

Brief Negotiated Interview (BNI) Algorithm

1. Raise the subject	<i>Is it OK if we discuss the health & wellness questionnaire you completed?</i>
2. Pros & Cons Elicit Summarize	<i>Help me understand the good things about using [X]. What are some of the negatives?</i> <i>So, on the one hand [PROS], and on the other hand [CONS].</i>
3. Information & feedback Provide Elicit	<i>I have some information on low-risk guidelines for drinking and drug use, would you mind if I shared them with you?</i> <i>We know that ...</i> <ul style="list-style-type: none">• drinking 4 or more (Women) / 5 or more (Men) drinks in a few hours,• drinking more than 7 (Women) / 14 (Men) drinks in a week, and/or• using illicit drugs of any kind <i>... can put you at risk for social or legal problems, as well as illness and injury. It can also cause health problems like [insert medical information].</i> <i>What do you think about that?</i>
4. Readiness ruler Reinforce positives Ask about lower number	<i>On a scale from 1–10, with 1 being not ready at all and 10 being completely ready, how ready are you to change your [X] use?</i> <i>You marked _____. That means you're _____% ready to make a change!</i> <i>Why did you choose that number and not a lower one like a 1 or 2?</i>
5. Negotiate a plan Identify strengths & supports Have patient write down steps Offer appropriate resources	<i>What are some steps you can take to reduce your risk?</i> <i>What will help you to reduce the things you don't like about using [X]?</i> <i>What supports do you have for making this change?</i> <i>How can you use those supports/resources to help you now?</i> <i>Why don't we write down your Prescription for Change?</i> <i>This is what I heard you say ...</i> <i>I have some additional resources that people sometimes find helpful. Would you like to hear about them?</i> <ul style="list-style-type: none">• Primary care, outpatient counseling, mental health treatment

Readiness Ruler

1 = Not ready at all
10 = Ready right now



Brief Negotiated Interview Provider Checklist

Raise the subject

1. Ask the patient for permission to discuss their health and wellness questionnaire, including alcohol and drug use (AOD). ☐ Yes ☐ No

Provide feedback

2. Review patient's AOD patterns & risk level. ☐ Yes ☐ No
3. Express concern about patient's use patterns & risk level. ☐ Yes ☐ No
4. Ask about pros and cons of AOD use. ☐ Yes ☐ No
5. Summarize and restate in patient's own words. ☐ Yes ☐ No
6. Provide medical facts and information that there is a connection between AOD and negative consequences. ☐ Yes ☐ No
7. Compare screening responses to NIAAA low risk AOD guidelines. ☐ Yes ☐ No

Enhance motivation

8. Ask patient to identify readiness to change on the **Readiness Ruler** tool and ask why they chose that number and not a lower one. ☐ Yes ☐ No
9. Elicit other reasons for changing. ☐ Yes ☐ No
10. Identify strengths and supports. ☐ Yes ☐ No

Negotiate a plan

11. Negotiate the goal ("What would you like to do?"). ☐ Yes ☐ No
12. Summarize ("This is what I've heard you say..."). ☐ Yes ☐ No
13. Have patient write out the change plan, if appropriate. ☐ Yes ☐ No
14. Provide **Health Information** handout. ☐ Yes ☐ No
15. Suggest Primary Care or other follow-up as needed. ☐ Yes ☐ No

Adapted from:

Miller, Rollnick, D'Onofrio, Bernstein
Boston University School of Public Health
Yale School of Medicine

Medicaid Billing Codes

99408 - AOD screening/BI (15–29 min.)

99409 - AOD screening/BI (30+ min.)

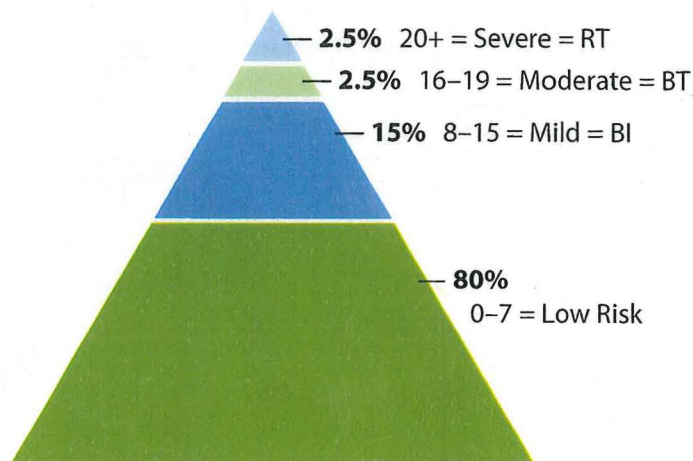
Low-Risk Drinking Limits

	Drinks/ day	Drinks/ week
Men	4	14
Women & 65+	3	7
Pregnant Women	0	0



Percent of alcohol may vary.

AUDIT-10 Scores & Risk Level



Percentages may change depending on population sample.
Initial screening shows 80% screen in the low risk category and don't require further screening.

Effects of High-Risk Drinking

Aggressive, irrational behavior.
Arguments. Violence. Depression.
Nervousness.

Cancer of throat & mouth.

Frequent colds.
Reduced resistance to infection.
Increased risk of pneumonia.

Liver damage. Ulcer.

Trembling hands. Tingling fingers.
Numbness. Painful nerves.

Impaired sensation leading to falls.

Numb, tingling toes. Painful nerves.

Sleep disturbance.
Alcohol dependence. Memory loss.

Premature aging. Persistent facial reddening.

Weakness of heart muscle. Heart failure.
Anemia. Impaired blood clotting.
Breast cancer.

Vitamin deficiency. Bleeding.
Severe inflammation of the stomach.
Vomiting. Diarrhea. Malnutrition.

Inflammation of the pancreas.

In men: Impaired sexual performance.
In pregnant women: Consuming even one drink daily can lead to serious birth defects, including facial deformities and neurological deficits.

High-risk drinking may lead to social, legal, medical, domestic, employment and financial problems.
It may also reduce your life span and lead to accidents and death from drunken driving.

Readiness Ruler

1 = Not ready at all
10 = Ready right now



Effects of Opiates

Drowsiness. Confusion. Memory loss.
Fatigue. Hallucinations. Convulsions.

Dilation of blood vessels causing
increased pressure in brain.

Pupil constriction.

Slurred speech.

Respiratory depression.

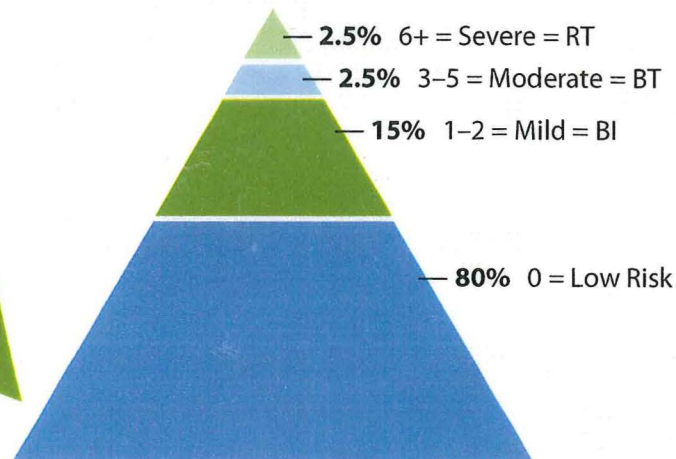
Nausea. Vomiting.
Weight loss.

Sexual dysfunction.

Constipation.



DAST-10 Scores & Risk Level



*Percentages may change depending on population sample.
Initial screening shows 80% screen in the low risk category and
don't require further screening.*

Effects of Marijuana

Short-term

- Anxiety and panic
- Problem-solving difficulty
- Impaired attention and memory
- Impaired coordination and judgment, especially when driving within 24 hours
- Cardiac problems for people with heart disease or high blood pressure, because marijuana increases the heart rate

Long-term

- Weight gain due to overeating
- Erectile dysfunction & fertility difficulties due to low sperm production
- Lack of motivation
- Chronic bronchitis
- Lung cancer

Effects of Cocaine

Short-term

- Intense high followed by depression
- Poor appetite & sleep hygiene
- Increased heart rate & blood pressure
- Paranoia & anxiety
- Increased aggression

Long-term

- Sleep deprivation
- Malnutrition
- Tooth decay
- Impaired sexual function
- Heart attacks and strokes

5 Tips for Improving Health, Wellness & Safety

Tip #1: Prevent distracted driving

Using your phone while driving is a dangerous distraction. 5,000 deaths per year are attributed to distracted driving. Texting takes the driver's eyes off the road for an average of about 5 seconds; that's like driving the entire distance of a football field blindfolded. As of 10/1/2014, it is illegal in Vermont to use a handheld cellphone while driving. If you need to text or talk while in your car, do yourself and everyone else on the road a favor and pull over!

Tip #2: Always wear a helmet

Wearing a helmet while participating in certain sports and activities can prevent significant brain injury and permanent neurologic damage. Vermont boasts great skiing, snowboarding, skating, and biking. Cuts, bruises, and even broken bones will heal, but damage to your brain can be permanent. Even a low-speed fall can result in serious head injury. Wearing a helmet reduces the risk of serious head and brain injury by 85%. Children 5 to 14 years of age have the highest injury rate of all bicycle riders, and bike accidents are a leading cause of death for children. Protect your head!

Tip #3: Always wear a seat belt

Seat belt use is the most effective way to save lives and reduce injuries in crashes. Motor vehicle crashes are the leading cause of death among those age 5–34 in the United States. Millions of adult drivers and passengers were treated in emergency departments last year as the result of being injured in motor vehicle crashes. Use a seat belt on every trip, no matter how short and make sure children are properly buckled up in an appropriate seat belt, booster seat, or car seat. Have all children 12 and under sit in the back seat and never seat a child in front of an air bag. Place children in the middle of the back seat when possible because it is the safest spot in the vehicle. Buckle up!

Tip #4: Quit smoking

Are you ready to stop smoking cigarettes? Use the 4 D's to help you handle cravings while you're trying to quit: delay, drink water, deep breathing, do something else! For many tobacco users, support from others makes the difference in staying tobacco-free. There is help out there. Call the Vermont QUIT Network at 1-800-QUIT-NOW (784-8669) or quit online at 802Quits.org.

Tip #5: Get a flu shot

Influenza is a serious disease that can lead to hospitalization and sometimes even death. Every flu season is different and even healthy people can get very sick from the flu and spread it to others. The "seasonal flu season" is from October to May. During this time, flu viruses are circulating in the population. An annual seasonal flu vaccine (either the flu shot or the nasal-spray flu vaccine) is the best way to reduce the chances that you will get the flu. Flu vaccines cause antibodies to develop in the body about two weeks after vaccination which protect against infection.