

The Five-Step Approach in Action

Protocol 2: Women Who Don't Want to Quit

Step 1: Assess

- A. Establish current level of smoking
 - “Your chart says you’re smoking 10 cigarettes a day. Is that right?”
- B. Assess their interest in quitting
 - “Have you ever thought about quitting? Are you interested in quitting during your pregnancy?”
 - If the patient is adamant about not quitting move directly to **Step 2**.
 - If the patient is not adamant about not quitting, use sentences like “many pregnant women quit smoking each year, and you can learn to quit too.”

Step 2: Advise

- A. Give strong advice to quit
 - “We strongly advise all our patients to quit smoking. We feel strongly about this because _____ (give 1 or 2 specific examples of the negative impact of smoking on the baby and on the patient herself). Your manual discusses this in details on page ____.
- B. Discuss benefits
 - “In addition, there are lots of good things you get from quitting, like _____.” (Show appropriate place in manual).

3. Problem Solve

- A. Identify potential problems
 - “It sounds like you are not interested to in quit smoking. Let me ask you, it you knew you could quit successfully, would you quit?”
 - If no, continue with this protocol
 - If yes, “What would keep you from being successful. What would get in the way of your being able to quit?”

At this point you could go to **Step 2**, Problem Solving of Protocol 1.
This is a person who is interested in quitting, but, doesn't think she can do it.
- B. Seek “Do-able” solutions
 - “Even though you’re not interested in quitting right now, people do change their minds. Would you be willing to just

- Read the self-help manual
- Listen to the audio tape
- Think about quitting”?

Step 4: Contract

A. Summarize problem and potential solution

- “You are not interested in quitting right now.”

B. Agree on 1 or 2 “Do-able” actions

- “Your next appointment is on _____. Do you think between now and then you’d be willing to _____.” (Offer most likely actions).

Step 5: Follow-up

A. Make a note in the chart

- “You are not interested in quitting right now but before your next appointment you’re going to _____.”

B. Promise to follow up

- When you come in the nurse will be sure to ask you how things went, and she’ll help you think about the next step.”