

# Motivational Interviewing

## Interview Transcripts

### Grant

*This is an unrehearsed candid conversation (not a clinical session or role-play) with Dr. William R. (Bill) Miller to demonstrate some specific aspects of motivational interviewing as described in the 2023 4th edition of Motivational Interviewing: Helping People Change and Grow by Miller and Rollnick.*

*Staff from The Change Companies volunteered to talk about specific topics in their own lives. Bill's task was to demonstrate the pendulum approach that can be used in MI when there seems to be little or no change talk initially. Therefore the general topic for this conversation was "Something I have been told or encouraged to change but I haven't done, and I'm not at all sure that I even want to or will." The style is to explore and listen well to the person's perceived pros or advantages of what they are currently doing. If there is actual or potential ambivalence, this may lead to the voicing of disadvantages or cons of current behavior as, metaphorically, the pendulum swing reaches its zenith and naturally begins to fall back in the other direction. Grant chose to talk about his use of nicotine, and more specifically oral pouches that typically contain nicotine, flavoring, sweetener, and fiber but no tobacco. Bill's notes in the right-hand column focus on component MI skills in the pendulum approach and also on Grant's sustain talk and change talk regarding his use of nicotine pouches.*

*At the time of this interview, very little was known about the long-term effects and safety of nicotine pouches. Bill therefore maintained neutrality in listening to Grant rather than offering information and advice.*

Interview	Skill
<p><b>Bill [00:00:11]</b> Grant, we asked you to pick a topic, something that you've been urged to change, but you're not entirely sure about it. And so tell me about that. What is it?</p> <p><b>Grant [00:00:22]</b> I started nicotine in high school, and I haven't really stopped since. And my girlfriend, my family and most people around me are telling me it's bad for me, but I haven't had any consequences or negative outcomes at all from it, so I'm not sure why.</p> <p><b>Bill [00:00:40]</b> So, smoking? It's primarily cigarettes?</p> <p><b>Grant [00:00:43]</b> No, I started with the vapes and I just do the pouches, like nicotine patches. Zyns.</p>	

Interview	Skill
<p><b>Bill [00:00:53]</b> So those you don't really see much of a downside to.</p> <p><b>Grant [00:00:57]</b> Yeah.</p> <p><b>Bill [00:00:58]</b> But people are bugging you about it, huh?</p> <p><b>Grant [00:01:00]</b> Yeah. Seems to make my girlfriend at least pretty upset sometimes.</p>	Simple Reflection
<p><b>Bill [00:01:07]</b> Yeah. Especially your girlfriend. Well, tell me what you enjoy about the vaping. How is nicotine a good thing for you?</p>	Asking about the pros
<p><b>Grant [00:01:19]</b> It seems to relax me, I guess. At times when I'm stressed out. Or I've read some papers about how nicotine can evoke neurogenesis, which would be good for the brain in a sense.</p>	Sustain Talk
<p><b>Bill [00:01:34]</b> Growing new neurons. Yeah.</p> <p><b>Grant [00:01:36]</b> Yeah. And so that and I guess that's about it.</p> <p><b>Bill [00:01:42]</b> Relaxation.</p> <p><b>Grant [00:01:43]</b> Yeah. It's just like a habit at this point. Like chewing your nails.</p> <p><b>Bill [00:01:49]</b> Yeah.</p> <p><b>Grant [00:01:50]</b> Any time I'm stressed out, it's a good resort.</p>	Simple Reflection
<p><b>Bill [00:01:55]</b> It's just really built into your days, your habits. So it's just there. You're accustomed to it. "This is what I do, huh?"</p> <p><b>Grant [00:02:11]</b> Yeah, I guess after eating, usually it's every time after I eat I put one in.</p> <p><b>Bill [00:02:17]</b> Almost like a little celebration or something at the end of a meal.</p>	Complex Reflection
<p><b>Grant [00:02:21]</b> It's a little reward I give myself for things.</p>	Sustain Talk
<p><b>Bill [00:02:26]</b> Yeah. It is a reward thing for sure. Tell me about the relaxation. What's that like? I mean, I know people mean lots of different things by "Relax."</p>	Continuing the sustain talk swing of the pendulum
<p><b>Grant [00:02:42]</b> I guess I just feel myself calm down. I can sit still more. It's just, I feel it in my body like it just drops, almost.</p>	Sustain Talk

Interview	Skill
<p><b>Bill [00:02:59]</b> It's a brain thing. So it's even a little hard to put into words sometimes. Without it, you would have more trouble sitting still.</p> <p><b>Grant [00:03:11]</b> Yeah, I would say more trouble sitting still. I don't know if I'm much of a fidgeter but I feel more anxious without it. I'd feel more apt to need to be doing something at that time.</p> <p><b>Bill [00:03:28]</b> And when was the last time, might be quite a while, when you didn't use nicotine for a day or two?</p>	<p><b>Complex Reflection</b></p>
<p><b>Grant [00:03:38]</b> I've had a few times when I've tried to quit.</p> <p><b>Bill [00:03:40]</b> Yeah? You have?</p>	<p>Notice the "try" – usually desire for change plus unsure about ability</p>
<p><b>Grant [00:03:41]</b> More than a few, yeah. I'd say the last time was a year, year and a half ago. I've kind of just given up on giving up.</p> <p><b>Bill [00:03:53]</b> What did you notice about that experience?</p>	<p><b>Many quit attempts. I wonder why.</b></p>
<p><b>Grant [00:03:56]</b> Very anxious and irritable. I'm a little bit of a grumpy person sometimes just in general, and that just got a lot worse. And I had a hard time getting along with all the people around me.</p>	<p>Classic nicotine withdrawal symptoms. I wonder, is being addicted to nicotine OK with him?</p>
<p><b>Bill [00:04:08]</b> Yeah? You felt more like yourself. Even grumpier than usual. So also if you didn't have that, it could be hard on relationships. Getting along with people.</p>	<p><b>Complex Reflection</b></p>
<p><b>Grant [00:04:24]</b> Yeah. It'd definitely be a stressor.</p> <p><b>Bill [00:04:26]</b> Yeah.</p> <p><b>Grant [00:04:27]</b> And I know that feeling is supposed to go away after a few days, but I just haven't felt like I want to think about that versus thinking about other things.</p> <p><b>Bill [00:04:39]</b> So you haven't gone a few days. You've gone, what, a day or two?</p> <p><b>Grant [00:04:43]</b> Yeah, like a day. Day and a half.</p>	<p><b>Sustain Talk</b></p>
<p><b>Bill [00:04:45]</b> Yeah. Okay. So you never got to a place where it's settling down now. It just keeps getting worse and worse. Anxious, fidgety, restless and grumpy. Not where you want to be at all.</p> <p><b>Grant [00:05:06]</b> No, not at all.</p> <p><b>Bill [00:05:07]</b> So continuing to use then... You don't have to deal with it then.</p> <p><b>Grant [00:05:12]</b> Mmhmm.</p>	<p><b>Complex Reflection</b></p>

Interview	Skill
<p><b>Bill [00:05:14]</b> And how do you understand that? Why do you get grumpy, fidgety, anxious, restless? What's going on, do you think?</p>	<p>I wonder how much he knows about nicotine dependence</p>
<p><b>Grant [00:05:27]</b> That calmness that I'm used to getting from it is just not there, not as a resource or a little reward for myself.</p>	<p>A further symptom of nicotine dependence, a developing tolerance and diminishing high</p>
<p><b>Bill [00:05:36]</b> You kind of miss that.</p>	<p>Reflection, continuing the paragraph</p>
<p><b>Grant [00:05:40]</b> Yeah. It's like you said, I guess — a habit, moreso it's ingrained in everything. Things go on in my day and it just comes up over and over and I keep thinking about it and after thinking about it so many times, it's just hard to push against that.</p> <p><b>Bill [00:06:02]</b> Yeah. And your girlfriend is concerned about this? What do you suppose she's worried about?</p>	<p>Beginning to sound like change talk</p>
<p><b>Grant [00:06:10]</b> She thinks I'm going to die. That I'm going to start a family, have kids and then die. Leave them all behind.</p>	<p>Skeptical tone of voice</p>
<p><b>Bill [00:06:15]</b> That doesn't look very realistic to you. Not going to happen.</p>	<p>I reflect the nonverbal skepticism as sustain talk</p>
<p><b>Grant [00:06:20]</b> Not necessarily, because I like to tell myself I will quit at some point, but just not there.</p> <p><b>Bill [00:06:27]</b> Yeah.</p>	<p>And he backs away from it, Envisioning quitting</p>
<p><b>Grant [00:06:31]</b> I guess I haven't ever had health consequences from it, so it's not really pushing me, like leading me to think that I will die.</p>	<p>Sustain Talk</p>
<p><b>Bill [00:06:41]</b> Yeah, nothing like in the next year or anything that worries you. The health consequences are somewhere off in the future.</p> <p><b>Grant [00:06:52]</b> And I also feel like I'll have signs leading up to that, pushing me to stop and at least not die and maybe have a little bit of a shortness of breath or something.</p>	<p>Complex reflection of sustain talk</p>
<p><b>Bill [00:07:05]</b> So that's one thing that might happen, if you found yourself gasping or just being short of breath. That would be a sign that, hmm...</p>	<p>Envisioning adverse consequences It's not quite change talk yet</p>

Interview	Skill
<p><b>Grant [00:07:15]</b> That is my biggest concern. But that's also why I've moved to just doing like the little pouches, not breathing anything in. At that point, there's not a ton of research or anything. I could end up getting gum cancer or disease, something like that.</p> <p><b>Bill [00:07:32]</b> I don't know what risks are associated.</p>	<p><b>Until it is – it's a "concern"/ Change Talk</b></p>
<p><b>Grant [00:07:35]</b> I don't either. And maybe that's why I'm not as apt to stop.</p>	<p><b>Sustain Talk</b></p>
<p><b>Bill [00:07:40]</b> Maybe rather not know, huh?</p> <p><b>Grant [00:07:42]</b> Yeah.</p> <p><b>Bill [00:07:43]</b> "Not sure I'm going to look into this." But she's worried for you, then? For your health, primarily. And longterm? Shortterm? What is she worried is going to happen?</p> <p><b>Grant [00:07:59]</b> I think it's longterm. I guess she hasn't really said anything past, "It's as bad for you. It's just not good." She doesn't have solid reasons to convince me.</p> <p><b>Bill [00:08:11]</b> Yeah. Well, and trying to "convince" you... it's not something people like to do is to get convinced of something.</p> <p><b>Grant [00:08:20]</b> Yeah.</p>	<p><b>Planting Seed</b></p>
<p><b>Bill [00:08:22]</b> So she represents the "don't smoke" and you represent "I'm smoking" and then have that discussion. Is there a part of you that sides with her that says, "You know, I'm not sure this is a great idea."</p> <p><b>Grant [00:08:40]</b> Yeah.</p> <p><b>Bill [00:08:41]</b> And if you give voice to that, what would you say?</p> <p><b>Grant [00:08:48]</b> That part of her?</p> <p><b>Bill [00:08:49]</b> That part of you, yeah.</p>	<p><b>Reframing as externalized ambivalence / Inviting Change Talk</b></p>
<p><b>Grant [00:08:52]</b> That she's right. And that I probably will have consequences. And if I don't stop, I'll, I'll end up having to be in the hospital or deal with something in the future. And I don't even think it's that far in the future. Maybe four or five years.</p>	<p><b>Change talk (kind of hypothetical) / Now it's becoming less hypothetical</b></p>
<p><b>Bill [00:09:08]</b> Four or five years. That doesn't seem very far off. And you started in high school? That's when the cigarette companies get their lifetime customers.</p> <p><b>Grant [00:09:19]</b> Yeah.</p>	<p><b>Reflecting Change Talk / Planting Seed</b></p>

Interview	Skill
<p><b>Bill [00:09:22]</b> And now vaping and other forms. But yeah, it's a tough one to kick. And you've experienced some of that just in the first day of trying. It feels tough. "I don't know If I could do this." Yeah.</p>	
<p><b>Grant [00:09:41]</b> Yeah, I guess that side of me is suppressed. Like you said, there's no reason for me to think about that. I'd rather deal with it later. When it actually is a problem.</p>	<p><b>Sustain Talk / Hint of Change Talk</b></p>
<p><b>Bill [00:09:58]</b> Yeah. And then there's another side of you that says, those consequences may not even be that far away.</p> <p><b>Grant [00:10:11]</b> Yeah. I don't know, though. That's a guess.</p> <p><b>Bill [00:10:19]</b> It is a guess.</p>	<p><b>Inviting Change Talk</b></p>
<p><b>Grant [00:10:19]</b> That's my cautious side. And I like to not be cautious about everything in life.</p> <p><b>Bill [00:10:27]</b> You do like to be?</p> <p><b>Grant [00:10:28]</b> No, I don't. There's no reason to be cautious about everything. You only have one life to live.</p>	<p><b>Sustain Talk</b></p>
<p><b>Bill [00:10:35]</b> That's not fun.</p> <p><b>Grant [00:10:36]</b> Yeah.</p>	<p><b>Reflecting Sustain Talk</b></p>
<p><b>Bill [00:10:38]</b> So it's easy to think of some examples of people who smoked until they were 90 and died of something else. So you've got these two sides inside you really. She's kind of taken responsibility for one side of it. Which just leaves you to say, "No, I'm going to keep doing this."</p>	<p><b>Reframe as internal ambivalence</b></p>
<p><b>Grant [00:11:07]</b> Yeah, I've got to defend the other side.</p> <p><b>Bill [00:11:08]</b> Yeah. And it's easier not to think about it really.</p> <p><b>Grant [00:11:13]</b> A lot easier.</p>	<p><b>Sustain talk, but seems to accept the reframe</b></p>
<p><b>Bill [00:11:14]</b> It's kind of unpleasant to think, "You know, I could be in a hospital four or five years from now." That's not fun to think about. So let's not think about it. But she thinks about it.</p> <p><b>Grant [00:11:33]</b> Yeah. She has.</p> <p><b>Bill [00:11:40]</b> I don't know how much you know about health consequences of tobacco. And you're particularly not sure about the pouches. Are there really risks involved there? And what are they?</p>	<p><b>Planting Seeds</b></p>

Interview	Skill
<p><b>Grant [00:11:54]</b> Not any that I'm aware of.</p> <p><b>Bill [00:11:56]</b> Yeah. What do you know about health consequences of other kinds of tobacco?</p> <p><b>Grant [00:12:02]</b> Just tobacco in general, I know with chewing tobacco there's gum cancer or gum disease.</p> <p><b>Bill [00:12:10]</b> Yeah.</p> <p><b>Grant [00:12:10]</b> You get cancer, your teeth fall out and turn black.</p> <p><b>Bill [00:12:15]</b> You've seen some of the pictures, huh?</p> <p><b>Grant [00:12:17]</b> Yeah.</p> <p><b>Bill [00:12:17]</b> And vaping and inhaling?</p> <p><b>Grant [00:12:26]</b> With vaping I know you can get popcorn lung.</p> <p><b>Bill [00:12:30]</b> And what is popcorn lung? How do you understand that?</p> <p><b>Grant [00:12:35]</b> It's like the scarring of your lung tissue so that you can't really breathe as much air in or suck as much into your blood.</p> <p><b>Bill [00:12:42]</b> Yeah.</p> <p><b>Grant [00:12:44]</b> It'll put you in the hospital at some point.</p>	<p style="text-align: center;"><b>Sustain Talk, and the truth</b></p>
<p><b>Bill [00:12:46]</b> So if you started to get shortness of breath, then that would worry you. Yeah. What else might worry you if you began to notice it?</p>	<p style="text-align: center;">Reflecting a prior statement / Inviting change talk</p>
<p><b>Grant [00:13:02]</b> I know it affects my appetite. That does worry me sometimes. I feel like I could eat more and on a more regular schedule.</p> <p><b>Bill [00:13:11]</b> Yeah. You mean you don't feel hungry when you're vaping or when you're using?</p> <p><b>Grant [00:13:20]</b> Yeah. Sometimes I'll substitute nicotine for a snack.</p> <p><b>Bill [00:13:24]</b> Yeah. So instead of snacking, then you don't feel the hunger.</p> <p><b>Grant [00:13:30]</b> Yeah.</p>	<p style="text-align: center;"><b>Change Talk</b></p>
<p><b>Bill [00:13:35]</b> Well, in a way, that's another reason to stay with it, that you don't want to be eating too much, huh?</p>	<p style="text-align: center;"><b>Reflecting Sustain Talk</b></p>
<p><b>Grant [00:13:42]</b> Yeah. And then I add on to that, and there's stressors that can increase your lifespan. Not vaping or stuff like that, but physical stressors like being cold, being hungry, stuff like that. There's some research that says that can help, and that's also a "pro" to nicotine. So it's hard on that sense as well to convince myself that it's really that bad.</p>	<p style="text-align: center;"><b>More Sustain Talk</b></p>

Interview	Skill
<p><b>Bill [00:14:10]</b> To convince yourself. It's like an argument inside yourself.</p> <p><b>Grant [00:14:14]</b> Yeah, I know.</p> <p><b>Bill [00:14:16]</b> And you know both sides of it. So far you've kind of leaned to the "Eh, I don't want to think about it" side.</p> <p><b>Grant [00:14:25]</b> Mmhmm.</p> <p><b>Bill [00:14:27]</b> When you do think about it, it's kind of unpleasant.</p> <p><b>Grant [00:14:31]</b> Yeah.</p> <p><b>Bill [00:14:33]</b> "I'd rather not be thinking about this."</p> <p><b>Grant [00:14:35]</b> Yeah. No.</p>	<p><b>Reflecting Ambivalence</b></p>
<p><b>Bill [00:14:35]</b> Better not to see it. Yeah. Hmm. I don't know much about the pouches and the risks involved either. Or even if there is research available on that, I'd be interested to know. But I know almost nothing about it.</p>	<p><b>Still Planting Seeds</b></p>
<p><b>Grant [00:14:57]</b> Yeah, I don't think I've dug much into that either.</p> <p><b>Bill [00:15:01]</b> Yeah.</p> <p><b>Grant [00:15:03]</b> I don't know if I want to.</p>	<p><b>He hasn't looked that hard</b></p>
<p><b>Bill [00:15:04]</b> Don't want to look. Yeah. Might be bad news.</p>	<p><b>Reflecting Sustain Talk</b></p>
<p><b>Grant [00:15:06]</b> This is like the last thing I have that I think is the most healthy.</p> <p><b>Bill [00:15:13]</b> So if you were to give that up...</p>	<p><b>Sustain Talk</b></p>
<p><b>Grant [00:15:15]</b> I probably would stop.</p>	<p><b>Hint of change talk?</b></p>
<p><b>Bill [00:15:18]</b> Yeah. Rather than going back to vaping or something that seems more dangerous to you.</p> <p><b>Grant [00:15:24]</b> Yeah, because like with vaping or smoking or whatever, I've at least convinced myself that there is like major health consequences or just consequences I can run into with that.</p>	<p><b>Complex Reflection</b></p>
<p><b>Bill [00:16:07]</b> So it'll help you more than it'll hurt you. Around relaxing in particular, you mentioned.</p>	<p><b>Reflecting Sustain Talk</b></p>



Interview	Skill
<p><b>Grant [00:16:19]</b> And the neurogenesis aspect of it, I think it will help me be able to continue learning for longer.</p>	<p><b>Sustain Talk</b></p>
<p><b>Bill [00:16:26]</b> So if it really does generate growth of new neurons, that's pretty cool, huh?</p> <p><b>Grant [00:16:33]</b> Mmhmm. Yeah.</p> <p><b>Bill [00:16:35]</b> You're young enough, you're probably still generating some new ones. You just want to amp that up a little bit, huh? And learning is important to you.</p> <p><b>Grant [00:16:47]</b> Mmhmm.</p> <p><b>Bill [00:16:47]</b> You want to keep learning as much as you can?</p> <p><b>Grant [00:16:51]</b> Yeah. That's how you keep your brain healthy.</p> <p><b>Bill [00:16:52]</b> Oh, yeah. And that gets more important as you get older. So if you can build up a kind of reserve of neurons there, it might be a good idea.</p> <p><b>Grant [00:17:08]</b> Yeah.</p>	<p><b>Reflecting Sustain Talk</b></p>
<p><b>Bill [00:17:14]</b> What consequences can you imagine that might begin to tip the balance, I wonder? I mean, if the pouches did have some kind of adverse carcinogenic or some kind of effect.</p>	<p><b>Again inviting Change Talk</b></p>
<p><b>Grant [00:17:32]</b> My teeth falling out.</p> <p><b>Bill [00:17:35]</b> Oh, your teeth falling out.</p>	<p><b>Envisioning</b></p>
<p><b>Grant [00:17:36]</b> I like my teeth. Went through, like, four years of braces for them.</p> <p><b>Bill [00:17:41]</b> Oh, yeah. You put a lot of effort into having nice teeth. You want to want to keep them that way. Now, how do you use the pouches? What do you do with it?</p> <p><b>Grant [00:17:55]</b> Just pop it in, top lip.</p>	<p><b>His teeth matter</b></p>
<p><b>Bill [00:17:58]</b> Little pouch up here. Okay. So if it really began to hurt your teeth, that would be something. How would you know?</p>	<p><b>Lending Change Talk</b></p>

Interview	Skill
<p><b>Grant [00:18:12]</b> I'd probably be brushing my teeth one day and noticed that they hurt or my gums look dark or something. Just looking at my teeth.</p> <p><b>Bill [00:18:24]</b> Your hope is that these are less dangerous than chewing tobacco, which you're pretty clear about what that does. And do you know how they're more protective? What is it about them that makes them less risky?</p> <p><b>Grant [00:18:45]</b> It's just refined nicotine powder. And I think they mix it with sugar or something like that. So it can dissolve. It's mostly just nicotine.</p> <p><b>Bill [00:18:55]</b> So what you're getting is the purer drug.</p> <p><b>Grant [00:18:57]</b> Yeah.</p> <p><b>Bill [00:18:59]</b> Almost like the patch then, or chewing gum or just other ways of administering nicotine to yourself. It's not even tobacco. It's nicotine that you really love, huh?</p> <p><b>Grant [00:19:11]</b> Yeah. I don't really like tobacco at all.</p>	<p><b>Envisioning</b></p>
<p><b>Bill [00:19:13]</b> Yeah. It's an amazing drug, also. I mean, I've treated patients who said that, you know, quitting this was tougher than heroin. In part because it's like you said, it's just so much a part of your regular habits, just what you do. And it's after meals and it's just, you know, "I feel a little bit edgy and it takes the edge off." And so it just becomes a part of who you are.</p>	<p><b>Planting Seeds</b></p>
<p><b>Grant [00:19:53]</b> I guess I could see it affecting face muscles. Making it so I couldn't smile or something down the road.</p>	<p><b>More Envisioning</b></p>
<p><b>Bill [00:20:03]</b> Oof, that's not too fun.</p> <p><b>Grant [00:20:05]</b> I know it does interact with neurons, and they go out everywhere and reach out to your face.</p>	<p><b>Simple Reflection</b></p>
<p><b>Bill [00:20:13]</b> There's lots of them in the face, yeah. For sure. I wonder what might cause you to research a little bit on the risks involved. Something you don't want to do right now.</p>	<p><b>Inviting Learning</b></p>
<p><b>Grant [00:20:37]</b> Yeah, I guess it'd have to be... Someone has a problem with it, like my mom or my girlfriend. Also at the same time, that I have some time to do the research, which I don't see as a very common situation.</p>	<p><b>Envisioning Researching</b></p>

Interview	Skill
<p><b>Bill [00:20:53]</b> Yeah. You'd need some time to take a little time to do it. Your girlfriend does have a problem with it, right? Yeah. And you mentioned Mom. What? What about Mom?</p> <p><b>Grant [00:21:05]</b> She'll see it and make comments about it. She doesn't push at all. But she does express that she's not supportive of it, I guess.</p>	Simple Reflection
<p><b>Bill [00:21:17]</b> Or worried about you or something.</p>	Reframe
<p><b>Grant [00:21:18]</b> Yeah, just worry. I don't like worrying her.</p>	Change Talk
<p><b>Bill [00:21:22]</b> Yeah. So it's coming from a caring place, that your mom and girlfriend care about you, basically. And it's not that they're on anti-nicotine campaigns or whatever, but they just worry for you.</p> <p><b>Grant [00:21:38]</b> Yeah.</p>	Reframe
<p><b>Bill [00:21:40]</b> Well, I see the dilemma. You've been weighing this inside and having somebody outside arguing for it almost relieves you of that responsibility of having to think about it yourself. But you are still thinking about it and wondering. And maybe at some point you'll even take a look and see what what the risks really are. I suspect they might have to be pretty substantial, though, for you to think about changing this, too, because this is your last bastion. This is your last hold on nicotine.</p>	Summary
<p><b>Grant [00:22:24]</b> Yeah. I don't think if it was a small risk or something like that, that it would really change my mind.</p> <p><b>Bill [00:22:29]</b> Nevermind, yeah. If it was teeth, maybe.</p>	Sustain Talk
<p><b>Grant [00:22:34]</b> Maybe teeth. Teeth, I would drop it.</p>	Hypothetical Change Talk
<p><b>Bill [00:22:38]</b> (Laughs) They could be worth it. All right. Well, thanks. I just wanted to have that chat, and I appreciate it.</p> <p><b>Grant [00:22:45]</b> Thank you. Yeah, it was nice. Yeah.</p>	

*“Planting seeds” is a metaphor for exploring potential motivations, ideas that might sprout into change talk in the future. Grant certainly identified a number of them that could eventually tip the balance. The ratio of sustain talk to change talk is high in this conversation, indicating that change is not on the near horizon. Indeed, I wasn't asked to help him change. He represented well the precontemplation stage of change, just peeking over the line to contemplation. Our 4th edition chapter on planting seeds discusses how the spirit and style of MI can be used in conversations like this to keep the mind and door open for possible future change. My thanks to Grant for helping me show how it looks.” — Dr. William R. (Bill) Miller*