

A COUNTDOWN TO KICKOFF SMOKING

by STEPHEN GRAF PH. D.



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PRE-PROGRAM SURVEY QUESTIONS

1. How old were you when you started smoking cigarettes regularly?
_____ years of age.
2. Did you ever try to quit smoking before?
_____ Never (SKIP TO QUESTION 5)
_____ Once
_____ Twice
_____ Three times or more
3. What is the longest period of time you quit smoking completely?
_____ Less than 24 hours
_____ One to six days
_____ One week or more, but less than a months
_____ One month or more, but less than three months
_____ Three months or more, but less than six months
_____ Six months or more, but less than one year
_____ One year or more
4. Have you ever used any particular method or technique to try to quit?
_____ None
_____ Voluntary program (5 Day Plan, American Cancer Society, etc.)
_____ Commercial program (Smoke Watchers, Smokenders, etc.)
_____ Drugstore remedy (Nicoban, Bantron, etc.)
_____ Other (describe) _____
5. On the average, how much do you now smoke per day?
_____ Cigarettes _____ cigars/cigarillos _____ pipefuls
6. Your sex: _____ male _____ female 7. Your age: _____ years
8. What is the highest educational level that you have completed?

9. What is your occupation? _____
10. Please mention any health problems or current chronic conditions?

i	Table of contents
1	You the participant
2-3	Introduction to symbols
4	Explanation of general program
5-6	Contract
7	Do I want to Stop?
8	How to work the daily record
9	Daily record
10	Why I want it
11	How to work the calendar
12	Calendar
13	Life lost and money lost
14	Questions
15	Day-byday guide
16	Setting up consequences
17	" " "
18	Enjoy- Don't Enjoy lists
19	Contingency contract
20	Advanced contingency contract
21	Tearing down situations
22	Situation list
23	Two useful suggestions illustrating consequences and situations.

INTRODUCTION

Would you like to stop smoking? Not everyone that smokes wants to stop. Regardless of the consequences to their family, friends, fortune, and health, some people like to smoke and do not care to quit. If this a category into which you fall, it is highly unlikely that you will attempt this program. In fact, this workbook would probably be a waste of time.

Many individuals claim that they would like to quit smoking but cannot. If this is a truly expressed statement, then this workbook will guide you to success. In it is offered a step-by-step set of guidelines which will fully acquaint you with how to change your smoking behavior.

This booklet does not attempt to persuade smokers to give up the habit. It assumes that you have already passed that stage. If you haven't and would like to be persuaded, contact your local Lung, Cancer, or Heart Association. They will gladly provide you with free but very convincing evidence that stopping makes sense. If you're not sure how you stand, try answering the questions on page 7.

Smoking is a behavior like any other behavior. A well-established behavior resists change, and quite frequently requires a systematic program if it is a behavior to be broken. Such a program can appear to be complex when viewed in its entirety. The system presented here has thus been set up in a flowchart format in order to be easily followable.

We are all unique individuals, and the program has been developed with the idea that a really effective system for changing smoking behavior must be at the most basic level, be unique to the person involved.

You'll soon be a non-smoker if you stick with it. We hope you'll enjoy the health of your success.

2

ENTER
Introduction
to Symbols

Do
you know
what this symbol
means?

Yes

Good, you may
be familiar with
flowcharting.
Follow through
this introductory
program just to
check the symbols.

No

The diamond shape
is a 'decision'
symbol and asks a
question. There
are at least two
answers possible.
All you need to
do is follow the
arrows.
A rectangular box
gives information.

Are
you
getting the
idea
?

No

Go back to the
top of the page
and start again.
A pentagon
symbol will be used
to refer you back
and forth.

Yes

Page
2

Good. This symbol
is used to refer
you to somewhere
else to obtain
information. For
example, look to
your right for a
pentagon symbol.

The pentagon tells
you to "Go to."
whatever is indicated.
In this case, Page
2, which is this
page.

A small circle is
used as a reference
point. So, what-
ever is in the
pentagon, look
for a circle with
that in it.



Do
you know
how to say:
"Go to the circle
with the
star"

No

The correct symbol
would be:

Yes

Page
3

3

A wavy-bottomed rectangle is used when you are to write something down somewhere.

Make a note on your calendar to remind yourself of the 2nd, 3rd, and 4th control of smoking meetings.

A six-sided figure is used when a change is needed. You'll be asked to make a change or modification.

You're making progress. Now shut your eyes for a moment and count to ten. You need a change.

Are you ready to see how well you know the symbols?

No

Page 2

Yes

To the right, draw a line from each symbol to its description.

Check your work by referring back if there were any you weren't sure of.

Do you know all the symbols now?

No

Write down any questions you have so that you can ask at the next meeting.

Yes

There is one more symbol. It is an oval and represents a beginning or ending point for a particular segment.

END Introduction to Symbols.



RECORD SOME DATA OR WRITE SOMETHING DOWN.

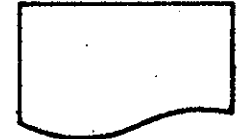
MAKE A CHANGE.

REFER TO SOMETHING FOR SOME INFORMATION.



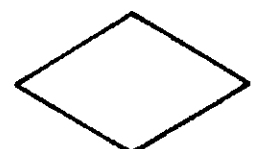
THIS SYMBOL GIVES INFORMATION TO YOU.

MAKE A DECISION OR ANSWER A QUESTION.



GO TO WHATEVER IS INDICATED INSIDE THIS SYMBOL.

A REFERENCE POINT TO WHICH YOU GO WHEN YOU SEE A 'GO TO' SYMBOL.



SHOWS WHICH DIRECTION TO GO.



4

EXPLANATION OF THE GENERAL PROGRAM

Behaviors of any sort are highly influenced by what happens right after the behavior occurs.

What happens after a behavior is called a consequence.

Immediate consequences exert a much greater influence on behavior than long-term consequences.

The long-term consequences of cigarette smoking are hazards to one's health, but since they don't occur right away, many people don't respond to these long-term hazards.

Our program uses short-term non-hazardous consequences to help you control your own smoking behavior.

We require you to deposit \$20 if you decide to enter the program.

You can earn back all of your money, or you can choose to lose all of it.

Each step of the program successfully completed credits you with a portion of your deposit.

If you choose not to complete an assignment, you immediately lose a specified portion of your deposit.

A contract has been set up which lists the items and their worth. You'll find it on Page 5.

5

The contract and the monetary credits and debits are only part of the program. After the first week, which involves counting your smokes and finding out when and why you smoke, you will find guides to setting up personal consequences.

The accurate record-keeping is emphasized because it tells both you and us where you're at. We need this information to evaluate and improve our program.

The day by day guide provides you with a checklist for each day of the program. You'll find it on Page 15.

15

Any questions?

Yes

Write down all questions on Pg. 14.

14

No

Go to next page

CONTRACT
Countdown to Kickoff Smoking Program

_____ is entered in the _____
Countdown to Kickoff Smoking Program sponsored by the Eastern Ohio Lung
Association. The deposit of \$20 required for participation in this pro-
gram is being entered in a savings account in _____.

THIS MONEY CAN BE RECLAIMED IN THE FOLLOWING WAYS:

Item	Value
1. Calendar page filled in and brought to third meeting on day 15.	10¢ per day in which record was kept and filled in on the calendar
2. Daily record filled in and brought to third meeting on day 15.	25¢ per day in which record was kept and filled in on daily record
3. Participant comes to third meeting on day 15.	50¢ for coming
4. Calendar page filled in and mailed, postmark within 3 days of Mail Date (day30)	15¢ per day from day16 on (up to and including day 30) for each day calendar was filled in
5. Calendar page mailed, postmark within 3 days of Mail Date, but no days filled in from day 16 to day 30.	10¢ for mailing it
6. Participant comes to fourth meeting on day 60.	\$2 for coming.
7. Participant answers 2 month follow-up questions at fourth meeting.	\$2 for answering question- aire
8. Calendar page filled in and brought to fourth meeting on day 60.	20¢ per day from day 31 through day 60 for each day calendar was kept and filled in.
9. Response counter turned in.	\$2 for turning it in
10. If participant comes to the fourth meeting brings a filled-in calendar page, and hasn't smoked a single smoke since the third meeting	Shares equally with other qualifiers all forfeited deposit money.

PENALTIES FOR FAILURE TO MEET THE DEADLINES:

1. No calendar page filled in on day 15.....loss of \$2 from deposit
2. No daily record turned in on day 15.....loss of \$2 from deposit
3. No appearance at third meeting on day 15.....loss of \$2 from deposit
4. No calendar page returned within 3 days of Mail Date (day 30).....loss of \$2 from deposit
5. No appearance at fourth meeting.....loss of \$2 from deposit
6. No questionnaire answered at fourth meeting.....loss of \$2 from deposit
7. No calendar page filled & brought to 4th meeting.loss of \$4 from deposit
8. No response counter turned in.....loss of \$2 from deposit

CONTRACT
Countdown to Kickoff Smoking Program

I, the participant, agree to the terms of this contract, realizing that engaging in the itemized behaviors helps to reclaim specified portions of the original deposit, and that failure to engage in the behaviors involves forfeiture of portions of the original deposit (as specified on page 5), up to but not exceeding the original \$20 amount.

I also agree that whatever portion of the \$20 deposit I earn back will be paid on or after day 60 of the program.

Date: _____ Signed: _____
(participant)

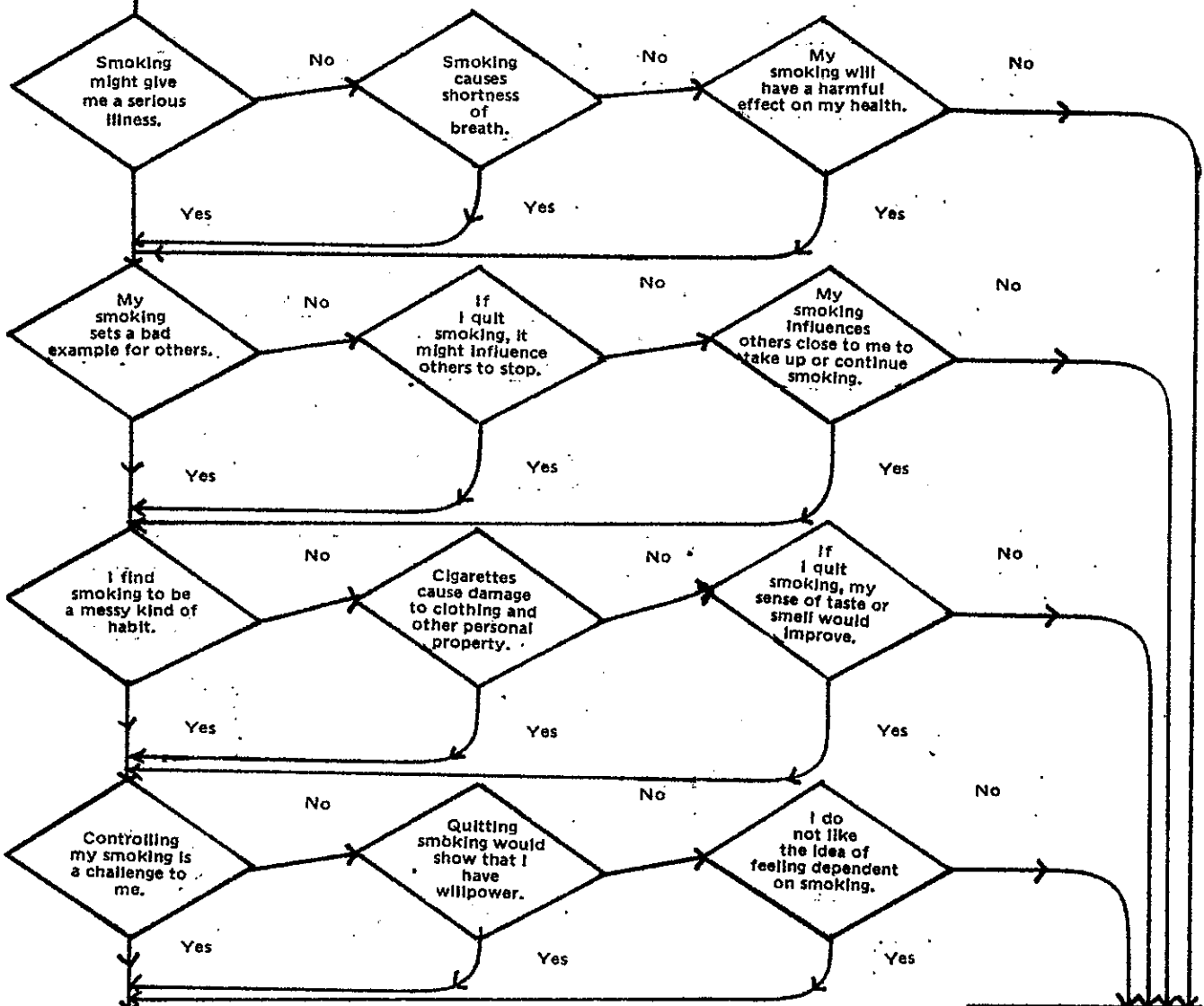
(contingency manager)

7

DO I WANT TO STOP or cut down on my smoking

If you will truthfully respond yes or no to the opinions below and follow the arrow based on your response...

The result should give you an indication of whether or not you are likely to be successful in this program.



Winding up in this box would lead us to predict a successful effort if you will stick with the program.

Winding up in this box would lead us to predict less success than if you ended in the other box. However, this is not a perfect test. We encourage you to consult with a program helper if you wish to discuss any of the opinions stated above.

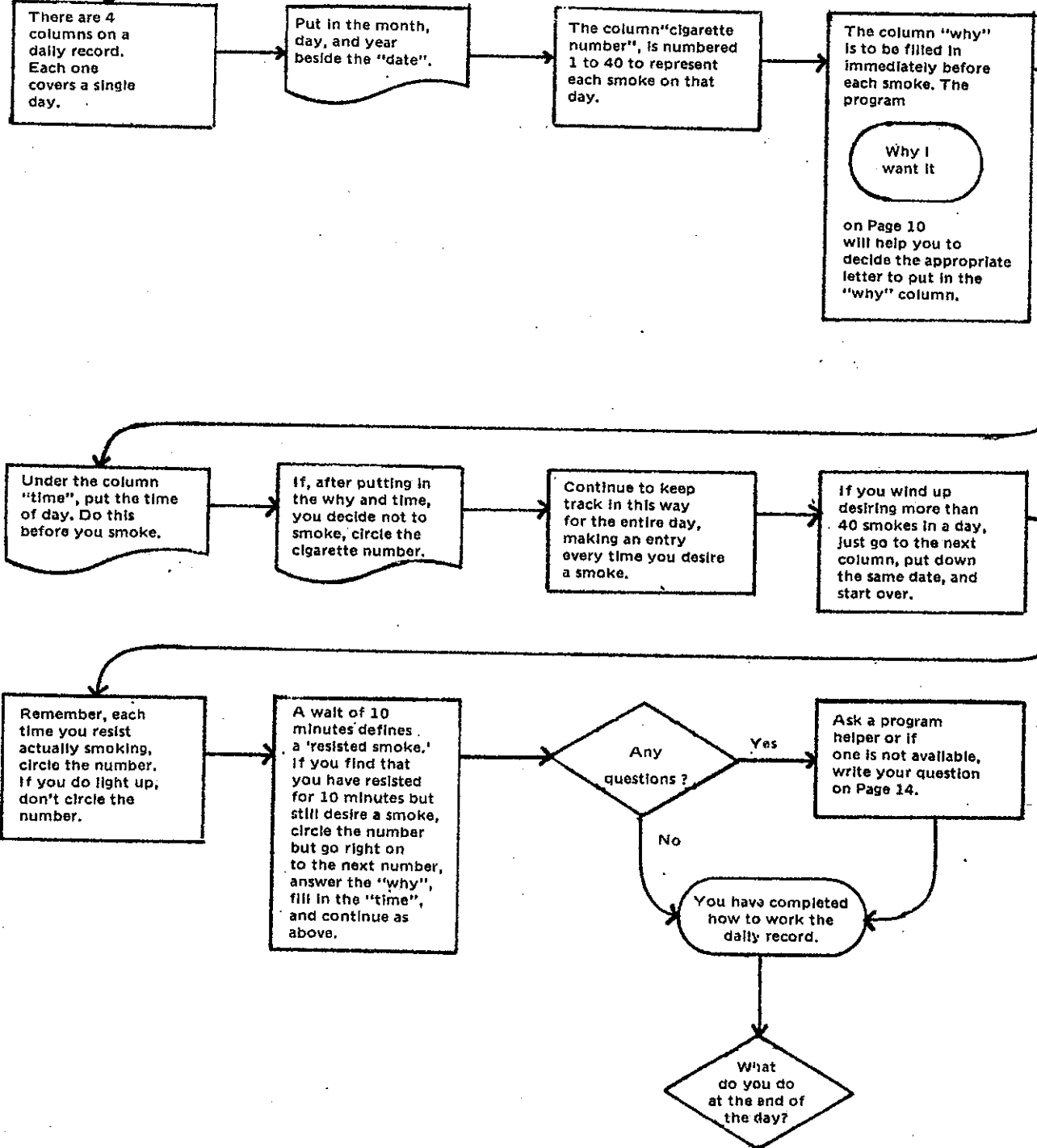
Turn to page 12 and place an 'L' under the word "Calendar"

12

12

Turn to page 12 and place an 'R' under the word "Calendar"

HOW TO WORK THE DAILY RECORD
on the next page



DAILY RECORD

DATE:	CIGARETTE NUMBER	WHY	TIME
	1		
	2		
	3		
	4		
	5		
	6		
	7		
	8		
	9		
	10		
	11		
	12		
	13		
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	37		
	38		
	39		
	40		

DATE:	CIGARETTE NUMBER	WHY	TIME
	1		
	2		
	3		
	4		
	5		
	6		
	7		
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	10		
	11		
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	35		
	36		
	37		
	38		
	39		
	40		

DATE:	CIGARETTE NUMBER	WHY	TIME
	1		
	2		
	3		
	4		
	5		
	6		
	7		
	8		
	9		
	10		
	11		
	12		
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	40		

WHY I WANT IT

Go thru this program every time you start to reach for a cigarette.

You will be recording a code letter from below and the time on Page 9.

Some people smoke when they are angry, afraid, or frustrated. The smoke becomes a crutch for tension reduction.

Is this why you want it?

Yes

This is nervous type 'N'. Put an 'N' under why, note time, and circle No. if you resist.

No

Some smoke when they need a 'lift' the smoke provides stimulation.

Is this why you want it?

Yes

This is pep-craver type 'P'. Put a 'P' under why, note time, and circle No. if you resist.

No

Some smoke to relax. They find pleasure in smoking and like to smoke when they're comfortable and relaxed.

Is this why you want it?

Yes

This is pleasure-seeker type 'S'. Put an 'S' under why, note time, and circle No. if you resist.

No

Some smoke and derive enjoyment from handling the smoke, going thru the steps to light it, and watching the exhalation.

Is this why you want it?

Yes

This is fiddler type 'F'. Put an 'F' under why, note time, and circle No. if you resist.

No

Some smoke so automatically they often are unaware they have lighted up. They may find a smoke still burning in the ashtray with another in their hand, or may find a smoke in their mouth and don't remember putting it there.

Did this just happen to you?

Yes

This is habit type 'H'. Put an 'H' under why, note time, and circle No. if you stopped before lighting up.

No

Some get a gnawing hunger for a smoke, are very much aware of the fact when not smoking, and when out of smokes, find it almost unbearable until they can get some.

Is this you?

Yes

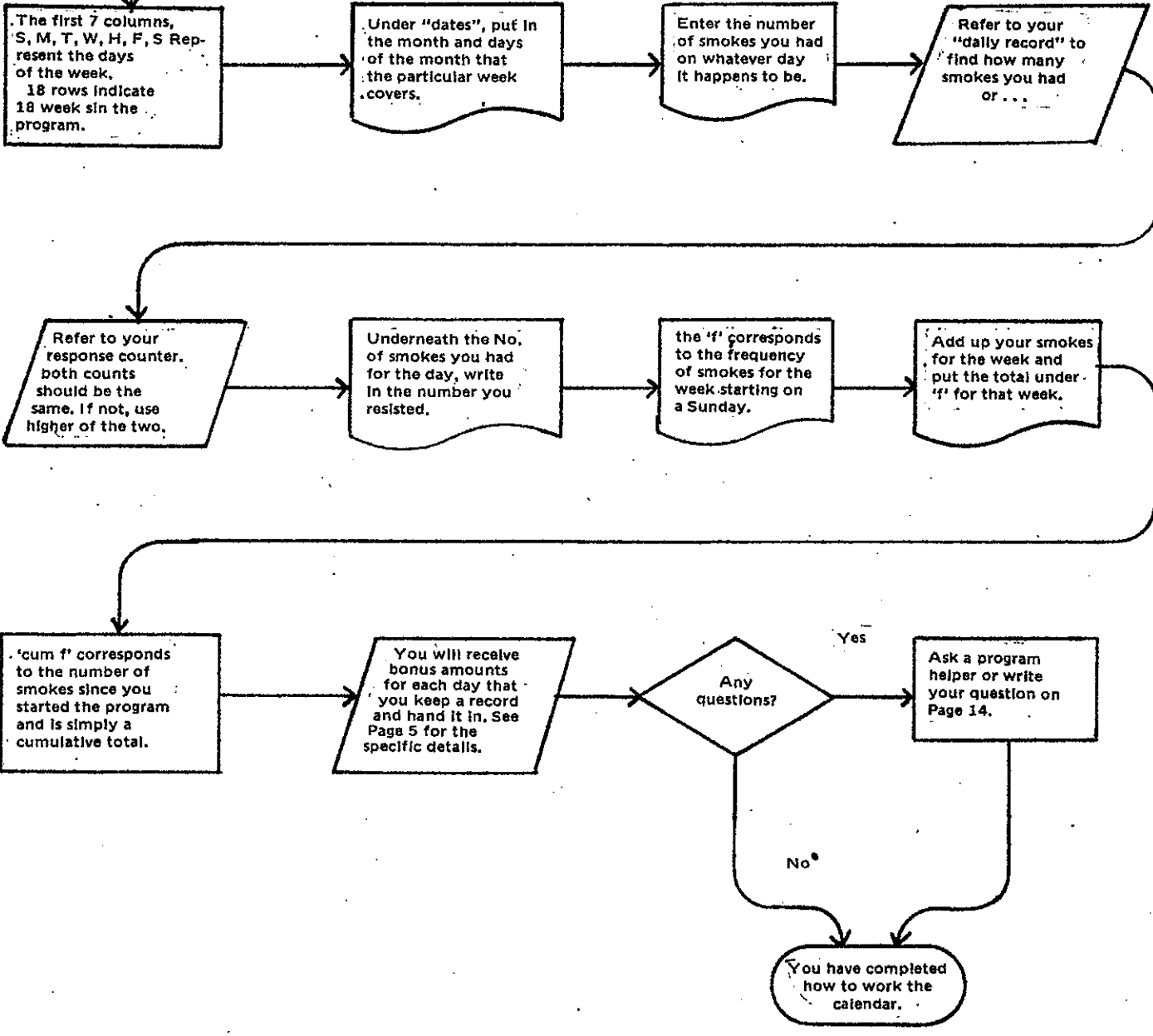
This is psychological addict type 'A'. Put an 'A' under why, note time, and circle No. if you resist.

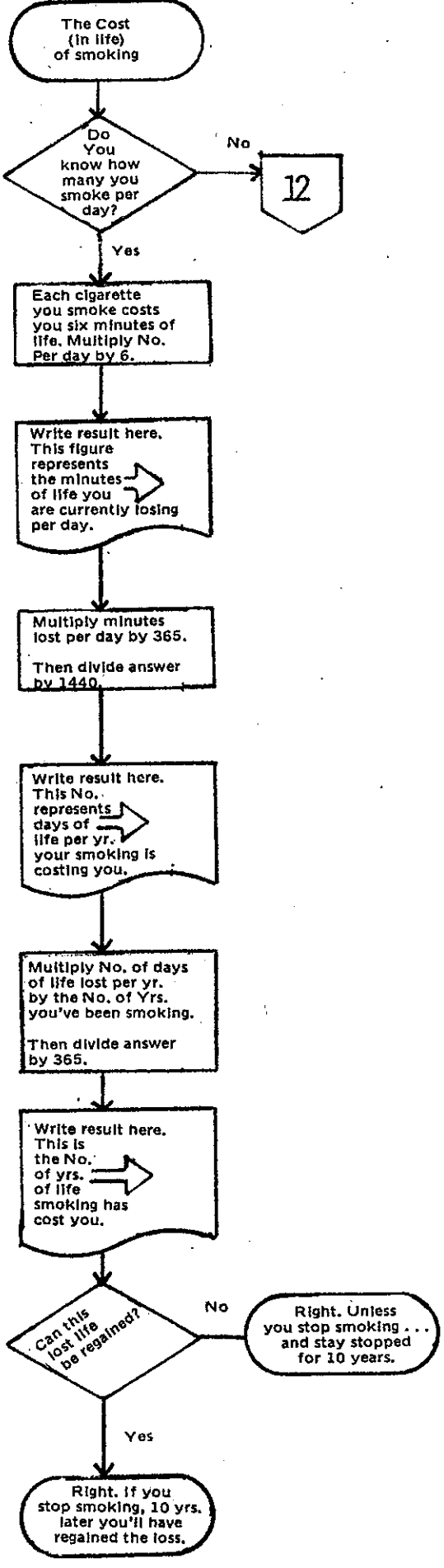
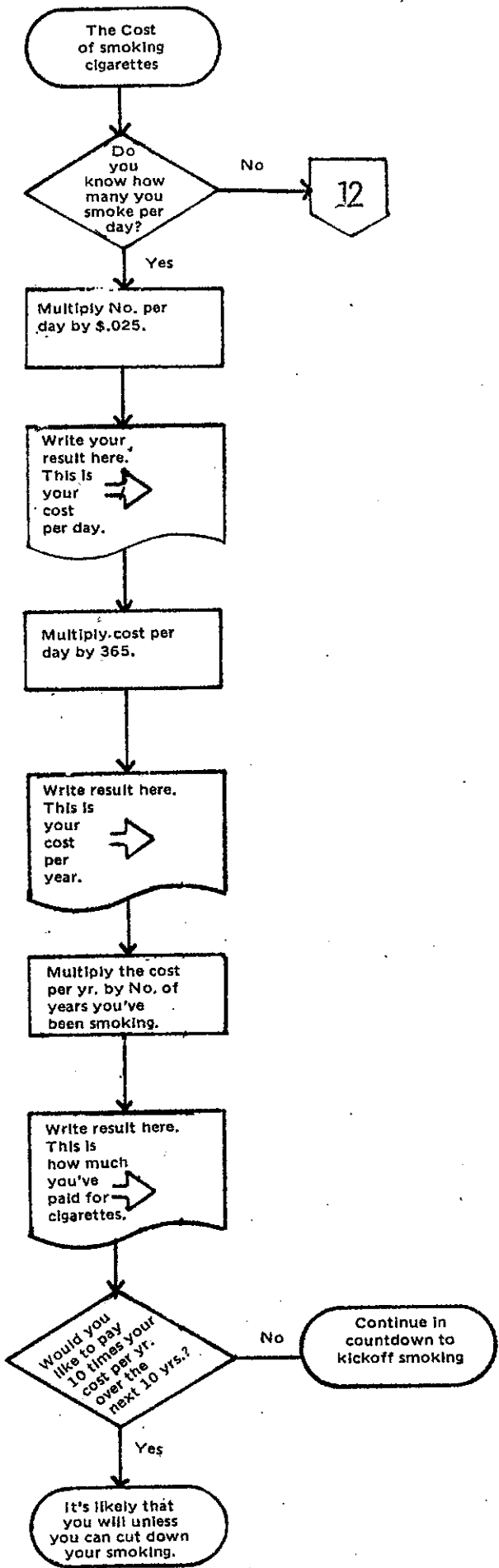
No

If none of the descriptions fit, put 'O' under why, note time, and circle No. if you resist.

11

HOW TO WORK THE CALENDAR
on Page 12.





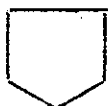
74

QUESTIONS THAT I HAVE HAD
CONCERNING THE PROGRAM

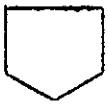
PAGE
NUMBER



1. _____



2. _____



3. _____



4. _____



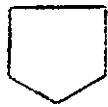
5. _____



6. _____



7. _____



8. _____



9. _____

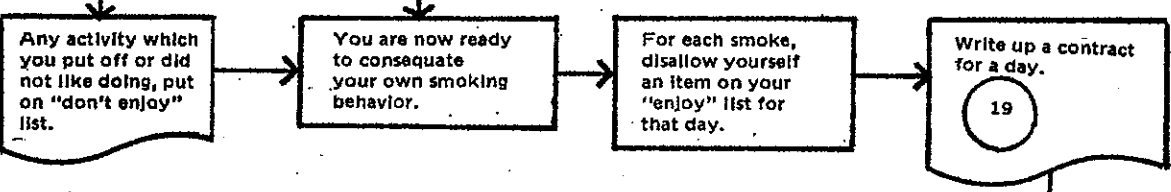
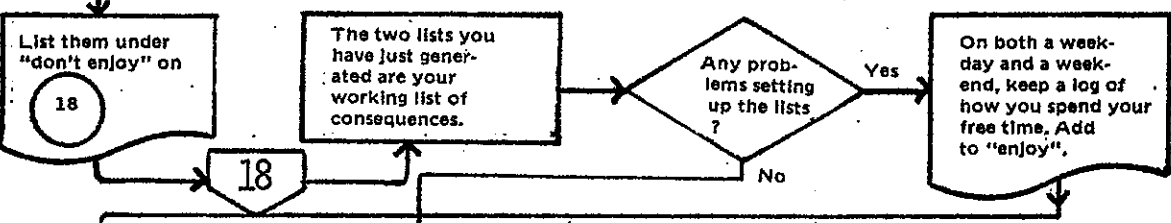
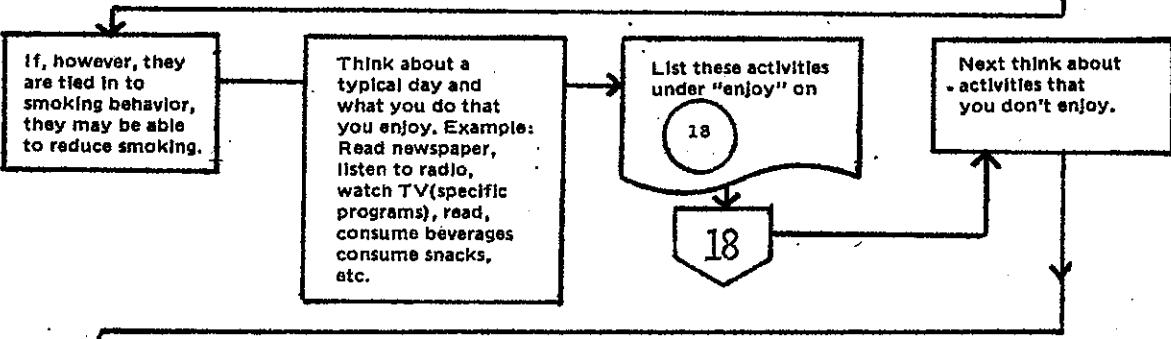
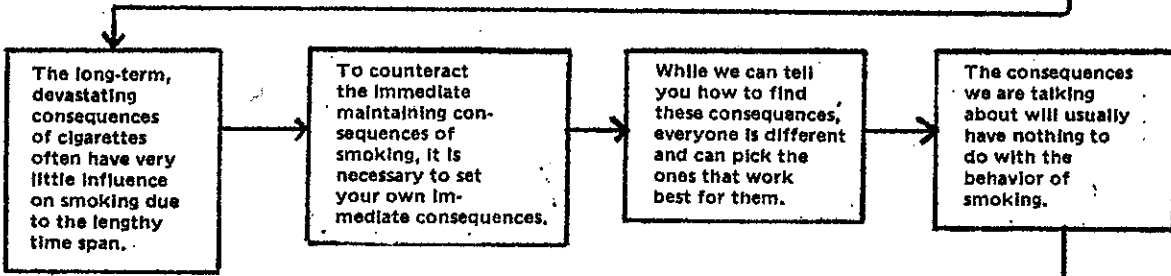
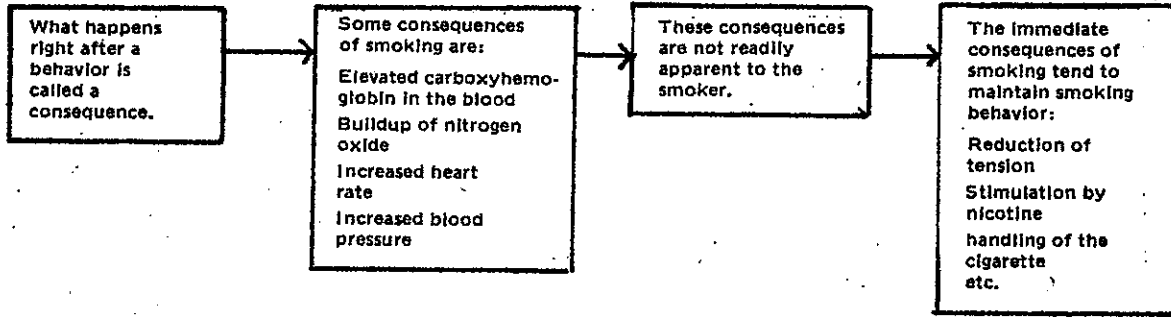
DAY-BY-DAY
GUIDE

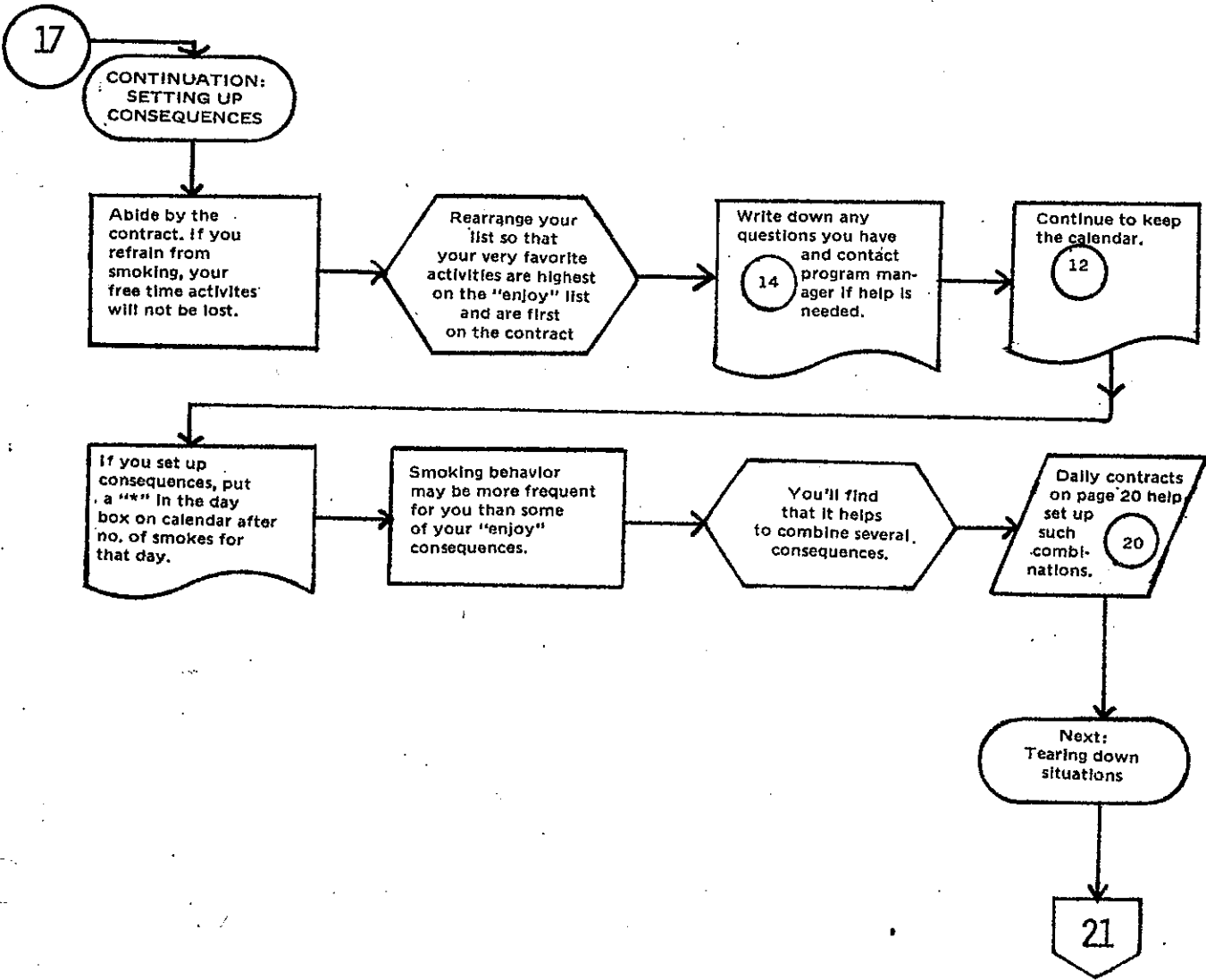
DAY	DATE	
1	MEET	Read 1 thru 15.
2		Start DAILY RECORD; start CALENDAR
3	MEET	Bring \$20 DEPOSIT; cont. RECORD & CALENDAR
4		Use COUNTER; continue RECORD & CALENDAR
5		" " " " " "
6		" " " " " "
7		Read 16 thru 23.
8		Fill in ENJOY - DON'T ENJOY
9		Start TEARING DOWN SITUATIONS
10		" " " "
11		Start CONSEQUENCES "
12		" " "
13		" " "
14		" " "
15	MEET	Bring WORKBOOK & COUNTER
16		Continue CONSEQUENCES
17		
18		
19		
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22		
23		
24		
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26		
27		
28		↓
29		
30	MAIL	Mail in CALENDAR
31		Continue CALENDAR & CONSEQUENCES
32		
33		
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41		
42		
43		
44		
45		
46		
47		
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49		↓
50		↓

51		Continue CALENDAR & CONSEQUENCES
52		
53		
54		
55		
56		
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58		
59		
60	MEET	QUESTIONNAIRE; Find out about REBATE, BONUS
61		Continue CONSEQUENCES
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==

SETTING UP CONSEQUENCES





CONTINGENCY
CONTRACT

DATE: (DAY)

1. IF I SMOKE A CIGARETTE TODAY, THEN I WON'T ALLOW MYSELF
TO

(put most desirable activity from ENJOY list)

2. IF I SMOKE A 2ND CIGARETTE TODAY, THEN I ALSO WON'T BE
ABLE TO

3. IF I SMOKE A 3RD CIGARETTE TODAY, THEN I ALSO WON'T BE
ABLE TO

4. IF I SMOKE A 4TH CIGARETTE TODAY, THEN I ALSO WON'T BE
ABLE TO

5. IF I SMOKE A 5TH CIGARETTE TODAY, THEN I PROMISE TO
SPEND _____ MINUTES

(put least desirable activity from DON'T ENJOY list)

6. FOR EACH ADDITIONAL CIGARETTE, I PROMISE TO SPEND
_____ ADDITIONAL MINUTES TODAY DOING NUMBER 5.

signed: _____

. This certifies that I fulfilled the terms of this contract.

signed: _____
(do not sign unless contract was
upheld)

ADVANCED
CONTINGENCY
CONTRACT

STARTING DATE: (DAY)

IF I SMOKE A SINGLE CIGARETTE TODAY, THEN I WILL NOT
ALLOW MYSELF TO DO ANY OF THE FOLLOWING:

- (1) _____
- (2) _____
- (3) _____
- (4) _____
- (5) _____
- (6) _____

IN ADDITION, FOR EACH SUBSEQUENT CIGARETTE I SMOKE, I
WILL SPEND 20 MINUTES

(enter least desirable activity from DON'T ENJOY list)

signed: _____

This certifies that I did fulfill this contract.

signed: _____

(do not sign unless contract was
upheld)

21

TEARING DOWN SITUATIONS

Besides being controlled by its consequences (what happens right after a smoke), smoking is also controlled by the situation.

Your daily record **9** shows the time of each cigarette and the reason for smoking, so you should be able to reconstruct some of the situations that may have set the stage for smoke.

Can you identify the situations in which you are inclined to smoke?

Write them down on **22**. Be as specific as possible.

Are there too many **7**?

Write down just 5. You can add 1 to the list as you take care of a situation on the list.

Take **22** with you tomorrow and write down each situation as it occurs.

22

For each situation, try to change it in some way so that you will be less inclined to smoke.

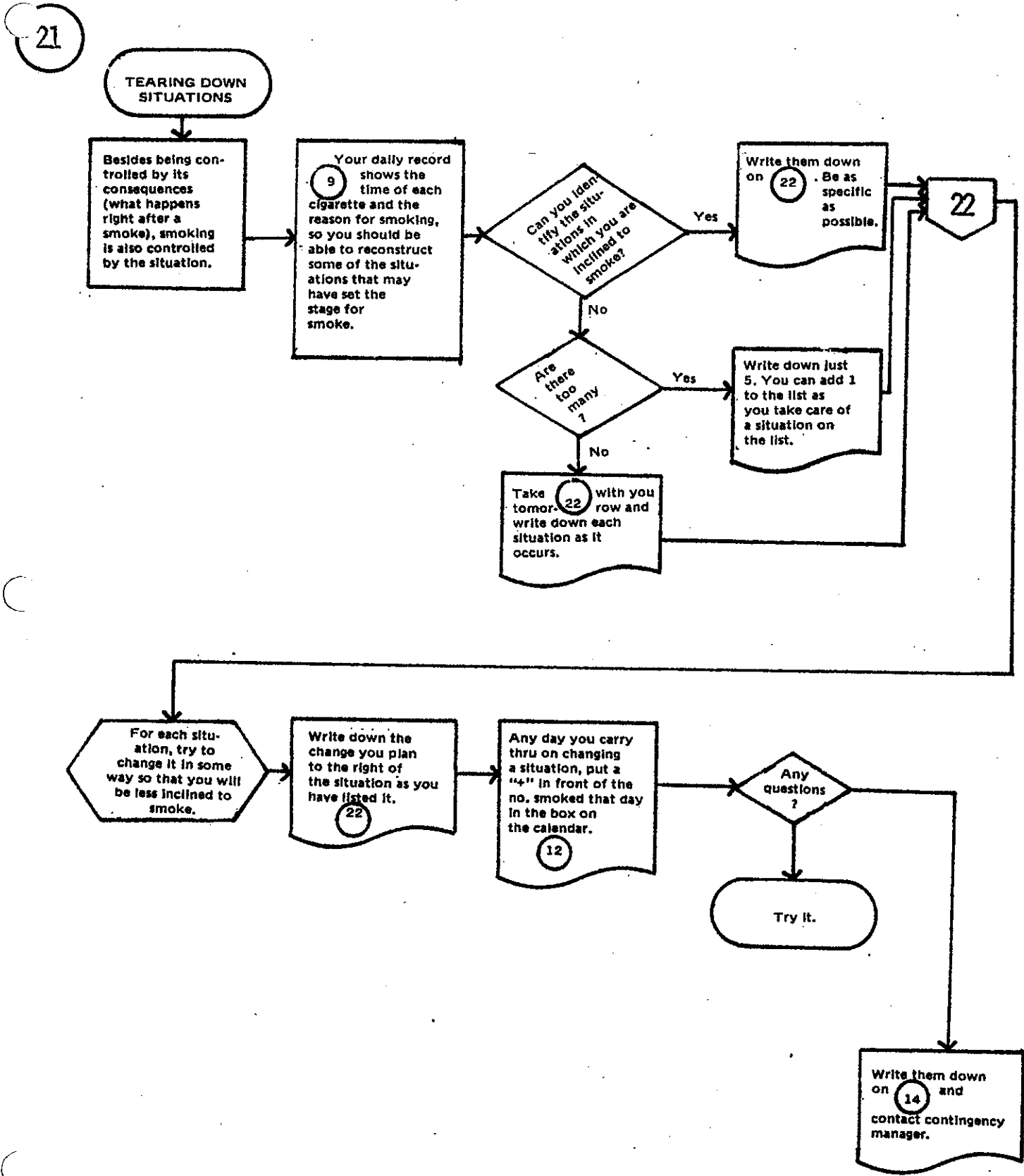
Write down the change you plan to the right of the situation as you have listed it. **22**

Any day you carry thru on changing a situation, put a "+" in front of the no. smoked that day in the box on the calendar. **12**

Any questions?

Try it.

Write them down on **14** and contact contingency manager.



**TWO USEFUL SUGGESTIONS
ILLUSTRATING
CONSEQUENCES AND SITUATIONS**

