

**MATCHING THE APPROPRIATE SMART RECOVERY® “TOOL”
WITH THE STAGES OF CHANGE**

Stage of Change	Strategy & Recommended Tool
<p>Pre-Contemplative: “What problem? Don’t bug me”. Just visiting the meeting. Often a court or EAP program coerced presence.</p>	<p>Strategy: Elicit an open discussion and perceptions of the whole situation.</p> <p>Tool(s) to Use: ABC #2 (for Emotional Upsets – on another person’s problem)</p>
<p>Contemplative: “I want to change, but then I don’t.” Ambivalent (rather than unmotivated or in “denial”).</p>	<p>Strategy: Help clarify the situation via motivational interviewing.</p> <p>Tool(s) to Use: Cost/Benefit Analysis Brainstorming ABC #2 for Emotional Upsets</p>
<p>Determination & Preparation: “I know I need to, but how?”</p>	<p>Strategy: Help the individual determine the best course of action or plan. Offer a menu, advice if/when requested, recommended readings, and a date to start.</p> <p>Tool(s) to Use: Cost/Benefit Analysis Role Playing ABC #2 for Emotional Upsets</p>
<p>Action: “Now I’m working on it.”</p>	<p>Strategy: Help with practical methods, encouragement and sources of social support.</p> <p>Tool(s) to Use: ABC #1 and ABC #2 DISARM Brainstorming Role Playing Review Cost/Benefit Analysis</p>
<p>Maintenance: “Need to stay with it.”</p>	<p>Strategy: Help identify and use relapse prevention strategies. Anticipate “abstinence violation effect” in case of a “lapse”. Work on other problems or life-style changes to find a balanced and rewarding life.</p> <p><i>Relapse:</i> “Better try again and learn” vs. “might as well give up”. Help to cycle back into appropriate stage without becoming stuck or demoralized. Re-frame set backs as grist for the mill and a mistake.</p> <p>Tool(s) to Use: ABC #1 and ABC #2 DISARM Brainstorming Role Playing Review Cost/Benefit Analysis</p>
<p>Permanent Exit or “Graduation”: “Moving on to other things”.</p>	<p>Strategy: Support self-efficacy and closure, while allowing for return.</p>

Acknowledgements: Prochaska, J.O., DiClemente, C.C. & Norcross, J.C. *In Search of How People Change: Applications to Addictive Behaviors*, American Psychologist, 47, 11-2-1114, 1992, and Prochaska, J.O., Norcross, J.C., & DiClemente, C.C. *Changing for Good*