

# Tobacco-Use Counseling Sheet

Based on the 5 As: Ask, Advise, Assess, Assist, & Arrange

Place Patient Label Here

## 1. **ASK** every patient, every time: “Do you ever use tobacco products, for example cigarettes, e-cigarettes, or dip?”

If no, thank them and provide a brief prevention message. If they have recently quit, go to step 3 to assess challenges, confidence, and need for support. Otherwise, ask follow-up questions to learn the following:

- Cigarettes \_\_\_\_\_ packs per day / week (circle one), currently / formerly (circle one)
- E-cigarettes \_\_\_\_\_ per day / week (circle one), currently / formerly (circle one)
- Smokeless (dip, snuff, chew) \_\_\_\_\_ cans per day / week (circle one), currently / formerly (circle one)
- Cigars or cigarillos \_\_\_\_\_ per day / week (circle one), currently / formerly (circle one)
- Hookah \_\_\_\_\_ per day / week (circle one), currently / formerly (circle one)
- Other \_\_\_\_\_

## 2. **ADVISE** them to quit: “As a health professional, the best advice I can give you is to quit.”

Using nonjudgmental language, deliver clear, strong, and personalized encouragement to quit. Acknowledge that while quitting is hard, it will improve their health, save them money, benefit any children in their care, etc.

## 3. **ASSESS** their willingness to make a quit attempt: “Would you be willing to try to quit in the next 30 days?”

- No** (pre-contemplation stage): Patient is not interested in quitting and may be defensive of their tobacco use. They may believe they are too addicted to quit. At some point, most people in this stage move to the contemplation stage.  
What to do: Provide a brief motivational message and leave the door open to future conversations. For example: “I feel strongly about tobacco use and its effect on your health. I understand that quitting can be hard, but I am here to support you. I’ll ask you about this again the next time I see you.”
- Maybe** (contemplation stage): Patient is considering quitting in the future but is not yet ready to try. They are more open to receiving information and identifying barriers that prevent them from quitting. Continue to step 4: Assist.
- Yes, soon** (preparation stage): Patient is ready to make a plan to quit and may have set a date to quit smoking in the next few weeks. They already may be trying to smoke, vape, or dip less. Continue to step 4: Assist.
- Yes, now** (action stage): Patient is actively quitting (has quit within the last six months). This stage is the period in which they will need the most help and support. Congratulate them and continue to step 4: Assist.
- Already quit** (maintenance stage): Patient has quit more than six months ago and may need support remaining a non-smoker. They may slip and have a cigarette but can learn from this, so it doesn’t happen again. Congratulate them and offer stress management tools or other resources that may help them stay tobacco-free.

Notes: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**4. ASSIST them with brief counseling, medication, and referrals**

Encourage the patient to set a quit date within the next 30 days. Ask about any previous quit attempts, including which – if any – quit-smoking medications or counseling they used. Discuss strategies for dealing with nicotine withdrawal and things that might trigger them to return to smoking.

Patients are most likely to quit successfully if they use a quit-smoking medication *and* group, one-on-one, or telephone counseling. Free telephone counseling is available 24/7 through Quit Now Kentucky (1-800-QUIT-NOW).

**Patient's Quit Date:** \_\_\_\_\_

**Referrals (check all that apply):**

- Quitline
- Freedom From Smoking®
- Other counseling / class: \_\_\_\_\_
- Other: \_\_\_\_\_

**Quit-Smoking Medicines (check all that apply):**

- Nicotine patches
- Bupropion (AKA *Zyban* or *Wellbutrin*)
- Nicotine gum
- Varenicline (AKA *Chantix*)
- Nicotine lozenge
- Nicotine spray
- Nicotine inhaler

**5. ARRANGE to follow up**

Follow up in person or by phone within a week of the patient's quit date. A second follow-up within the first month is also recommended. If you enter a referral to 1-800-QUIT-NOW, you also may be able to see whether the patient enrolled in the program or spoke with a quit coach. If they did not, the patient may have been in the contemplation stage and need more encouragement to quit or information about the process.

Additional Notes: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Staff Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**QUIT NOW  
KENTUCKY  
1-800-QUIT-NOW**

Quit Now Kentucky is a free quitline staffed by trained professionals who can help provide motivation to quit, judgement-free support creating a quit-plan, and help learn how to cope with cravings.

Many Kentuckians can also receive free quit-smoking medicines like nicotine gum, patches, and lozenges through Quit Now Kentucky.

**Submit referrals and get more information at [QuitNowKentucky.org](http://QuitNowKentucky.org).**