The basis of any counseling effort is the identification of the readiness of a patient to accept any intervention. The following are the stages of change that a patient may present with at the time of admission. Physicians and staff should be familiar with these stages in order to maximize the interventional effort.

1. **Pre-Contemplative Stage**
   - a. Not ready to quit

2. **Contemplative Stage**
   - a. Thinking about quitting
   - b. Aware of need to quit smoking

3. **Action**
   - a. Ready to quit
   - b. Agreeable to counseling classes or other intervention

4. **Maintenance**
   - a. Has quit
   - b. Reinforce not to smoke

5. **Relapse**
   - a. Reinforce that patient may go through stages of change several times before cessation occurs