



# LET'S TALK ABOUT WEIGHT

A step-by-step guide to brief interventions  
with adults for health and care professionals

## ASK



"Before you leave,  
could I check  
your weight today?"

Weigh and measure the patient

### Calculate BMI

BMI = Weight in kg divided by height in metres squared [weight (kg) / height<sup>2</sup> (m)]

## ADVISE



"One of the best ways to lose weight  
is with support and [insert name of  
weight management service] is  
available today\*. I can refer  
you now if you are willing to  
give it a go?"

### Consider referral options:

See supporting guidance for  
referral criteria

### Considerations:

State that referral is available (\*and free if  
this applies in your area. Consider  
directing to commercial services if  
local provision is not available)

Keep conversations brief (30 seconds)

Confidence is key

## ASSIST

Patient receives  
advice **positively**

- Let the patient know what the next steps are
- Suggest a follow up appointment to monitor the patient and to provide help and encouragement with their weight

Patient is **receptive**  
but **non-committal**  
about a referral e.g.  
wants to try to lose  
weight themselves

- Show acceptance of patient's wishes, acknowledge their concerns and recognise the difficulties of weight loss. Re-emphasise the importance of working to achieve a healthier weight, re-offer your support
- Suggest a follow up appointment to monitor the patient and to provide help and encouragement with their weight

Patient **does not**  
**want to engage** in  
conversation about  
weight management

- Show acceptance of patient's wishes, re-offer your support should they change their mind
- Don't force the issue – leave the door open

## ACTIONS

**1**

Make the referral  
if patient accepts  
offer

**2**

Note in patient's  
records any  
conversations  
about weight and  
the outcomes

**3**

Remember to  
follow up with  
your patient