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# Patient Check-list



## Notes on helping your patients to buy-in

THE PSYCHOLOGY SCHOOL for The Get Back to Sport Academy

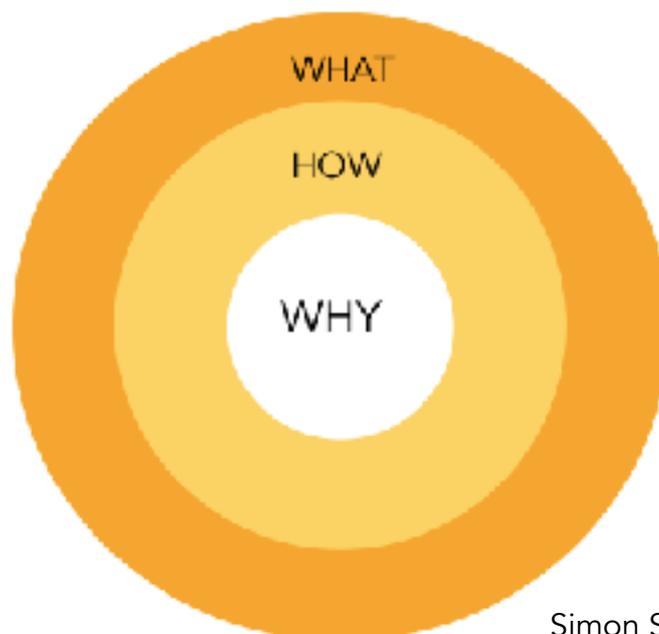
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Understanding your patients' **WHY** is a powerful un-lock in getting them to engage with any rehab.

Knowing more about how and where they feel the work you are doing fits into their day, their life and vision for their future, means they're more likely to do the work and stick to the program you've given them.

It can be easy for you to incorporate a few questions/topics into your interactions in order to be able to gauge what this is.

Once you know this, you can then easily remind your clients of their **WHY** when they lose sight of what they're doing, stop engaging or struggle to keep on track with their rehab prescription.



Simon Sinek

	QUESTION/TASK	
1	Take general case history / their story	
2	Remember to keep historical view brief - more emphasis on forward thinking.  Be mindful of how often your patient raises this. If they keep reflecting back, use info gathered below to focus them forward.	
3	Ask questions around what they would like to be able to do/achieve. E.g. If we can help you overcome some of these issues what are you looking forward to being able to do the most/why?	
4	Can you get them to flesh out this vision in rich detail:  e.g.: 'What would that feel like/how would you feel?'  Ask for tangible examples (e.g. running 5K/taking my grandchildren to the park).	
5	Ask them why they wish to engage in rehab?	
6	Again, get them to flesh out their answer in detail - focus on tangible examples and emotional states	
7	Repeat back to them what you hear (as a story) - this is a Motivational Interviewing technique and helps your patient/client feel heard.	
8	Set up a simple form of measurement that is visual that monitors progress - when re-visiting this incorporate aspects of their 'vision/story' that highlights how close they are to achieving this.	

Remember your scope of practice.

You are their physio/sports therapist/chiropractor, not their counsellor, so know when to refer on...also you can't do it for them!