

## 4. Negotiate a Plan

This is the last step of the Brief Intervention (BI). During this step, the goal of the practitioner is to offer education and advice about the importance of reducing use in a way that is appropriate for the client/patient's risk level. It should be noted that clients/patients expect candid feedback and advice from practitioners; however, it is important to be aware of how this advice ought to be "offered." Hence, there are basic Motivational Interviewing strategies to get patients/clients to start thinking about change during this step of the BI and what to do if the client is resistant to change/raising issues.

❖ **Summarize and offer educational advice about the importance of reducing use:**

*"Let's summarize what we have discussed so far. We uncovered that your substance use may be aggravating your [health issue]. Given this information, you rated your readiness at a (#).*

❖ **If the client/patient demonstrates they are Ready to Change:**

Ask the client/patient: *"So what would change look like for you?"*

**Give educational advice (state a recommendation based on health concerns):**

*"The best way you can reduce the likelihood of experiencing current/future health issues is to either cut down on your use or stop using completely."*

❖ **If the client/patient is Not Ready to Change:** If the client/patient expresses that they are not ready to change, use the following MI techniques:

*"I understand that this information is new to you, so you are not quite sure how you feel about changing yet. This is O.K. I simply wanted to provide you with information regarding the potential relationship between your current pattern of use and the kinds of health concerns you may be experiencing."*

**MI Techniques to help the Patient/Client Move towards Change:**

Express Empathy

Explore Discrepancy

Roll with Resistance

Support Self-Efficacy

❖ **Regardless of the client/patient's change status, ask to schedule a follow-up appointment to check in on their plan or future considerations.**

*"If it's alright with you, I would like to schedule a follow-up where we can revisit where you are with your substance use sometime in the future. How does that sound?"*