

BNI-ART INSTITUTE INTERVENTION ALGORITHM

BNI STEPS	DIALOGUE/PROCEDURES
1. Raise subject and ask permission	<ul style="list-style-type: none"> ➤ Hello, I am _____. Would you mind taking a few minutes to talk with me confidentially about your use of [X]? <<PAUSE and LISTEN>> ➤ Before we start, could you tell me a little about yourself and your goals...What's important to you?
2. Provide feedback <ul style="list-style-type: none"> • Review screen • Make connection (no arguing) • For alcohol... Show NIAAA guidelines & norms 	<ul style="list-style-type: none"> ➤ From what I understand, you are using [insert screening data]... We know that drinking above certain levels, smoking and/or use of illicit drugs can cause problems, such as [insert medical info]...I am concerned about your use of [X]. ➤ What connection (if any) do you see between your use of [X] and this ED visit? If pt sees connection, reiterate; If pt does not see connection: make one using medical info ➤ These are the upper limits of low risk drinking for your age and sex. By low risk we mean you would be less likely to experience illness or injury if you stay within the guidelines.
3. Enhance motivation <ul style="list-style-type: none"> • Explore Pros and Cons • Use reflective listening • Readiness to change • Reinforce positives • Develop discrepancy between ideal and present self 	Ask pros and cons <ul style="list-style-type: none"> ➤ Help me to understand what you enjoy about [X]? <<PAUSE AND LISTEN>> ➤ Now tell me what you enjoy less about [X] or regret about your use of [X] <<PAUSE AND LISTEN>> On the one hand you said... <<RESTATE PROS>> On the other hand you said.... <<RESTATE CONS>> ➤ So tell me, where does this leave you? [show readiness ruler] On a scale from 1-10, how ready are you to change any aspect of your use of [X]? ➤ Ask: Why did you choose that number and not a lower one like a 1 or a 2? Other reasons for change? ➤ Ask: How does this fit with where you see yourself in the future?
4. Negotiate & advise <ul style="list-style-type: none"> • Negotiate goal • Benefits of change • Reinforce resilience/resources • Summarize • Provide handouts • Suggest PC f/u 	What's the next step? <ul style="list-style-type: none"> ➤ What do you think you can do to stay healthy and safe? ➤ If you make these changes what do you think might happen? ➤ What have you succeeded in changing in the past? How? Could you use these methods to help you with the challenges of changing? ➤ This is what I've heard you say...Here's an action plan I would like you to fill out, reinforcing your new goals. This is really an agreement between you and yourself ➤ Provide agreement and information sheet ➤ Suggest Primary Care f/u to support plan ➤ Thank patient for his/her time

