

# **Counseling Strategies: Support Your Patients' Quit Attempt**



Tobacco Cessation Clinic Enhancement Program Toolkit Series



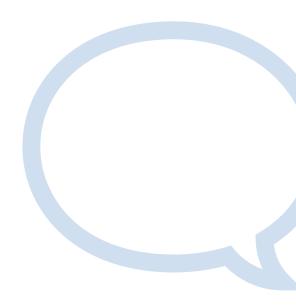
## **Counseling Strategies: Support Your Patients' Quit Attempts**

Best practice for a successful quit attempt combines medication and counseling. Counseling provides support to individuals by tailoring a course of action based on their readiness to quit. Practitioners have over 240 million opportunities each year to address their patient's tobacco use, so using counseling tools can encourage and increase the amount of successful quit attempts among patients.

There are a variety of counseling tools that can be used depending on the time available with your patient. This guide will provide a brief overview of them.

## Pharmacotherapy + Patient Therapy = The Most Effective Formula for Quit Success









Making Cancer History®

## 5 A's: Ask, Advise, Assess, Assist and Arrange

The 5 A's are referenced in many clinical guidelines, including the Clinical Practice Guidelines: Treating Tobacco Use and Dependence. The 5 A's are essential for any patient, regardless of their current state of change, and could be used during brief clinical interactions.

#### 1. Ask

Ask every patient about their tobacco use and if they have ever considered making changes to their tobacco use.

#### 2. Advise

Clearly communicate the importance of quitting. It is most effective to personalize the reasons for quitting (e.g., relating their tobacco use to their current health concerns).

#### 3. Assess

Assess each patient's readiness to engage in a quit attempt.

#### 4. Assist

For patients willing to make a quit attempt, create a treatment plan that includes medication and counseling.

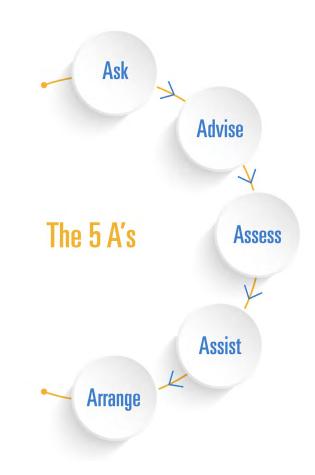
#### 5. Arrange

Provide in person or telephone follow up during treatment.

When supporting patients in a short amount of time (3-5 minutes), the 5 A's process can be reduced to:

#### 1. Ask, Advise and Counsel

2. Ask, Advise and Refer to an outside provider (e.g., a tobacco quitline)



**Counseling Strategies, cont.** 



Making Cancer History®

### **Motivational interviewing**

Once a patient's stage of change is identified, it is important to ask questions that are client-centered, non-judgmental and rooted in empathy. Motivational interviewing is a collaborative conversation style for strengthening a person's own motivation – or more simply put, a conversation about change.

By asking questions rooted in motivational interviewing, clinicians can increase patients' belief in themselves to quit smoking.



The spirit of motivational interviewing

## Strategize with "OARS"

Using OARS enhances the motivational interviewing process:

"OARS"	Characteristics	Example
Open ended questions	<ul> <li>Questions that are engaging, non-judgmental and non-threatening and encourage the patient to talk</li> <li>Do not invite a short answer</li> </ul>	"Tell me about your worries if you were to quit smoking."
Affirmations	<ul> <li>Positive or reinforcing statements that focus on patients' strengths, abilities or efforts</li> <li>Affirm behaviors, not ideas</li> </ul>	"You've been very open and honest today about your smoking and that's not always easy."
	<ul> <li>Use "you" statements vs. "I" statements if possible</li> </ul>	
	• Strengthens the working relationship	
	<ul> <li>Should be genuine and express positive regard and caring</li> </ul>	



"OARS"	Characteristics	Example
Reflections	<ul> <li>States a hypothesis or makes a guess about what the person means</li> <li>Form a statement, not a question</li> <li>In general, a reflection should not be longer than the patient's statement (and, in MI, the patient should be doing at least 50% of the talking)</li> <li>How to form a reflection: <ol> <li>Cut the question words: "Do you me</li> <li>Cut the qualifying stems: "It sounds I "You really want to quit." Or "What has caused problems in your relation caused problems in your relationship</li> </ol> </li> <li>Summaries collect and link material given by patients so providers can then move the patient toward a new goal or task</li> </ul>	like you really want to quit" becomes I'm hearing you say is that smoking onship" becomes "Smoking has
Learn more about	motivational interviewing:	

Learn more about motivational interviewing: <u>Motivational Interviewing: Helping People Change</u> by William R. Miller, Ph.D and Stephen Rollnick, Ph.D.