

## Outline

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

Desire for and fear of change in therapy  
Stages of change  
Assess the client's readiness to change  
Resistance or ambivalence?  
The spirit of MI

### Core MI Processes to Cultivate Change

#### Engaging: *The Relational Foundation*

Avoid the "expert" role  
Respect the autonomy of the client  
Keep the client's best interest in mind  
Acceptance & empathy as tools for eliciting change talk  
The core skills of MI

#### Focusing: *The Strategic Decision*

Match your agenda to the client's goals & priorities  
Agenda mapping  
How to prioritize multiple presenting issues

#### Evoking: *Preparation for Change*

The key ingredient of MI  
Preparatory vs. mobilizing change talk  
Exploring strengths  
The importance of reflective listening  
How to develop discrepancy

#### 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 and Self-Efficacy*

Overcome 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  
Use MI in conjunction with the 12 steps

### Research Limitations and Potential Risks



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. *Limited seats available; advance online registration required.*

## Objectives

1. Correlate the relational and technical components that allow MI to improve clinical outcomes in a positive and supportive way.
2. Model how the four processes and OARS skills of MI help reduce ambivalence and produce change in clients.
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 be integrated to 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.

Don't Miss!  
**LIVE VIDEO  
WEBCAST**

TUESDAY  
February 4, 2020

REGISTER ONLINE  
[pesi.com/webcast/77631](http://pesi.com/webcast/77631)

Bring any Training On-Site!

- Cost Effective for Groups
- Customizable
- Flexible

CE  
credits  
included!

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

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

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

# Motivational Interviewing

Clinical Interventions to Improve Engagement, Resolve  
Ambivalence & Elicit Behavior Change in Clients

**KING OF PRUSSIA, PA**  
Tuesday, February 4, 2020

**LIVE VIDEO WEBCAST**  
Tuesday, February 4, 2020

**CHERRY HILL, NJ**  
Wednesday, February 5, 2020

**WILMINGTON, DE**  
Thursday, February 6, 2020

**PESI®**  
[www.pesi.com](http://www.pesi.com)

REGISTER NOW: [pesi.com/express/77629](http://pesi.com/express/77629)

# Motivational Interviewing

Clinical Interventions to Improve Engagement, Resolve  
Ambivalence & Elicit Behavior Change in Clients

- Empower your most ambivalent and resistant clients to choose change
- Enhance your treatment of anxiety, depression, addictive behaviors and more
- Integrate MI with other treatment modalities to help clients find new ways of thinking, feeling and behaving

**KING OF PRUSSIA, PA**  
Tuesday, February 4, 2020

**LIVE VIDEO WEBCAST**  
Tuesday, February 4, 2020

**CHERRY HILL, NJ**  
Wednesday, February 5, 2020

**WILMINGTON, DE**  
Thursday, February 6, 2020

**PESI®**  
[www.pesi.com](http://www.pesi.com)

A Non-Profit Organization  
CONNECTING KNOWLEDGE WITH NEED  
SINCE 1979

REGISTER NOW: [pesi.com/express/77629](http://pesi.com/express/77629)

# Motivational Interviewing

Are you frustrated with having the same client sessions over and over without any results? Perhaps you're watching your clients struggle with addiction, anxiety, or other mental health challenges, and so far, you've been unable to empower them to make positive changes in their lives. You feel like you're working harder than your client, and you've tried 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.

Join Kriss Haren, experienced motivational interviewing trainer, and she will teach you the skills you need to know in order 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.

**By registering today, you can escape the pattern of struggling with clients, and instead evoke your clients' own motivation to change.**

## Speaker

**Kriss Haren, MA, MS, LPCC-S, RHC-III**, is licensed in the state of Ohio as a supervising professional clinical counselor and has more than 30 years of experience. She has completed advanced training in the clinical application of Motivational Interviewing (MI), supervision of MI in clinical settings, and the very competitive "Training of New Trainers" to become a member of the Motivational Interviewing Network of Trainers (MINT). Since beginning her MI training journey, Kriss has trained over 4,000 professionals from numerous fields, including behavioral health, medical and allied health services, education and dietetics.

In 2013, Kriss created Collaborative Communication Consulting & Training Services, LLC, in order to continue the work of improving patient engagement, patient-provider communication, and inter-professional communication through MI training and specialized consultation services. She works with clients from several states as well as in Canada. Kriss also serves as adjunct faculty at the University of Dayton, where she teaches MI to behavioral health graduate students.

Speaker Disclosure

Financial: Kriss Haren is the Owner of Collaborative Communication Consulting and Training Services, LLC. She receives a speaking honorarium from PESI, Inc.

Non-financial: Kriss Haren has no relevant non-financial relationship to disclose.

## Live Webcast Details and Live Webcast Continuing Education Credit Information

**Join us on February 4, 2020, for this live, interactive webcast!** Invite your entire office and, like a live seminar, "attend" the webcast at its scheduled time. It's easy and convenient! Webcasts provide everything you need for a premier educational experience including real-time video and audio of the speaker. See and hear the speaker, ask questions via email and have them answered during the webcast, and watch the slides all on your computer screen. Seminar materials are available for download. One CE Certificate is included. Certificates of Completion can be printed after completing and passing the on-line post-test evaluation. Additional certificates are available for \$49.99 USD per participant. Please see "live seminar schedule" for full attendance start and end times. NOTE: Boards do not allow credit for breaks or lunch. For CE information for the live webcast, please visit: [www.pesi.com/webcast/77631](http://www.pesi.com/webcast/77631)

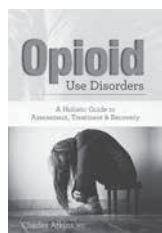


**Hassle-Free Cancellation Policy:** If you contact us before the event date, you can exchange for a self-study package on the subject (CE credits may be available), a certificate to attend another seminar, or receive a tuition refund less a \$30 cancel fee. Substitutions are permitted at any time.

**Seminar on DVD or Digital Format:** You can purchase a self-study package on the subject and 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. If purchasing the digital format, you will receive an emailed order confirmation which contains your login instructions to access the recorded seminar, electronic handouts and online post-test. 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!**

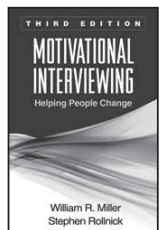


### Opioid Use Disorder

*A Holistic Guide to Assessment, Treatment, and Recovery*

By Charles Atkins, MD

Overdoses have lowered the life expectancy in the United States for two years in a row. The leading cause -- opioids. This epidemic has spread through every sector of our country, destroying lives as parents, friends, families, and those entrapped by opioids struggle to find help.



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

Presented 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.

**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

**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).

### 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" on this brochure 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 [cepesi@pesi.com](mailto:cepesi@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 profession's 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.

**Pennsylvania Addiction Counselors:** For the most up-to-date credit information, please go to: [www.pesi.com/events/detail/77629](http://www.pesi.com/events/detail/77629). \*\*NO PA ADD available for programs held outside of PA\*\*

**Counselors (NBCC):** Motivational Interviewing: Clinical Interventions to Improve Engagement, Resolve Ambivalence & Elicit Behavior Change in Clients has been approved by NBCC for NBCC credit. PESI, Inc. is solely responsible for all aspects of the program. NBCC Approval No. SP-3243. PESI is offering this activity for 6.5 clock hours of continuing education credit.

**Pennsylvania Counselors:** The Pennsylvania State Board of Social Workers, Marriage and Family Therapists and Professional Counselors accepts many national association CE approvals, several of which PESI offers. For a full list, please see your State Board regulations at <https://www.dos.pa.gov/ProfessionalLicensing/Boards/Commissions/>. This Intermediate activity consists of 6.25 clock hours of continuing education instruction.

**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.

**Pennsylvania Marriage & Family Therapists:** The Pennsylvania State Board of Social Workers, Marriage and Family Therapists and Professional Counselors accepts many national association CE approvals, several of which PESI offers. For a full list, please see your State Board regulations at <https://www.dos.pa.gov/ProfessionalLicensing/Boards/Commissions/>. This Intermediate activity consists of 6.25 clock hours of continuing education instruction.

**Nurses, Nurse Practitioners, and Clinical Nurse Specialists:** PESI, Inc. is accredited as a provider of continuing nursing education by the American Nurses Credentialing Center's Commission on Accreditation.

Nurses in full attendance will earn 6.3 contact hours. Partial contact hours will be awarded for partial attendance.

**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 activity consists of 6.0 clock hours of continuing education instruction. The following state psychologist boards recognize activities sponsored by PESI, Inc. as an approved ACCME provider: Alaska, Arkansas, California, Colorado, Georgia, Illinois, Indiana, Kentucky, Maine, Maryland, Missouri, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, Oklahoma, Pennsylvania, South Carolina and Wisconsin. Certificates of attendance will be issued for you to submit to your state licensing board to recognize for continuing education credit.

PESI, Inc. is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians. PESI, Inc. designates this live activity for a maximum of 6.0 AMA PRA Category 1 Credit(s)™. Physicians should only claim credit commensurate with the extent of their participation in the activity.

**Pennsylvania Psychologists:** PESI, Inc. is approved by the Pennsylvania State Board of Psychology to offer continuing education for psychologists. Provider #PSY000211. PESI maintains responsibility for the program(s). This program qualifies for 6.25 continuing education hours.

**Social Workers:** 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, 2017 - January 27, 2020. 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.

**New Jersey Social Workers:** Motivational Interviewing: Clinical Interventions to Improve Engagement, Resolve Ambivalence & Elicit Behavior Change in Clients, Course #2802, is approved by the Association of Social Work Boards (ASWB) Approved Continuing Education (ACE) program to be offered by PESI, Inc. as an individual course. Individual courses, not providers, are approved at the course level. State and provincial regulatory boards have the final authority to determine whether an individual course may be accepted for continuing education credit. ACE course approval period: 01/13/2020 - 01/12/2022. Social workers completing this course receive 6.25 Clinical Practice continuing education credits. Full attendance is required; no partial credits will be offered for partial attendance.

**Pennsylvania Social Workers:** The Pennsylvania State Board of Social Workers, Marriage and Family Therapists and Professional Counselors accepts many national association CE approvals, several of which PESI offers. For a full list, please see your State Board regulations at <https://www.dos.pa.gov/ProfessionalLicensing/Boards/Commissions/>. This Intermediate activity consists of 6.25 clock hours of continuing education instruction.

**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.



**SCAN HERE**  
FOR A SPECIAL OFFER ON  
**BOOKS & CARD DECKS**

## REGISTRATION FORM

### MOTIVATIONAL INTERVIEWING:

CLINICAL INTERVENTIONS TO IMPROVE ENGAGEMENT,  
RESOLVE AMBIVALENCE & ELICIT BEHAVIOR CHANGE IN CLIENTS

**SAVE TIME! Express Register Online: [pesi.com/express/77629](http://pesi.com/express/77629)**

**1 Please complete entire form if sending by mail** *please print legibly* ©2019

**Mail Code:** \_\_\_\_\_ *See mail code box on reverse side above your name & address*

\*Email address \_\_\_\_\_  
**\*Email required to receive registration confirmation, CE certificate, and/or digital product.**

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

Billing Address \_\_\_\_\_  Home  Work

Company Name (if work address): \_\_\_\_\_

City \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

\*Cell Ph ( ) \_\_\_\_\_ Work Ph ( ) \_\_\_\_\_  
**\*Required for event updates**

**2 Select Location** *(make copy for your records)*

**KING OF PRUSSIA, PA • February 4, 2020 (77629KOP)**  
Crowne Plaza Valley Forge  
260 Mall Boulevard • 19406 • (610) 265-7500

**LIVE VIDEO WEBCAST • February 4, 2020 (PLW77629)**  
Broadcast LIVE to your computer!

**CHERRY HILL, NJ • February 5, 2020 (77629CHE)**  
Crowne Plaza / Cherry Hill  
2349 W Marlton Pike • 08002 • (856) 665-6666

**WILMINGTON, DE • February 6, 2020 (77629WLM)**  
DoubleTree Wilmington • 4727 Concord Pike • 19803 • (302) 478-6000

**3 Select Tuition**

**ON-SITE TUITION including seminar manual**  
**\$219.99** – choose one of the options below:  
 per person for 2 or more preregistering together —OR—  
 single registration postmarked 3 weeks prior to seminar date

**\$249.99** standard

**ADD-ON PRODUCTS — Save on Shipping! — Products Distributed at Seminar**

**\$26.99\* Opioid Use Disorder** book (PUB085700)  
 **\$65.00\* Motivational Interviewing, 3rd Edition** book (SAM045345)

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

**WEBCAST with downloadable seminar manual**

**\$219.99** registration (+ tax in HI & NM)

**4 Select Payment Method**

**All registrations must be prepaid.**

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

Purchase order enclosed (Fed ID # 26-3896894)

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

Card # \_\_\_\_\_  
Card Exp. \_\_\_\_\_ CVV#: \_\_\_\_\_  
Signature \_\_\_\_\_

(\*MC/VISA/Discover: last 3-digit # on signature panel on back of card.) (\*American Express: 4-digit # above account # on face of card.)

**ADA NEEDS**  
We would be happy to accommodate your ADA needs: please email [info@pesi.com](mailto:info@pesi.com) or call 1-800-844-8260 at least two weeks prior to the seminar date.

**SAME DAY REGISTRATION**  
Walk-ins are welcome but admission cannot be guaranteed. Contact us for space availability if registering within one week of seminar.

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

**FREE Military Tuition:** PESI Inc. is proud to offer this seminar free of charge on live seminar tuition for veterans and active duty military personnel. *Limited seats available; advance 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, first come, first serve.

**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) for details.

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

**OTHER WAYS TO REGISTER**

Fax: 800-554-9775  
Mail: PESI, Inc.  
PO Box 1000  
Eau Claire, WI 54702-1000  
Phone: 800-844-8260  
Online: [pesi.com/express/77629](http://pesi.com/express/77629)

### CAN'T ATTEND THE SEMINAR?

**Motivational Interviewing: Evidence-Based Skills to Effectively Treat Your Clients**

_____ <b>Online Digital Seminar*</b>	Product total _____
_____ \$219.99 (POS048275) (Email required)	*Shipping - \$6.95 (DVD only) _____
_____ <b>Seminar on DVD**</b>	<b>Subtotal</b> _____
_____ \$219.99 (RNV048275)	**Tax _____
	<b>TOTAL</b> _____

\*For digital seminars, add applicable tax in AL, AZ, AR, CO, CT, DC, HI, IN, IA, KY, LA, ME, MN, MS, NE, NJ, NM, NY, NC, OH, PA, SD, TN, TX, UT, VT, WA, WI, WY.  
\*\*For DVD orders, add applicable tax except in AK, DE, MT, NH, OR  
CE hours and approvals on products may differ from live CE approvals. Additional CE participant prices may vary.