registration, find form at [www.pesi.com/form](http://www.pesi.com/form) or call 800-844-8260

## ADA NEEDS

We would be happy to accommodate your ADA needs; Please notify us at time of registration.

## QUESTIONS

Visit [pesi.com/faq](http://www.pesi.com/faq) or contact us at [pesi.com/info](http://www.pesi.com/info)

## TAXES AND SHIPPING

Taxes and shipping apply where applicable, see website for details



For all credit approvals and details, visit: [www.pesi.com/webcast/84772](http://www.pesi.com/webcast/84772)