

Elicit Change Talk

● Ask Evocative Questions Reasons for change:

- Why would you want to make a change in this part of your life?
- If nothing changes, what might happen? What's at stake?
- What are some of your concerns about smoking?

● Explore pros and cons

- What might need to be different for you to think about quitting?
- What would need to happen for you to think about quitting?
- If you quit, how would your life be different? What would be the first sign you are ready to quit? How would others say you are different?

● Looking Back (at previous quits)

- What were things like when you quit before? What were you like back then?
- How has smoking stopped you from growing, from moving forward (impacted your life)?
- Way back then, what inspired you to quit?

● Looking Forward

- How would you like things to turn out for you? Where would you like to be?
- Where are you now? Where would you like to be?
- How might your life be different if you quit? How might it impact your relationships and other aspects of your life (e.g., work, free time)?

● Use Change Rulers (on a scale of 0 to 10)

- How ready are you...?
- How important is it to you to...?
- How confident are you...?