

## 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

## Objectives

1. Describe how to combine person-centered and strategic components to improve clinical outcomes using MI in a positive and supportive way.
2. Model how the four processes and OARS skills of MI help reduce client ambivalence and empower change.
3. Explore 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. Explain 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.

### 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 Seminar Schedule

**7:30** Registration/Morning Coffee & Tea  
**8:00** Program begins  
**11:50-1:00** Lunch (*on your own*)  
**4:00** Program ends

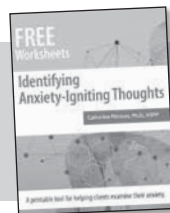
There will be two 15-min breaks (mid-morning & mid-afternoon).  
Actual lunch and break start times are at the discretion of the speaker.  
A more detailed schedule is available upon request.

**Target Audience:** Counselors • Social Workers  
Psychologists • Case Managers • Addiction Counselors  
Therapists • Marriage & Family Therapists  
Occupational Therapists • Occupational Therapy Assistants  
Nurses • Other mental Health Professionals  
Probation/Parole Officers

FREE Worksheets

### Identifying Anxiety-Igniting Thoughts

By Catherine Pittman, Ph.D. HSPP



★ LIMITED-TIME OFFER ★

Plus, get an exclusive limited-time offer on Rewire the Anxious Brain Certificate Course

[pesi.com/anxietyworksheet](http://pesi.com/anxietyworksheet)

Bring any training in-house!



Convenient • Cost-Effective • Customizable

for more information visit [www.pesi.com/inhouse](http://www.pesi.com/inhouse)

NON-PROFIT ORG  
US POSTAGE PAID  
EAU CLAIRE WI  
PERMIT NO 32729

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

# Motivational Interviewing

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

Timonium, MD • Wednesday, May 15, 2019

Ellicott City, MD • Thursday, May 16, 2019

Fairfax, VA • Friday, May 17, 2019



Register Now: [pesi.com/express/69861](http://pesi.com/express/69861)

# 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

*“Chris Wagner has been a leading figure in the Motivational Interviewing field... If I wanted someone to help me learn these skills, I'd ask Chris.”*

- Stephen Rollnick, Ph.D.,  
Co-Founder of Motivational Interviewing

Timonium, MD  
Wednesday, May 15, 2019

Ellicott City, MD  
Thursday, May 16, 2019

Fairfax, VA  
Friday, May 17, 2019



Register Now: [pesi.com/express/69861](http://pesi.com/express/69861)

A NON-PROFIT ORGANIZATION CONNECTING KNOWLEDGE WITH NEED SINCE 1979



# 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!**

*"Best seminar I have attended. Great presenter."*

Bernadette-Portland, ME

## 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.



**Hassle-Free Cancellation Policy:** If you contact us before the event date, you can exchange for a DVD or CD/digital manual package on the subject (self-study continuing education credit may be available), a certificate to attend another seminar, or receive a tuition refund less a \$30 cancel fee. Substitutions are permitted at any time.

**Seminar on DVD or CD Package:** You can purchase a self-study package on the subject. You will receive a set of CDs or DVDs that include a digital copy of the seminar manual and post-test/evaluation. You and your colleagues can receive CE hours for a nominal fee. To determine if homestudy credits are available for your profession go to [www.pesi.com](http://www.pesi.com) or call 800-844-8260. Check with your licensing board to verify acceptance of self-study credits for license renewal. Order today by using the order form on this brochure or by calling 800-844-8260.

**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 Kay Friske at [kfriske@pesi.com](mailto:kfriske@pesi.com) or call 715-855-6362.

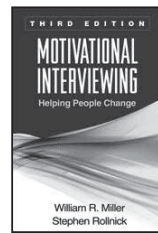
## Save by Including These Products With Seminar Registration!



### Motivational Interviewing in Groups

By Christopher Wagner, Ph.D., and Karen Ingersoll, Ph.D. **Your Presenter!**

A unique clinical resource, this book shows how to infuse the methods and spirit of Motivational Interviewing (MI) into group-based interventions. The authors demonstrate how the four processes of MI with individuals translate into group contexts. They explain both the challenges and the unique benefits of MI groups, guiding practitioners to build the skills they need to lead psychoeducational, psychotherapeutic, and support groups successfully. A wealth of clinical examples are featured. Chapters by contributing authors present innovative group applications targeting specific problems: substance use disorders, dual diagnosis, chronic health conditions, weight management, adolescent risk behaviors, intimate partner violence, and sexual offending.



### Motivational Interviewing: Helping People Change, 3rd edition

By Stephen Rollnick, Ph.D., and William Miller, Ph.D.

This is the authoritative, bestselling guide that professionals and students turn to for a complete introduction to motivational interviewing (MI), the powerful approach to facilitating change. The book elucidates the four processes of MI—engaging, focusing, evoking, and planning—and vividly demonstrates what they look like in action. A wealth of vignettes and interview examples illustrate the “dos and don'ts” of successful implementation in diverse contexts. Highly accessible, the book is infused with respect and compassion for clients. The companion Web page provides additional helpful resources, including reflection questions, an extended bibliography, and annotated case material.



PESI Inc. is proud to offer this seminar (at these locations only) **free** of charge (on live seminar tuition) for veterans and active duty military personnel. **Advanced online registration required.**

## Live Seminar Continuing Education Credit Information

*Credits listed below are for full attendance at the live event only. After attendance has been verified, pre-registered attendees will receive an email from PESI Customer Service with the subject line, "Evaluation and Certificate" within one week. This email will contain a link to complete the seminar evaluation and allow attendees to print, email or download a certificate of completion if in full attendance. For those in partial attendance (arrived late or left early), a letter of attendance is available through that link and an adjusted certificate of completion reflecting partial credit will be issued within 30 days (if your board allows). Please see "live seminar schedule" for full attendance start and end times. NOTE: Boards do not allow credit for breaks or lunch.*

*If your profession is not listed, please contact your licensing board to determine your continuing education requirements and check for reciprocal approval. For other credit inquiries not specified below, or questions on home study credit availability, please contact [cepsi@pesi.com](mailto:cepsi@pesi.com) or 800-844-8260 before the event.*

*Materials that are included in this course may include interventions and modalities that are beyond the authorized practice of mental health professionals. 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 professions standards. PESI, Inc. offers continuing education programs and products under the brand names PESI, PESI Healthcare, PESI Rehab and Psychotherapy Networker.*

**ADDICTION COUNSELORS:** 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.

**COUNSELORS:** This intermediate activity consists of 6.25 clock hours of continuing education instruction. Credit requirements and approvals vary per state board regulations. Please save the course outline, the certificate of completion you receive from the activity and contact your state board or organization to determine specific filing requirements.

**DISTRICT OF COLUMBIA COUNSELORS:** This intermediate activity consists of 6.25 clock hours of continuing education instruction. Credit requirements and approvals vary per state board regulations. Please contact your licensing board to determine if they accept programs or providers approved by other national or state licensing boards. A certificate of attendance will be awarded at the end of the program to participants who are in full attendance and who complete the program evaluation.

**MARYLAND COUNSELORS:** This intermediate activity is approved for 6.25 clock hours of continuing education instruction. The Maryland Board of Professional Counselors recognizes courses and providers that are approved by the NAADAC. A certificate of attendance will be awarded at the end of the program to counselors who complete the program evaluation, to submit to their state board.

**VIRGINIA COUNSELORS:** This intermediate activity consists of 6.25 clock hours of continuing education instruction. Credit requirements and approvals vary per state board regulations. Please contact your licensing board to determine if they accept programs or providers approved by other national or state licensing boards. A certificate of attendance will be awarded at the end of the program to participants who are in full attendance and who complete the program evaluation.

**MARRIAGE & FAMILY THERAPISTS:** This activity consists of 380 minutes of continuing education instruction. Credit requirements and approvals vary per state board regulations. You should save this course outline, the certificate of completion you receive from the activity and contact your state board or organization to determine specific filing requirements.

**NURSES/NURSE PRACTITIONERS/CLINICAL NURSE SPECIALISTS:** This activity consists of 6.25 clock hours of continuing education instruction. Credit requirements and approvals vary per state board regulations. Please save the course outline, the certificate of completion you receive from this activity and contact your state board or organization to determine specific filing requirements.

**OCCUPATIONAL THERAPISTS & OCCUPATIONAL THERAPY ASSISTANTS:** 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.

**PSYCHOLOGISTS:** This live activity consists of 6.25 clock hours of continuing education instruction. Credit requirements and approvals vary per state board regulations. Please save the course outline and the certificate of completion you receive from this live activity. Contact us for more information on your state board or organization specific filing requirements. American Psychological Association credits are not available.

**KENTUCKY PSYCHOLOGISTS:** PESI, Inc. is approved by the Kentucky Board of Examiners of Psychology to offer continuing education for psychologists. PESI maintains responsibility for this program and its content. This activity will qualify for 6.25 contact hours.

**SOCIAL WORKERS:** PESI, Inc. Provider #:1062, is approved as a provider for social work continuing education by the Association of Social Work Boards (ASWB), [www.aswb.org](http://www.aswb.org) through the Approved Continuing Education (ACE) Program. PESI, Inc. maintains responsibility for the program. ASWB Approval Period: January 27, 2017 - January 27, 2020. Social workers should contact their regulatory board to determine course approval for continuing education credits. Social workers participating in this course will receive 6.25 (Clinical Practice) continuing education clock hours for this Intermediate course. A certificate of attendance will be awarded at the end of the program to social workers who complete the program evaluation. Full attendance is required; no partial credits will be offered for partial attendance.

**OTHER PROFESSIONS:** This activity qualifies for 380 minutes of instructional content as required by many national, state and local licensing boards and professional organizations. Save your course outline and certificate of completion, and contact your own board or organization for specific requirements.

## How to Register:

QUESTIONS? Call 800-844-8260 or e-mail us at [info@pesi.com](mailto:info@pesi.com).

### ONLINE

[pesi.com/express/69861](http://pesi.com/express/69861)

### PHONE

800-844-8260

Please have credit card available

### FAX

800-554-9775

### MAIL

PESI  
PO BOX 1000  
Eau Claire, WI  
54702-1000

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

**1 Please complete entire form** (to notify you of seminar changes): *please print; staple duplicate forms.*

**Mail Code:** \_\_\_\_\_  
*See mail code box on address panel on reverse side*

Name \_\_\_\_\_ Profession \_\_\_\_\_

Employer Name \_\_\_\_\_

Employer Address \_\_\_\_\_

Dept./Floor/Suite \_\_\_\_\_

City \_\_\_\_\_ County \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Home/Cell Ph ( ) \_\_\_\_\_

Dept. Ph ( ) \_\_\_\_\_

\*E-mail address \_\_\_\_\_

\*Registrant's e-mail is required to receive your certificate of completion and registration confirmation.

**2 Check location:** (make copy for your records)

**TIMONIUM, MD**

May 15, 2019 [69861TIM]

Holiday Inn Timonium  
9615 Deereco Rd • 21093  
(410) 560-1000

**ELLICOTT CITY, MD**

May 16, 2019 [69861ELL]

Turf Valley Resort & Conference Center  
2700 Turf Valley Rd • 21042  
(410) 465-1500

**FAIRFAX, VA**

May 17, 2019 [69861FAI]

Hilton Garden Inn Fairfax  
3950 Fair Ridge Dr • 22033  
(703) 385-7774

**REGISTER NOW**

[pesi.com/express/69861](http://pesi.com/express/69861)

PLEASE RETURN ENTIRE REGISTRATION FORM

### ADA NEEDS

We would be happy to accommodate your ADA needs; please call at least two weeks prior to the seminar date.

### WALK-INS

Walk-ins are welcome but admission cannot be guaranteed. Call M-F 7:00-6:00 Central Time for space availability if registering within one week of seminar.

### TUITION OPTIONS

• **FREE MILITARY TUITION:** PESI Inc. is proud to offer this seminar (at these locations only) **free** of charge (on live seminar tuition) for veterans and active duty military personnel. **Advanced online registration required.**

• **\$30 Tuition:** If you are interested in being our registration coordinator for the day, go to: [www.pesi.com/coord](http://www.pesi.com/coord) for availability and job description, or call our Customer Service Dept. at 800-844-8260.

• **Groups of 5 or more:** Call 800-844-8260 for discounts.

• **Discounted Student Rate:** As part of its mission to serve educational needs, PESI, Inc. offers a reduced rate of 50% off standard tuition for students. Enclose a current student schedule with registration form. Go to [www.pesi.com/students](http://www.pesi.com/students) or call 800-844-8260 for details.

**Advance registration required.**  
*Cannot be combined with other discounts.*



FOR OFFICE USE ONLY  
KF  
Fed ID # 26-3896894  
© 2019 PESI, Inc.

**3 Check tuition:**

**TUITION** with seminar manual

**\$199.99** – choose one of the options below:

per person for 2 or more preregistering together —OR—  
 single registration postmarked 3 weeks prior to seminar date

**\$229.99** standard

### ADD-ON PRODUCTS

Distributed at seminar—FREE SHIPPING!

**\$55.00\*** *Motivational Interviewing in Groups* book

**\$65.00\*** *Motivational Interviewing, 3rd Edition* book

\*Attendees add applicable state and local taxes except in AK, DE, MT, NH, OR

**4 Indicate method of payment:**

**ALL REGISTRATIONS MUST BE PREPAID. Purchase orders welcome (attach copy).**

Check enclosed payable to **PESI, Inc.**

MC 16 digits  VISA 13-16 digits  AE 15 digits  Discover Novus 16 digits

Card # \_\_\_\_\_

Card Exp. \_\_\_\_\_ V-Code #\*: \_\_\_\_\_

Signature \_\_\_\_\_

(\*MC/VISA/Discover: last 3-digit # on signature panel on back of card.)

(\*American Express: 4-digit # above account # on face of card.)

**CAN'T ATTEND THE SEMINAR?**  
See below for individual product orders

**Motivational Interviewing: Evidence-Based Interventions to Improve Client Engagement and Accelerate Behavioral Change**

\_\_\_ Seminar on DVD\* (video) \$199.99 (RNV048275)

\_\_\_ Seminar on CD\* (audio) \$169.99 (RNA048275)

\_\_\_ **Motivational Interviewing in Groups** book\* \$55.00 (SAM045730)

\_\_\_ **Motivational Interviewing, 3rd Edition** book\* \$65.00 (SAM045345)

\*Shipping is \$6.95 first item + \$2.00 each add'l item.

\*\*Residents add applicable state and local taxes except in AK, DE, MT, NH, OR

Product total \$ \_\_\_\_\_  
\*Shipping \_\_\_\_\_  
Subtotal \_\_\_\_\_  
\*\*Tax \_\_\_\_\_  
TOTAL \_\_\_\_\_

**Questions? Call Customer Service: 800-844-8260**