| REMAP                                    | ADDRESSING GOALS OF CARE   |
|--|--|
| REFRAME why the status quo isn't working | (You may need to discuss serious news such as a scan first.)<br>"Given this news, it seems like a good time to talk about what to do now.<br>We're in a different place."                    |
| EXPECT emotion - respond with empathy    | "It's hard to deal with all this."  "I can see you are really concerned about [x]."  "Tell me more about that—what are you worried about?"  "Is it ok for us to talk about what this means?" |
| AP<br>out what's important               | "Given this situation, what's most important for you?"  "When you think about the future, are there things you want to do?"  "As you look toward the future, what concerns you?"             |
| LIGN with the patient's values           | "As I listen to you, it sounds the most important things are [x-y-z]."   |
| PLAN                                     | "Here's what I can do now that will help you do those important things."   |

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to match values