1. Raise the subject
   If it’s okay with you, let’s take a minute to talk about the screening questions you answered today.
   - You mentioned that you use alcohol/drugs [X] amount. Tell me more about your use of [X]. When did you begin using? What is your use like now?

   **Pros & Cons**
   I’m interested in getting to know more about [drinking/using] is like for you. Help me understand (what you enjoy/the good things) about [X]. What are some of the negatives?
   - So on the one hand [PROS-the good things about using] and on the other hand [CONS-the not so good things about using]

   I noticed you indicated [raise symptoms from CRAFFT]. Tell me more about that.

   **Low Risk praise**
   I see from your questionnaire that you have used [X] during the past 12 months and your amount of use falls into what we call a low-risk level. That’s great. That’s a healthy choice. It means your risk for preventable injuries and illnesses related to [X] is low.

2. Provide Feedback
   I’d like to share some information on [alcohol, cannabis, or other drug] use in adolescence if that is okay with you.

   **Example for cannabis:**
   We know that...
   - When used regularly, cannabis can increase feelings of depression and anxiety
   - Cannabis can **disrupt focus, working memory, decision-making and motivation** for 24 hours after use
   - Even young adults who smoked 1–2 times weekly showed structural brain differences in research studies
   - Using 1 gram of cannabis a week for a year can cost up to $1000
   - Cannabis use can also...
   ...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] and can interfere with [client’s personal goals].
   What do you think about that? [Pick 1 or 2 points likely to be more salient with youth given their presentation]

3. Readiness ruler (1-10)
   Given what we have been discussing, help me understand how you feel about making a change.
   - On a scale from 1-10, with 1 being not ready at all and 10 being completely ready, how ready are you to change some aspect of your [X] use?

   **Reinforce positives**
   [X] %. That’s great. That means you’re [X]% ready to make a change!

   **If >1:** Why did you choose that number and not a lower number like a 1 or 2?

   **If = 1:** What would it take to raise that number to say a 2 or 3?
   - How would your [X use] need to impact your life in order for you to start thinking about making a change?

4. Negotiate a Plan
   What steps can you take to (cut back use/reduce risk/stay healthy-safe)?
   - It seems you have several options. You can agree to stop using alcohol and/or drugs, you can cut your use down, you can go for some additional treatment, or you can do nothing.

   **Options if client cannot identify goal**
   Identify supports
   What supports do you have for making this change? Tell me about a challenge you overcame in the past. How can you use those supports/resources to help you now?
### Standard Drink Equivalents

<table>
<thead>
<tr>
<th>Explore confidence</th>
<th>How confident are you that you can make a change? What would make you more confident?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Have client write down action plan</td>
<td>These are great ideas! Let’s write down your Action Plan? This is what I heard you say....Is that accurate? Is there anything I missed or you want to add?</td>
</tr>
<tr>
<td>Offer appropriate resources</td>
<td>I have some resources that people sometimes find helpful. Would you like to hear about them? • Mental health/substance treatment, handouts/information, primary care, AA/NA</td>
</tr>
<tr>
<td>Close</td>
<td>Thank you for taking time to discuss this with me and being so open.</td>
</tr>
</tbody>
</table>

### Readiness Ruler

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not at all ready</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Somewhat ready</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Extremely ready</td>
</tr>
</tbody>
</table>

Mason SBIRT BNI Algorithm v3