

## THE 5 A'S APPROACH

As a pharmacist, you are in an excellent position to help patients quit smoking. This discussion guide will help you start the conversation and assess your patient's needs in a clear, personalized manner.

### 1. ASK (make this your standard of practice)

Start the discussion by asking a few simple questions about your patient's tobacco use, and document on patient's profile or chart.

#### Discussion Examples

*"Are there any smokers in your home?" "Do you smoke?" or "Has your smoking status changed since your last visit?" If current smoker, "Would you be willing to talk for a few minutes about your smoking?"*

### 2. ADVISE

Encourage all smokers to quit, but show empathy and reserve judgment. Let them know the benefits of quitting smoking, identify higher risk patients and tailor the quit smoking message to your patient's needs or situation.

#### Discussion Examples

*"Quitting smoking is the single most important thing you can do to improve your health, with the health benefits beginning within 24 hours."*

### 3. ASSESS

Determine the patient's willingness to make a quit attempt. Start by using the Stage of Change Assessment questions to determine the patient's readiness to quit smoking and identify their current stage of change.

### 4. ASSIST

Offer your help and encouragement. Tell them about your PACT training and the PACT program. Offer to assist them with strategies to quit tobacco based on their needs. Provide them with support materials from the PACT binder.

### 5. ARRANGE

Following up with the patient increases the likelihood of success. Set follow-up appointments and check their progress on the quit date, 3, 7 and 14 days after the quit date.

#### Discussion Examples

*"How are you dealing with cravings and stressful situations?" "Have you had any slips or started smoking again?"*

## Assistance Strategies

Use the following assistance strategies to help move your patient through each stage of change on their path to being tobacco-free.

### PRECONTEMPLATION

- Provide personalized information about health risks from smoking and benefits of quitting. Identify motivators such as health, children, savings, and support of family and friends.
- Ask if there are demands to quit smoking at home/work.
- Offer assistance and schedule follow-up appointment.

### CONTEMPLATION

- Acknowledge any ambivalence about quitting and ask about motivators for quitting.
- Help patients problem-solve to decrease the barriers to quitting such as weight gain, withdrawal, social/behavioral habits, or a history of failure at quitting.
- Help identify resources for support.

### PREPARATION

- Ask if quit date has been set; if no, encourage patient to set one. Consider a written agreement to be co-signed by yourself and patient.
- Help patient increase awareness of smoking habits with a diary.
- Establish patient's degree of nicotine dependence by asking: "How many cigarettes do you smoke a day?", and, "When do you smoke your first cigarette?"
- Determine whether NRT is appropriate. If so, counsel on proper use, dosage, regimen, side effects, and avoiding simultaneous use of tobacco products.
- Determine what happened in past attempts and previous use of NRT. Help patient learn from past experience.
- Determine why patient smokes to plan for triggers, develop coping strategies, and obtain support. Ask what will serve as a substitute for smoking.
- Help identify rewards for each smoke-free day.

### ACTION

- Congratulate on success; offer continued support
- Identify potential or unexpected triggers and strategies to deal with them.
- Ask if patient is rewarding him/herself regularly

### MAINTENANCE

- Identify potential or unexpected triggers and strategies to deal with them.
- Support progress and monitor health.

### TERMINATION

- Patient experiences no temptations, and is 100% confident in all previous situations that were high risk for smoking.