

# Brief Negotiated Interview (BNI) for a Regular Visit (5-7 minutes)

*\*If you have 10-30 minutes, you can include the additional steps in red during the BNI.*

**Establish Rapport & Review Screening Results** Establish Rapport: “Before we get started, I’d like to learn a more about you. Would you mind telling me a bit about yourself? **What is a typical day like for you? What are the most important things in your life right now?”** Review Screening: “Would you mind taking a few minutes to talk with me about the screening you completed?”

**Pros & Cons** Explore Pros & Cons: “I’d like to understand more about your use of [substance].” PROS: “What do you enjoy about [substance]?” CONS: “What do you enjoy less about [substance] or regret about your use?” **If NO cons, explore problems reported in the CRAFFT: “You mentioned that... Can you tell me more about that situation?”** Use reflective listening: “So, it sounds like if you were to make a change in your [substance] use, you may feel more motivated to [insert their response].” Summarize: So, on one hand you enjoy [substance] because [pros of use] ...And on the other hand, [cons of use]”

**Feedback** Express concern: “As your provider, I want you to know that I’m concerned about your use of [substance].” Ask permission: “Would you mind if I shared some of my thoughts with you?” Provide info: “When young people use any addictive substance while the brain is still developing it can increase the chances that they will develop a serious substance use disorder in the future. Substance use can put you at risk for illness and injury and can cause relationship problems, as well as challenges in school such as missing class or doing poorly on a test or an assignment. Elicit response: “What do you think about this?”

**Readiness Ruler** Readiness ruler: “To help me better understand how you feel about making a change in your use of [substance],” **[show readiness ruler]** ... “On a scale from 1-10, how ready are you to change any aspect related to your use of [substance]?...**That’s great! It means your \_\_\_% ready to make a change.** Why did you choose that number and not a lower one like a 1 or a 2?... It sounds like you have reasons to change. Envisioning change: “If you were to make a change, what would that look like for you?”

**Negotiate Action Plan** Write down action plan: “What next step are you willing to take to reduce or stop your use of [substance]? **What else?”** Envisioning the future: “What do you want your life to look like down the road? [Probe for goals.] **How does reducing or stopping your use of [substance] fit with where you see yourself in the future?”** Explore challenges: “What are some of the challenges in taking that next step to make a change, reduce, or stop? Who can you ask to support you in making this change?” Draw on past successes: “What have you done in the past that you felt proud of? Who/what has helped you succeed? How can you use that [person/method] again to help you with the challenges of making a change now?” Benefits of change: “If you make these changes, how would things be better?”

**Summarize & Thank** Reinforce resilience: “You’ve talked about challenges you’ve overcome in the past, and I believe you’re on your way to making a change...” Summarize & give action plan: “Let me summarize what we’ve been discussing, and you let me know if there’s anything you want to add or change... [Review Action Plan.] Here is the action plan that we discussed, along with your goals. This is really an agreement between you and yourself.” Provide resources: [Present list of resources]: “Which of these services, if any, are you interested in?” Thank: “Thanks so much for talking with me today.” Arrange for follow up and close on good terms: “I would like to follow-up with you in [# of days/weeks] and check in on your progress towards reaching your goal(s).”