Client Name……Session Date……..…

Build : Rapport, Confidence and Belief
Be : Positive, Friendly and Humorous

- ☐ **1. Explain why it is hard to quit smoking: they <u>believe</u> it will be difficult, and they have <u>no tangible incentive</u> to quit**
- ☐ **2. Discuss belief systems, and how they are formed**
- ☐ **3. Discuss why the client thinks they smoke, and why they want to stop. (The scales)**
- ☐ **4. Discuss tangible benefits against perceived benefits + psychological compensation**
- ☐ **5. Challenge clients beliefs about smoking**
- ☐ **6. Cycle of dysfunctional behaviour – smoking is a <u>want</u>, not a <u>need.</u>**
- ☐ **7. Three types of smoker: non-smoker, ex-smoker, smoker.**
- ☐ **8. The 5 to 1 rule – not able to defer benefits**
- ☐ **9. Motivation and willpower**
- ☐ **10. Describe 'nice, relaxing hypnosis' not asleep or in a 'trance', will be 'wide awake'**
- ☐ **11. Describe suggestion therapy, and how this will create tangible reasons/benefits to quit, and long-term will change the clients belief system into one of a 'non-smoker'**
- ☐ **12. Client needs to put in some effort after the session– not to brood about smoking – think like a non-smoker – not talk about it – exercise willpower**

Do not go past this point until all the above have been explained.

- ☐ **13. Ready to go ahead with the session?**