

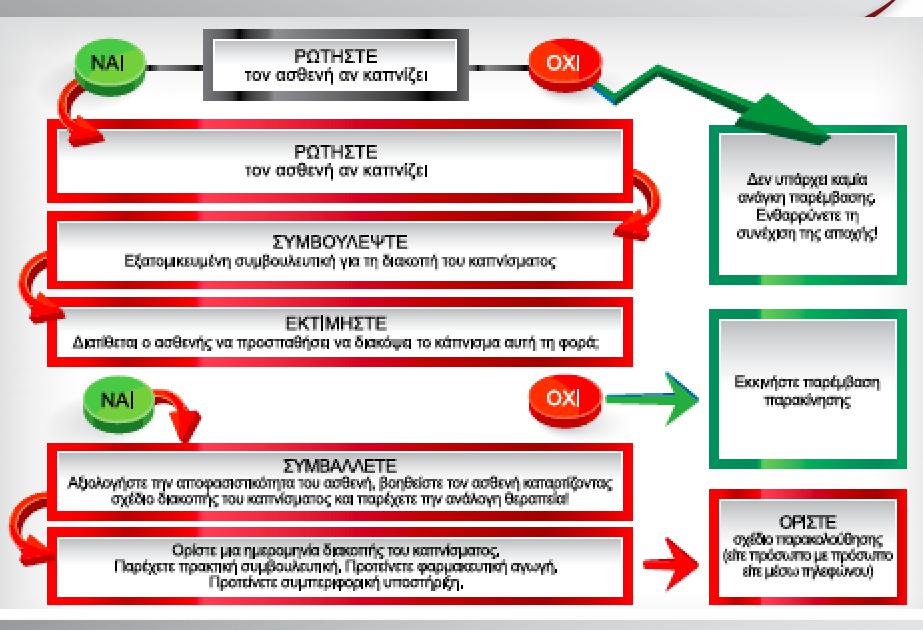


## 2 Fundamental Principles

Treat smoking cessation in exactly the same way that you would manage any other CVD risk factor.

Manage smoking cessation medications in the same way that you would manage other cardiac medications.





## **ADVISE & ASSESS**

### **HEALTH PROFESSIONAL'S ADVICE**

- Clear
- Strong
- Personalized
- Offer of Support

"Unambiguous & Non-Judgmental"



### **ASSESS READINESS TO QUIT**

"Are you willing to work with me to set a quit date in the next month?"

- Not Ready → Provide Self-Help
- Ready → Develop Quit Plan









### Be Positive and Build Patient Self-Confidence

- Acknowledge quitting smoking is not easy.
- Build on past successes (whether its years, months, weeks).
- Communicate availability in new approaches.
- Communicate your confidence in their ability to quit.
- Leave the door open.

## ROADBLOCKS TO QUITING

Fear of Failure
Quit smoking medication
Stress
Weight Gain
Spouse or significant others who smokes
Enjoyment of Tobacco
Loneliness and Boredom
Withdrawal, cravings and mood changes

## **Stress**



Jarvis MJ. ABC of smoking cessation: Why people smoke. BMJ 2004;328:277-279.

#### **FICTION**

Smoking has a relaxing effect on the body

#### **FACT**

Nicotine is a stimulant. Blood pressure increases thereby putting more strain on the heart, decreasing oxygen circulation, and harming cells' ability to heal during stress. Non smokers report feeling less stress than smokers.

## Weight Gain



#### **FICTION**

Quitting smoking always causes weight gain

#### **FACT**

Not all people who quit smoking gain weight. On average, weight gain is minimal (2 - 4lbs) and preferable to the significant health issues associated with tobacco use.

## Weight Gain and Quitting

#### Table 1: Reasons for postcessation weight gain

- Decreased metabolism
- Increased appetite
- Taste and smell return, making food taste better
- Replacing hand-to-mouth action of a cigarette with food
- Lack of physical activity
- Poor diet

## Fear of Failure

- ✓ Whether people state it out loud or not, it is generally safe to assume most smokers and tobacco users fear failure.
- ✓ Most individuals have tried to quit and repeatedly failed.

#### •REFRAME FAILURE:

- ✓ How might it feel if you were able to overcome this?
- ✓ Most smokers need many quit attempts to be successful. In fact, research shows that it's the people who make more quit attempts that are the successful ones – failure seems to be necessary in quitting.



## Leave the Door Open

- •Remain non-judgmental; stay positive and supportive
- Consider "Reduce to Quit" Approach
- •Make sure patients know:
- -They can make an appointment to see you at any time
- -You will ask about smoking at future visits



# Recap >> Motivational Interviewing



## The Spirit of MI - 3 Components

#### Collaboration

Working in partnership

#### Evocation

Draw out ideas and solutions from the patient

### Autonomy

- Patients are ultimate responsible for choosing their behaviours
- Need to draw from patients' goals & values

### 2 Main Phases:

• <u>Phase I:</u> goals are to raise the importance of change, enhance confidence, and resolve ambivalence

 Phase II: solidify patient's commitment to change & negotiate change plan

### **RULE – Principles of MI**

(express empathy, support self-efficacy, develop discrepancy, roll with resistance)



### R – Resist the righting reflex

- ➤ Actively trying to fix patient's problems feel compelled to tell them what and how to do it
- Can lead to resistance

### U – Understand your patient's motivation

- ➤ We do not motivate them, we find the motivation with in them & help them recognize
- ➤ Highlight discrepancies between current behaviour & goals

### L – Listen to your patient

Communicate empathy, reflective listening, attitude of acceptance

### • E – Empower your patient

➤ Patient needs to be actively engaged & believe they are capable

## **OARS – Counseling Skills**

### O – Open-ended questions

#### A – Affirmation

- Clear and genuine understanding and appreciation
- Instill hope & belief they can change behaviour
- Re-orient patient to resources she/he has available strengths

### R – Reflective Listening

- Primary skill
- Simple reflection "so you feel, it sounds like, you're wondering if..."
- Complex reflection infer greater meaning and reflect
- Amplified reflection add intensity to the resistance
- Double-sided reflection "one the one hand...and on the other"
- Use of metaphors

#### S – Summaries

- Helps organize patient's experience
- Enhance understanding

## Eliciting Change – Strategies for Change Talk

- Evocative Questions directs the patient to change talk
  - o "In what ways does smoking concern you?"
  - o "If you decided to make a change, what makes you think you could do it?"
- Elaboration ask for examples that illustrate change talk
  - o "Tell me about a time that you spent \$ on cigarettes when you needed it for something else"
  - "You said things were better when you quit last time. What was happening then?"

## Eliciting Change (2)

### Using Extremes

- Worst imagined outcome if behaviour continues
  - "What concerns you the most? Worst thing that could happen?"
- Best hoped for benefits if change occurred
  - "What do you hope for the most?"

### Looking Back

- Remember things before smoking
  - "What has changed since you started smoking?"

### Looking forward

- How things might unfold in the future
  - ➤ "If you continue to smoke, what do you see happening in 5 years? If you decide to quit, what will it be like in 5 years?"

## Eliciting Change (3)

- Exploring Goals how the behaviour fits with the patient's values or goals
  - What things are most important to you? How does smoking fit into these?
- Assessment Feedback personalized info that builds on goals
  - "Your CO = 35, that is a bit above the average smoker & a non-smoker is usually between 0-2. How does this fit with you know about yourself? What do you make of that?"

#### Readiness Ruler

Scaling questions – "what led you to chose a 7 instead of a 3?"

### **Practicing Affirmations**

(Exercise 4.4)

- Work with a partner
- Talk about 1 patient in each of your practices that you have seen recently
  - Did you use motivational interviewing? (Why/Why Not)
  - Discuss how your interaction with the patient went and what you learned.
- Report back to group about one patient

23

Michalis is a 65 year old patient,

- smoked 2 pack per day for 40+ years
- Smokes within 30 minutes of waking
  - Has never tried to quit before
- Reports not wanting to quit at this stressful time
- Respiratory symptoms have appeared on his exam and you are sending him for further testing
  - He is expecting his first grandchild in the next 6-months

What would an interaction with Michalis sound like?

«Δεν πρόκειται να σας ταλαιπωρήσω επιμένοντας για την διακοπή του καπνίσματος αλλά θέλω πραγματικά να καταλήξουμε σε ένα πλάνο που θα σας βοηθήσει να σταματήσετε το κάπνισμα."

«Τι είναι αυτό που σε αποτρέπει από το να διακόψεις το κάπνισμα; "

Ποια θα ήταν μερικά από τα θετικά στοιχεία της διακοπής του καπνίσματος;

«Τι νομίζεις ότι θα συμβεί εάν συνεχίσεις να καπνίζεις;"

• "Σε μια κλίμακα 1-10 πόσο έτοιμος είσαι να διακόψεις το κάπνισμα αυτή τη στιγμή ;"

- Γιατί βάζεις στον εαυτό σου ένα Χ και όχι 10;
- Γιατί δεν βάζεις ένα 3 ή 4; "

- "Έχετε δοκιμάσει να το διακόψετε στο πρόσφατο παρελθόν;"
- "Μπράβο, καταφέρατε να διακόψετε για 3 εβδομάδες.
   Ο πρώτος μήνας είναι στην πραγματικότητα ο πιο δύσκολος. Μετα γίνεται πολύ πιο εύκολο.
- «Ποια ήταν τα θετικά που εντοπίσατε κατά το διάστημα που είχατε διακόψει το κάπνισμα;"
- «Τι μάθατε από αυτή την εμπειρία;"

## **The Quit Plan Visit**

## What we are up against

#### **ADDICTION**

60-70% of Tobacco Users
Report High Levels of
Addiction

#### **BEHAVIOURAL-ENVIRO**

Routines, Triggers

## NEGATIVE AFFECTVE STATES

Mood, Stress, Anger, Anxious

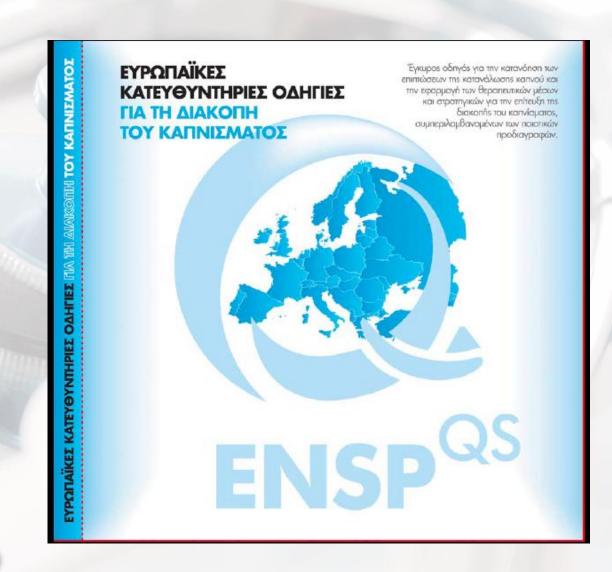
## 3 Fundamentals

**Effective Counselling** 

**Pharmacotherapy** 

**Book Follow-up Appointment** 

### **BEST PRACTICE GUIDELINES.....**









### The Quit Plan Visit

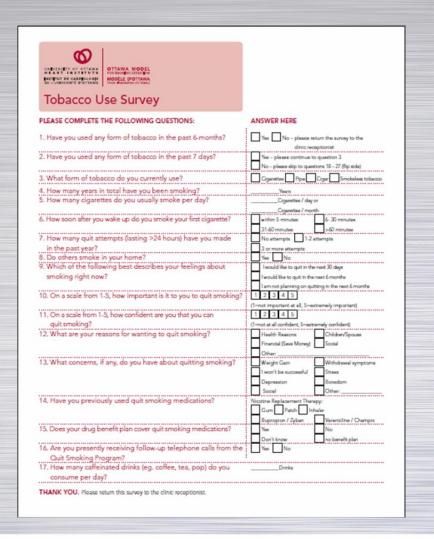
#### In this visit you will:

- 1. Give an overview of the visit and the quitting process
- 2. Ensure the patient is motivated to quit
- 3. Review smoking history and assess nicotine dependence
- 4. Set a quit date
- 5. Choose a quit smoking medication
- 6. Choose a method of follow-up support
- 7. Review preparation for the quit date
- 8. Review what to expect once they have quit
- 9. Discuss smoking routines and plans for high risk situations
- 10. Book follow-up appointment



## **TOBACCO USE SURVEY**

- Time saver
- Identify smokers
- Assess readiness
- Counselling prompts
  - Smoking history
  - Barriers/motivators



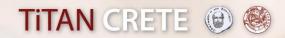






## Assessment

- # cigs/day
- # years Smoking
- Importance of quitting (1-10)
- Confidence with quitting (1-10)
- Nicotine Addiction (Fagerstrom Test)
- Anxiety / Depression
- Readiness to quit (next 30 days, next 6-months, not ready)
- Past Quit Attempts
- Reasons for quitting / Concerns about quitting
- CO reading or Lung Age (if available)



## **ASSIST & ARRANGE**

#### **TITAN CRETE**

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## Patient Quit Plan

#### ΗΡΘΕ Η ΩΡΑ ΝΑ ΔΙΑΚΟΨΕΤΕ ΤΟ ΚΑΠΝΙΣΜΑ

Είναι δύσκολο αλλά όχι ακατόρθωτο να διακόψετε το κάπνισμα! Κάθε γρόνο, χιλιάδες άνθρωποι τα καταφέρνουν. Μπορείτε και εσείς!

ΤΟ ΑΤΟΜΙΚΌ ΣΑΣ ΠΡΟΓΡΑΜΜΑ ΓΙΑ ΝΑ ΔΙΑΚΟΨΕΤΕ ΤΟ ΚΑΠΝΙΣΜΑ ПЕРІЛАМВАНЕІ 4 ВНМАТА:

ΒΗΜΑ 1: Ορίζετε την ημερομηνία διακοπήςσε	λ	4
ΒΗΜΑ 2: Επιλέγουμε φαρμακοθεραπείασε	A	6
ΒΗΜΑ 3: Προετοιμάζουμε την διακοπήσε	À.	14
DUBAA A. T		41.60









## Assess Readiness, Concerns, Past Experience

"How ready are you to quit smoking?"

"What are some of the good things smoking does for you?"

"What are some of the not-so-good things smoking does for you?"

"What are your concerns about quitting?"

"Tell me about the last time you quit smoking? What worked well – what didn't work so well"

#### Step 1 – Set a Quit Date

"Here is a calendar of the next month, I would like your to pick a quit date"



## Step 2 – Choose a Quit Smoking Medication

#### PATCH OR PILL?

- Screen for contraindications
- Assess Patient Preference (History)
- Assess Cost Concerns
- Review Instructions, Possible Side Effects







## Comparison of Monotherapy and Combination Therapies

Pharmacotherapy	Estimated OR (95% CI)	Estimated Abstinent Rate (95% CI)
Placebo	1.0	13.8
Nicotine Patch	1.9 (1.7-2.2)	23.4 (21.3-25.8)
High Dose Patch	2.3 (1.7-3.0)	26.5 (21.3-32.5)
Nicotine Inhaler	2.1 (1.5-2.9)	24.8 (19.1-31.6)
Nicotine Gum	1.5 (1.2-1.7)	19.0 (16.5-21.9)
Bupropion	2.0 (1.8-2.2)	24.2 (22.2-26.4)
Varenicline	3.1 (2.5-3.8)	33.2 (28.9-37.8)
Patch + Inhaler	2.2 (1.3-2.6)	25.8 (17.3-36.5)
Patch + Gum	2.6 (2.5-5.2)	26.5 (28.6-45.3)
Patch (long-term; > 14 weeks) + ad lib NRT (gum or spray)	3.6 (2.5–5.2)	36.5 (28.6–45.3)
Patch + Bupropion	2.5 (1.9-3.4)	28.9 (23.5-25.1)

<sup>1</sup> Fiore et. al. Treating Tobacco Dependence Clinical Practice Guidelines. USDHHS. 2008. 2 Ebbert et. al. Nicotine Tob Research 2009; 11 (5); 572-6. 3 Ebbert et. al. Nicotine and Tobacco Research 2009; 11 (3): 234-9.

## Κόστος φαρμακοθεραπείας διακοπής καπνίσματος

Φαρμακοθεραπεία	Κόστος ανά μονάδα	Κόστος ανά εβδομάδα	Κόστος για θεραπεία 12 εβδομάδων
Βαρενικλίνη/ Champix	€45 Για 14 ημέρες	€23	€270
Βουπροπιόνη/ Zyban	€53 Για 30 ημέρες	€13	€160
Επίθεμα νικοτίνης	€13 Για 7 ημέρες	€13	€160
Εισπνεόμενο	€19 Για 42 δοχεία €15 μόνο ανταλλακτικά δοχεία	€8 - €19	€100 - \$200
Τσίχλα νικοτίνης 2 mg	€4.90 Για 30 τεμάχια	€5 - 25	€50 - 250
Τσίχλα νικοτίνης 4 mg	€9.90 Για 30 τεμάχια	€ 10 - 40	€100 - 400
Σπρέι νικοτίνης	€19	€19	€228

## Πόσο σας κοστίζει το κάπνισμα;



Πόσα χρήματα ξοδεύετε για τσιγάρα την εβδομάδα;

• Παράδειγμα: €31.5 (€4.5 το πακέτο x 7 ημέρες)

Πολλαπλασιάστε επί 52 εβδομάδες

Παράδειγμα: €31.5 x 52 εβδομάδες

Ετήσιο κόστος: **€1,638** 



## Step 3 - Make the Commitment

- Plan Ahead (what will you do instead)
- Tell friends/ family ask for their support
- Pick up medications

## Step 3 – On the Quit Date

- Throw out cigarettes, ashtrays, lighters
- There is no such thing as "just one"
- Sensitivity to Caffeine >> Cut back by half



#### Caffeine Ingestion

- Caffeine metabolism altered by cessation
- Caffeine levels may rise: 2-3 x higher!
- Consider reducing caffeine intake
- Consider substituting de-caffeinated drinks
- Be aware of similarities between 'caffeinism' and withdrawal symptoms

# Step 4 Staying Quit - What to Expect

- Coughing
- Cravings and withdrawal
- Mood Changes
- Weight Gain

### Cravings and withdrawal

#### Withdrawal

Worst is usually last 3 to 5 days but can last longer

#### **Cravings**

- Worse of it will generally last 3 to 5 minutes
- Try to keep yourself busy
- Avoid places which you will have the urge to smoke
- Change your routine

<sup>\*</sup>Improves over time the longer you go without a single puff

<sup>\*</sup>Remind the patient that cravings are normal and that meds/NRT may make them easier to deal with

#### Nicotine Withdrawal Symptoms

Symptoms	Duration	Prevalence
Irritability / aggression	< 4 weeks	50%
Depression	< 4 weeks	60%
Restlessness	< 4 weeks	60%
Poor concentration	< 2 weeks	60%
Increase appetite	> 10 weeks	70%
Light-headedness	< 48 hours	10%
Night-time awakenings	< 1 week	25%
Constipation	> 4 weeks	17%
Mouth ulcers	> 4 weeks	40%
Urges to smoke	> 2 weeks	70%

#### The 4 D's

- **DELAY**
- **DISTRACT**
- **DRINK WATER**
- <u>D</u>EEP BREATHS

### Identify 3 High Risk Scenarios

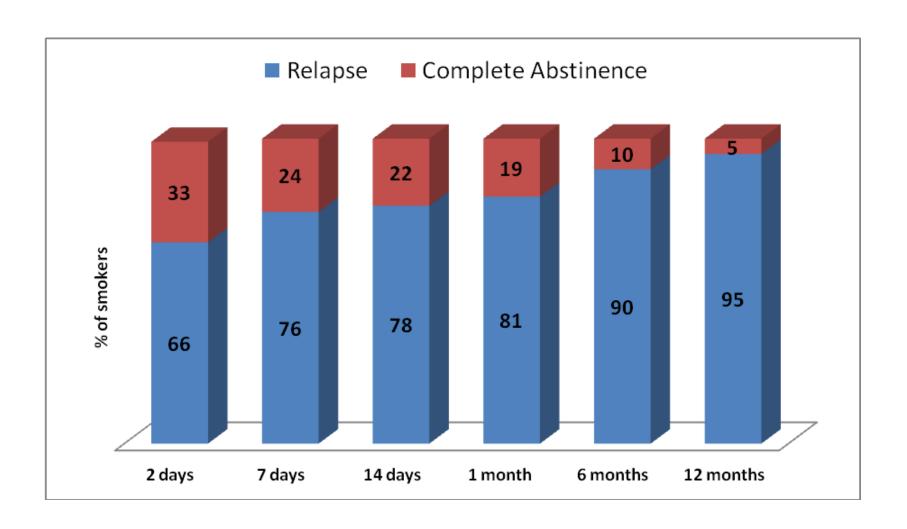
- Have the patient identify 3 situations they will face in the next 2 weeks that they may feel tempted to smoke
  - First thing in the morning
  - Driving
  - At work
  - Coffee breaks
  - With friends
- Have them identify what they can do instead.
- Use quit plan to document....or assign as homework.

## Schedule Follow-up Visit

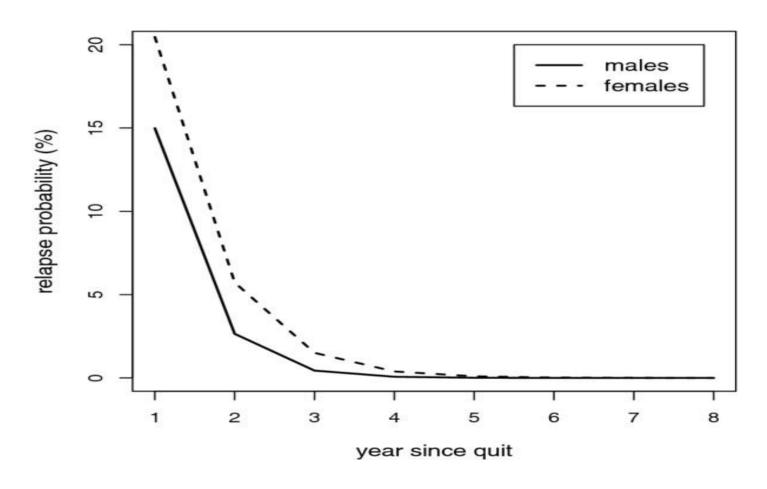
Flexible (1-4 weeks following quit date)

Sooner if confidence is low

#### Relapse Curve First Year - Unaided



## Probability of Relapse by Year



#### Nicotine Metabolism

Large variations exist in nicotine metabolism affecting quit efforts.

Slower metabolism allows brain and body to meet nicotine needs with:

- Lower cigarette consumption
- Reduced smoking intensity
- Reduced withdrawal symptoms
- Higher quitting rates

John is a 58 year old patient,

- smoked 1 pack per day,
- Smokes within 30 minutes of waking
  - Has used NRT in the past,
- Experienced significant cravings in past quit attempt

What questions do you have for John? What pharmacotherapy(ies) would you recommend?

Anastasia is a 43 year old patient,

- smoked 1 pack per day,
- Smokes within 5 minutes of waking
  - Has used NRT in the past,
  - Reports depressive symptoms
- Reports feeling uncertain about quitting today, despite agreeing to quitting – Confidence = 4/10

What questions do you have for Anastasia? Would you recommend pharmacotherapy(ies)?

#### Reduce to Quit

#### Ask for permission

 "Would you be willing to work with me to cut back on the number of cigarettes you smoke and then we can talk again in a few weeks about quitting?"

#### Prescribe pharmacotherapy

• "I want you to begin using this medication immediately. It is completely safe to continue smoking while using the medication."

#### Strategic advice

Instruct patient to reduce the number of cigarettes smoked during this time.

#### Schedule follow-up appointment

In 2 to 4 weeks time.



## The cut back process with NRT

• **Step 1:** 0-6 weeks

Cut down to 50% of cigarette consumption

Step 2: 6 weeks to 6 months

Continue to cut down, stop completely

Step 3: 6-9 months

Stop smoking completely, continue NRT

Step 4: within 12 months

Stop using NRT by 12 months



### **Follow-up Visit**

#### **Assessment**

- 1. Smoking status
- 2. Medication compliance
- 3. Withdrawal symptoms
- 4. Changes in mood
- 5. Common side effects of the medication
- 6. Caffeine intake
- 7. Cravings
- 8. Assess relapse risk & confidence



#### **Relapse Prevention**

#### What are your "high risk" situations for smoking?

Have the patient identify 1-3 potentially high risk situations and develop plans to deal with them

#### Common "high risk" situations:

- Arguments with family/friend/spouse
- Pressure/stress at work
- Holidays
- Bereavement
- When under the influence of alcohol
- When on vacation

## **Reduce to Quit Approach**

John is a 58 year old patient, smoked 1 pack per day, his scheduled quit date was 2 weeks ago, you had prescribed nicotine patch

you are seeing him in clinic for your follow-up visit,
John has quit but is having a difficult time with
withdrawal symptoms and cravings

- Conduct assessment
- Modify Plan to Meet John's Needs



Maria is a 40 year old patient, smoked 1 pack per day, his scheduled quit date was 1 weeks ago, you had prescribed varenicline

You are seeing her in clinic for your follow-up visit,

Maria has quit but is experiencing significant nausea and would like to discontinue medication

- Conduct assessment
- Modify Plan to Meet Maria's Needs



Maria is a 40 year old patient, smoked 1 pack per day, his scheduled quit date was 1 weeks ago, you had prescribed varenicline

You are seeing her in clinic for your follow-up visit,

Maria has quit but is experiencing significant nausea and would like to discontinue medication

- Conduct assessment
- Modify Plan to Meet John's Needs



Niko is a 60 year old patient, smoked 2 pack per day, his scheduled quit date was 4 weeks ago, you had prescribed varenicline

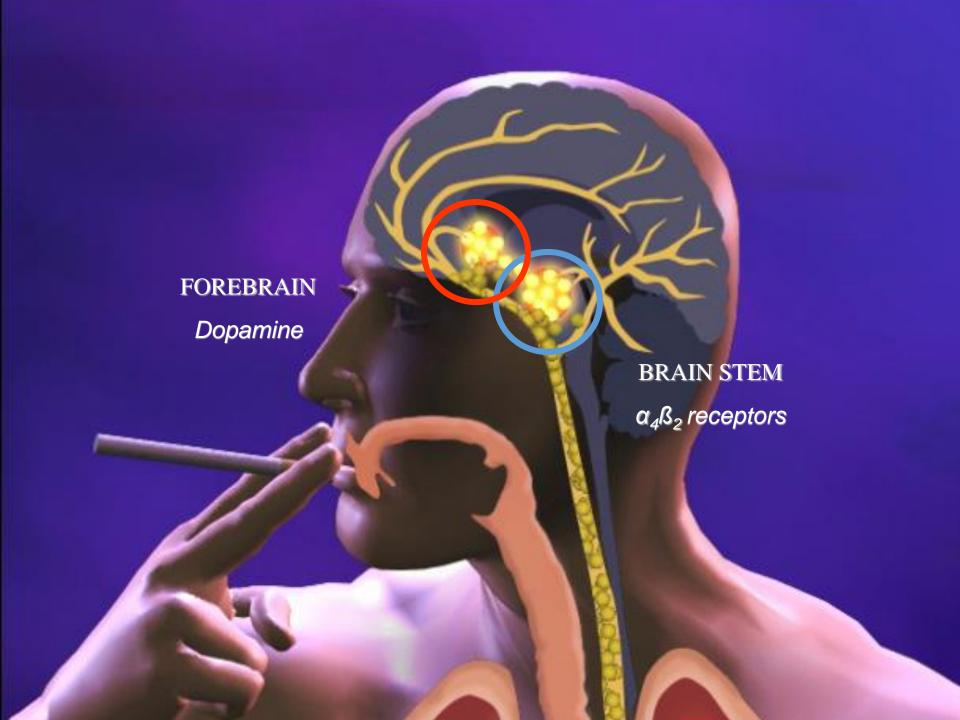
You are seeing him in clinic for your second follow-up visit,

Niko has been able to cut back on cigarette use but has not been able to quit and reports smoking 5-10 cigarettes per day

- Conduct assessment
- Modify Plan to Meet Niko's needs

#### **Considerations**



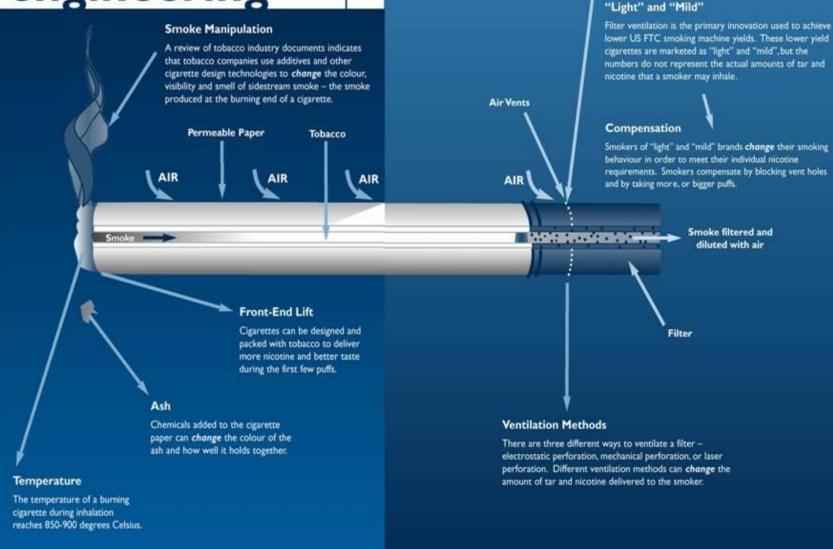


#### Smoking is one of the most difficult substances to quit.

 Tobacco is as addictive as heroin (as a mood & behavior altering agent).

- Nicotine is:
  - 1000 X more potent than alcohol
  - 10-100 X more potent than barbiturates
  - 5-10 X more potent than cocaine or morphine
- A 1-2 pack per day smoker takes 200-400 hits daily for years. This constant intake of a fast acting drug (which affects mood, concentration & performance).. eventually produces dependence.

# **Cigarette ✓ engineering**



Filter Ventilation

drawn in when a smoker takes a puff.

A cigarette filter has tiny holes in it that allows air to be

CT1 Clinical Tobacco Intervention Bulletin www.ctica.org





#### TITAN CRETE







OTTAWA MODEL
FOR SMOKING CESSATION
IN PRIMARY CARE
MODÈLE D'OTTAWA
POUR L'ABANDON DU TABAC
EN SOINS PRIMAIRES

