

The Five As from a Motivational Interviewing Perspective

Ask PERMISSION to discuss readiness to quit tobacco use at every visit.

- If the person says no, honor wishes and offer support: *“If you ever want to talk about it, I’m here for support.”*

Assess readiness to quit.

- Use scaling question: On a scale of 0-10, how ready are you to quit tobacco?
 - *What number do you pick and why? Why not a lower number? What would need to change or happen for you to pick a higher number 3 months from now?*
- Ready 8-10:
 - Explore strategies and discuss plan to quit (see assist).
- Unsure 4-7:
 - Explore ambivalence. Start with the cons, then ask about the pros;
 - Voice confidence in the person’s ability to quit.
I’m confident that if and when you make a firm decision and commitment to quit, that you can be successful.
- Not ready 0-3:
 - Encourage the person to think about quitting.
 - Offer support when they are ready.
 - Express confidence in the person’s ability to quit.

Advise all tobacco users to quit.

- Avoid restrictive language: *should, must, need to, can’t, don’t.*
- Be clear, succinct and non-judgmental.

From my perspective, quitting tobacco is the most important thing someone can do for their health.

Assist tobacco users who are ready with a quit plan.

- Discuss preparing to quit – date, removal of tobacco products, support from friends, practicing not smoking.
- Explore what worked and didn’t work with previous quit attempts.
- Encourage use of medications – discuss products and options.
- Make referral to primary care physician, if needed.
- Provide resources for support (health coaches, Quitline, group support, etc).

Arrange follow up visits.

- Schedule regular times to check in and review progress.
- If relapse occurs, review circumstances and insights gained from experience.
- Encourage another quit attempt.
- Refer to Quitline or other form of support.