

Note: The D.A.R.N.C.A.T. model stimulates "Change Talk". The more you get Clients to talk about CHANGE, the more likely they are to do so. It is very easy to learn and readily adaptable to nearly any Life Coaching situation you can imagine, where your Client is interested in change, learning growth and achievement. It takes some guided practice from a SageCraft trainer, to get the hang of it

DARN-CAT of Change Talk

Desire

Statements about preference for change.

"I want to ..."

"I would like to ..."

"I wish. ..."

Ability

Statements about Capability.

"I could ..."

"I can ..."

"I might be able to ..."

Reasons

Specific Arguments for Change

"I would probably feel better if ..."

"I need to have more-energy to play with my kids ..."

Need

Statements about feeling obliged to change.

"I ought to"

"I have to"

"I really should ..."

Commitment

Statements about the willingness of change.

"I am going to ..."

"I promise ..."

"I intend to ..."

Actuation

Statements about their willingness to change.

"I am ready to ..."

"I will start tomorrow..."

Taking Steps

Statements about action taken.

"I actually went out and. ..."

"This week I started ..."

Change Talk

Client verbalizes desire, ability, reasons, need, commitment and/or action taken.

“I really see where this change would be good for me and I'm ready to take steps to do it. “

Sustain Talk

Client verbalizes reasons for staying the course, or not changing.

“This seems to hard right now. I don't think I'm ready for the change. “

***Self-exploration
Talk***

Client verbalizes that they are contemplating or exploring issues around change.

“I think my doctor has a point. I would experience much more energy if I lost some weight. “

Resistance Talk

Client verbalizes that they are not willing or able to make a change.

“I'm tired of people suggesting that I need to change. I'd rather go to my death happy than slender. “