

Overview of The 5 A's Framework

1. ASK

- Talk about tobacco use at every visit.
- Be non-judgmental.
- How you ask can either open up or shut down conversation. *Consider an open-ended question, such as: **How does tobacco fit into your day/life?***
- Try to limit closed questions like: *Do you currently use any tobacco products? Or, Have you used any tobacco in the last two weeks?*
- Systematically identify and document when possible.

2. ADVISE

- Urge all tobacco users to consider a quit attempt.
- Offer support.
- Use clear language.
 - **The most important advice I can give you is to quit smoking.**
 - **In light of _____, it is extremely important that you quit.**
 - **How can I help you?**
 - **Quitting is the best thing you can do for your health and well-being.**
 - **I can help you with that.**
- Tailor to personal circumstances.

3. ASSESS

- Determine willingness to make a quit attempt or to modify tobacco use.
- Ask direct, open-ended questions:
 - **What are your thoughts about your tobacco use?**
 - **Tell me what you think about the idea of making a quit attempt.**
 - **What might motivate you to think about quitting?**
 - **If you were ready to quit, what would that look like?**
- Responses will lead you to appropriate strategies (see Assist).
- Re-assess the likelihood of change at each interaction using readiness rulers.
- Discuss changes over time.
- Readiness for change is dynamic; people move back and forth among the stages and sometimes skip stages.

CHANGE TALK

- Listen for change talk (desire, ability, reasons and need for change):
 - *I might quit smoking.*
 - *I'll think about quitting smoking.*
 - *I'll probably get around to it this year.*
 - *I hope to.*
 - *I guess I could try.*
- Be curious, and ask questions to elicit more change talk.

OTHER POSSIBLE SIGNS OF READINESS FOR CHANGE:

- Decreased resistance.
- Noticeable shift in resolve.
- Client asks questions about change.
- Client begins to envision what life might be like after quitting.
- Client begins to experiment with possible change actions.

STAGES OF CHANGE

- Knowing stages of change can help you tailor strategies and tools:
 - Precontemplation: *I'm not interested.*
 - Contemplation: *Well, maybe but...*
 - Preparation: *So, how do I do this?*
 - Action: *OK. I'm ready to give it a try.*
 - Maintenance: *Wow. It is possible.*
 - Relapse: *I slipped up. How do I get back on track?*

5. ARRANGE

Schedule a follow-up visit or refer to appropriate support.

Public Health Units receive SFO funding to coordinate supports and services in local communities.

Smokers' Helpline
www.smokershelpline.ca

Leave The Pack Behind (LTPB)
www.leavethepackbehind.org

Family Health Teams and Community Health Centres may offer free counselling, group support and free nicotine replacement therapy.

Some **addiction services** offer tobacco counselling, group support and free nicotine replacement therapy.

Community Pharmacists offer counselling (fee-for-service) and can prescribe quit smoking medications. Ontario Drug Benefit Recipients may be eligible for free counseling and free medication.

Oral Health Professionals offer cessation counselling (fee-for-service) and can prescribe quit-smoking medications.

Supplemental health insurance may cover the cost of counselling and medication.

4. ASSIST

Choose from a menu of strategies and tools to tailor your intervention (see next page).

Coming Alongside	Confidence Ruler (*p. 44)	Goal Statements	Stress Management
Personalized Feedback (*p. 52)	Values Exploration	Counter Conditioning	Quit Plan (*p. 46)
Self Monitoring (*p. 49)	Decisional Balance (*p. 43)	Mindfulness for Cravings	Pharmacotherapy
Importance Ruler (*p. 44)	Agenda Mapping (*p. 48)	Support Mapping	*reproducible

ASSIST: MENU OF STRATEGIES AND TOOLS

Use the OARS skills: Asking open-ended questions, affirming, reflective listening, summarizing

STRATEGY	TOOLS	ELICIT-PROVIDE-ELICIT	TALKING POINTS
ENGAGE Set the foundation for a good working relationship.	  	Provide information on your approach to brief cessation counselling and the services you can provide.	Ask about clients and the role tobacco plays in their lives. <i>Tell me about a typical day.</i> <i>Where does tobacco fit?</i> <i>What role does tobacco play for you?</i> <i>Would you be interested in knowing about available supports and services to help people quit tobacco use?</i>
STRENGTHEN MOTIVATION Elicit the possibility of change; don't demand it.	 	Provide information on the health risks of tobacco use; the health benefits of quitting.	Ask about interest in quitting, cutting back, quitting for a day or other changes like making car or home smoke-free. <i>Have you ever thought about making a change, even a small change, like taking it outside or cutting back?</i> <i>What do you know about the risks of using tobacco and benefits of quitting?</i>
BUILD CONFIDENCE Identify and affirm efforts, strengths, skills or strategies. Reframe relapse as normal.	 	Provide information on chronic, relapsing nature of tobacco addiction. Normalize multiple quit attempts.	Ask about past quit attempts. <i>Let's talk about past efforts to quit.</i> <i>Tell me what worked?</i> <i>Who was helpful?</i> <i>What were the challenges you faced?</i> <i>How did you deal with those challenges?</i> <i>When did you know you were headed for a lapse?</i> <i>How can we use this information to make a better plan for next time?</i>
RAISE AWARENESS Explore unique characteristics of tobacco use.	 	Provide information on health risks of tobacco use; health benefits of quitting. Discuss triggers and coping strategies.	Ask about a typical day. <i>Tell me about a typical day and how tobacco fits.</i> <i>What triggers you to think about the desire for a cigarette?</i> <i>What role does tobacco play for you?</i> <i>What do you know about your triggers to smoke?</i> <i>Would you be interested in hearing what has helped others to quit?</i>
EXPLORE AMBIVALENCE & HIGHLIGHT DISCREPANCY Hear all sides of the story: for and against change.	  	Provide information on ambivalence.	Ask about the pros and cons of tobacco use, the risks and rewards of quitting, how smoking fits with other values or goals. <i>Tell me a little about what you like about tobacco.</i> <i>Are there any things you don't like about tobacco?</i> <i>What are the benefits of quitting, if any?</i> <i>If you were ever ready, how would you cope with the challenges of quitting?</i> <i>On the one hand you said X, on the other hand, you said Y, what do you do with that?</i>
FOCUS Clarify direction. Identify next steps.	  	Provide information on links between tobacco and other personal areas of interest; connect tobacco with other areas of life.	Ask about plans for the future. <i>Where do you see yourself in 5 or 10 years?</i> <i>Where does tobacco fit in your vision of the future?</i> <i>Given everything that's going on in your life right now, what seems like a realistic next step with respect to your smoking?</i>
ADDRESS CRAVINGS & WITHDRAWAL SYMPTOMS	   	Provide information on withdrawal symptoms and coping strategies.	Ask about past quit attempts. <i>Let's talk about your most recent or most memorable quit attempt.</i> <i>What did it feel like for the first few hours/days/weeks?</i> <i>What did you do to cope with cravings and withdrawal symptoms?</i> <i>What worked? What would you do differently next time?</i>
RELAPSE PREVENTION		Provide information on chronic, relapsing nature of tobacco use; tobacco dependence and the brain; risks of taking just one puff; the importance of trying again after a slip.	Ask about past quit attempts. <i>Tell me about your most recent or most memorable quit attempt.</i> <i>What were the circumstances when the lapse occurred?</i> <i>What would have helped to prevent the lapse?</i> <i>What are some alternative strategies that might help?</i>
PLAN Encourage a statement of intent with as much detail as possible.	 	Provide information on elements of a comprehensive plan; review plans periodically, and include significant challenges and/or lapse.	Ask about past quit attempts. <i>Tell me about your most recent or most memorable quit attempt.</i> <i>Describe the circumstances of the lapse. What changes can we make to your quit plan to prepare for high risk situations like the one you have described?</i>