



# Getting your patients to quit:

## Smoking cessation interventions in the dental setting

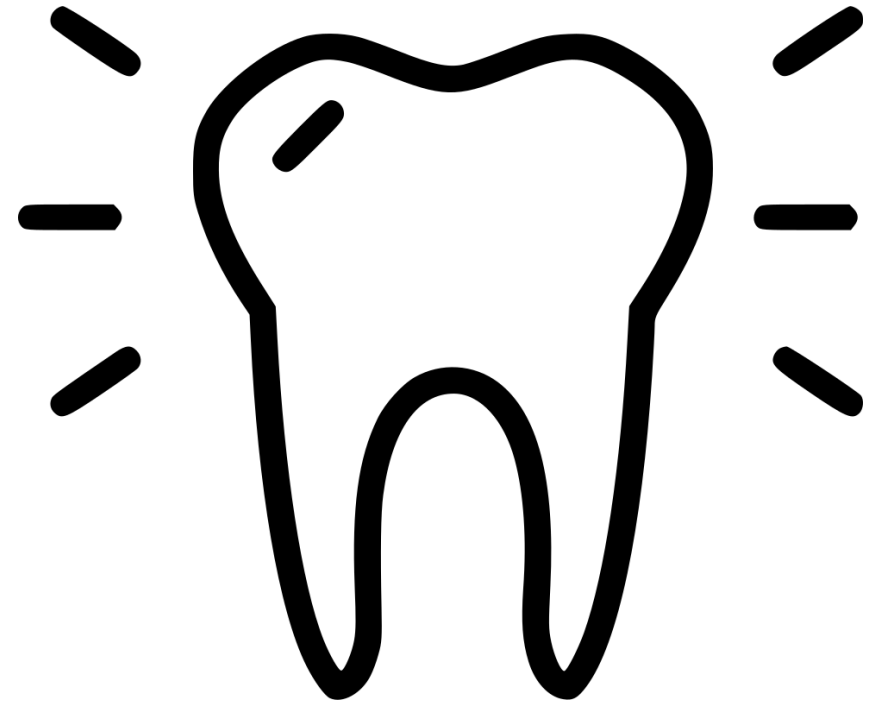


**September 16, 2021**  
***12:00 PM – 1:00 PM***

**WEBINAR**  
**1 of 2**

# Housekeeping

- This presentation is being recorded.
- All participants are muted.  
No video is needed for today.
- Please direct your questions to the moderator in the chat box.



# Quitline Moderators and Presenters

- MODERATOR: Paula Celestino, MPH  
Director of Client Relations and Outreach
- PRESENTER: Patricia Bax, RN, MS, NCTTP  
Marketing and Outreach Coordinator
- TECHNICAL/CHAT: Tony Astran, MPA, APR, TTS  
Public Information Specialist



# Our Featured Presenter

## Elizabeth Kapral, DDS, MS

Director of Special Needs Dentistry

Erie County Medical Center

Department of Oral Oncology /

Maxillofacial Prosthetics



*\* Member of the Quitline's Healthcare Professional Task Force \**

# Objectives

At the conclusion of this webinar, attendees will be able to:

- Recall the morbidity and mortality of tobacco use
- Summarize the oral sequelae of tobacco use
- Apply tobacco cessation counseling to their dental practice
- Utilize motivational interviewing techniques to encourage patients to quit tobacco-use
- Identify appropriate adjunctive pharmacotherapy

# Today's Topics Include:

- Morbidity and mortality of tobacco use
- Oral manifestations of tobacco use
- Opportunities to motivate your patients
- Review of pharmacotherapy
  - *To be continued in Webinar #2 on October 7, 2021*
- Motivational interviewing

# Dental Education Credit



Erie County Medical Center is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

***Erie County Medical Center designates this webinar for 1.0 credit hour of continuing dental education.***

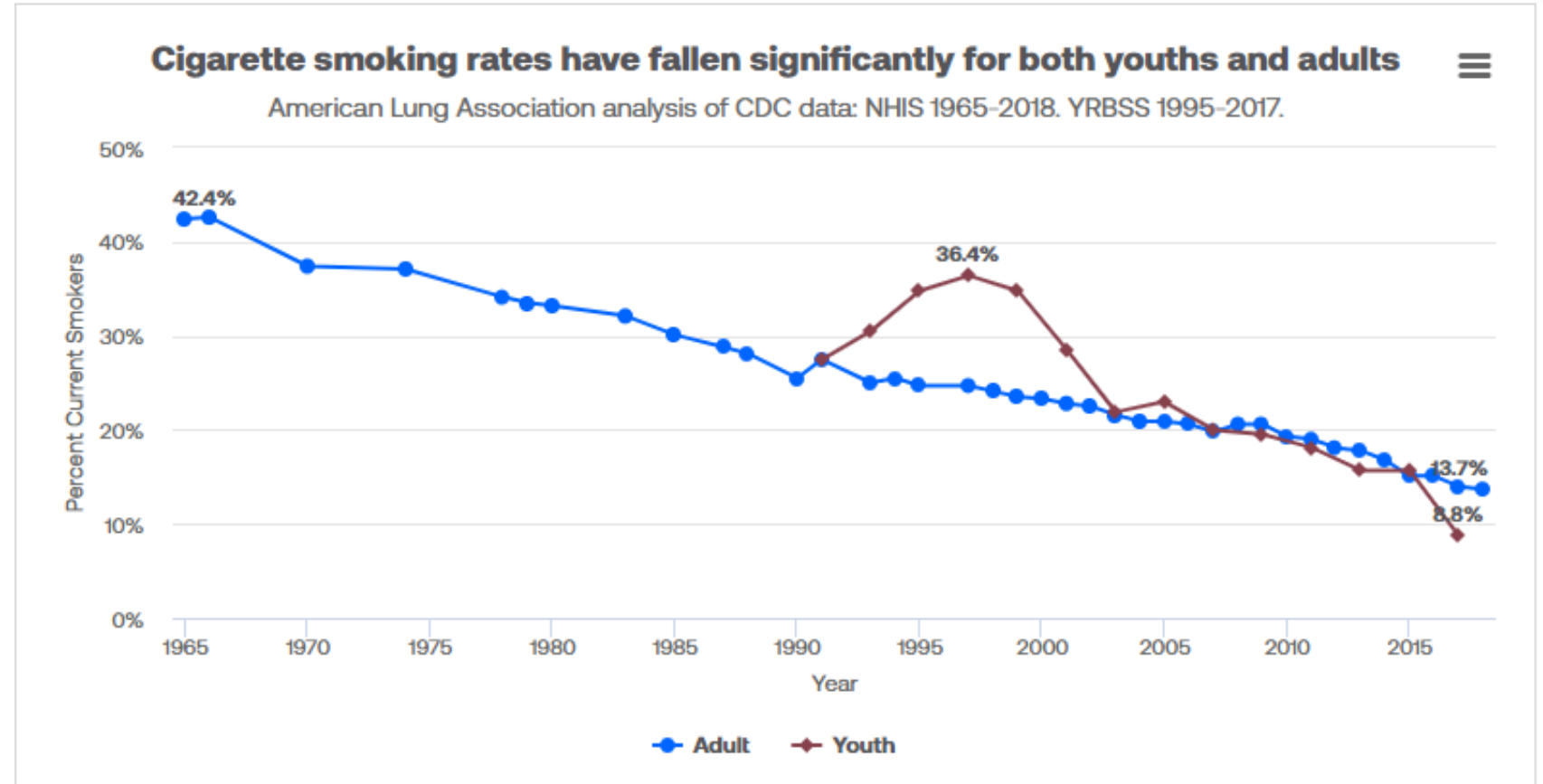
# Poll Everywhere

- [PollEv.com/elizabethkap214](https://PollEv.com/elizabethkap214)
- **TEXT “ELIZABETHKAP214” to 37607**



# State of smoking

- In 2019, 14% of all adults smoked
- 34.1 million people
- NYS 12.8%

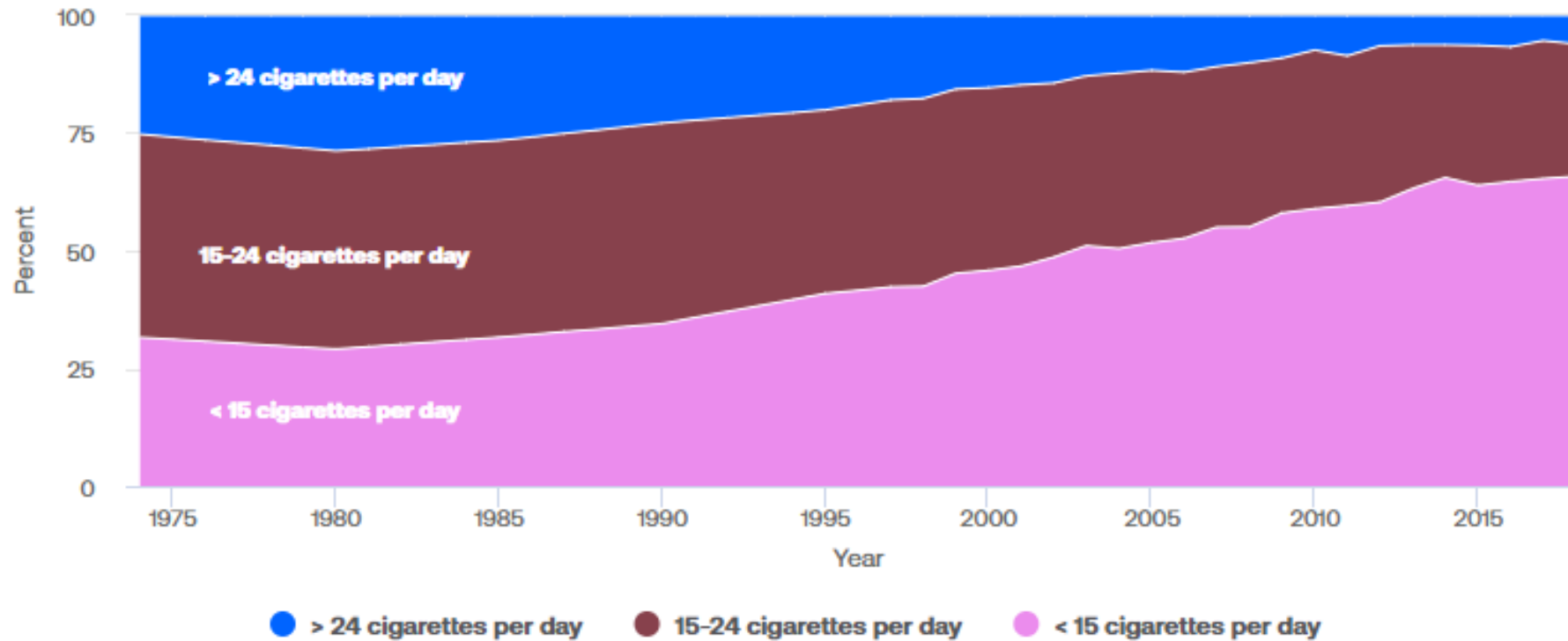


U.S. Department of Health and Human Services. The Health Consequences of Smoking—50 Years of Progress: A Report of the Surgeon General. Atlanta: U.S. Department of Health and Human Services, Centers for Disease Control and Prevention, National Center for Chronic Disease Prevention and Health Promotion, Office on Smoking and Health, 2014  
Office on Smoking and Health, National Center for Chronic Disease Prevention and Health Promotion

# State of smoking

## The average number of cigarettes smoked per day continues to decrease among current smokers

American Lung Association analysis of CDC data: NHIS, 1974-2018.



# Smoking Morbidity/Mortality

- **LEADING CAUSE OF PREVENTABLE DEATH WORLDWIDE**
- 1 in 5 deaths annually due to smoking
- 16 million Americans living with a disease due to smoking
- Causation: Cancer, heart disease, stroke, lung disease, diabetes, COPD, erectile dysfunction
- Correlation: Tuberculosis, immune disease (RA), infertility



U.S. Department of Health and Human Services. [The Health Consequences of Smoking—50 Years of Progress: A Report of the Surgeon General](#). Atlanta: U.S. Department of Health and Human Services, Centers for Disease Control and Prevention, National Center for Chronic Disease Prevention and Health Promotion, Office on Smoking and Health, 2014

# Head and Neck Cancer

- Estimated 14,620 deaths per year
  - Men > Women
  - 4% of all cancers

# Oral Sequelae of Tobacco Use

- Hairy tongue
- Candidiasis
- Xerostomia
- Halitosis
- Staining/ Melanosis



Dentistry Today; 2008

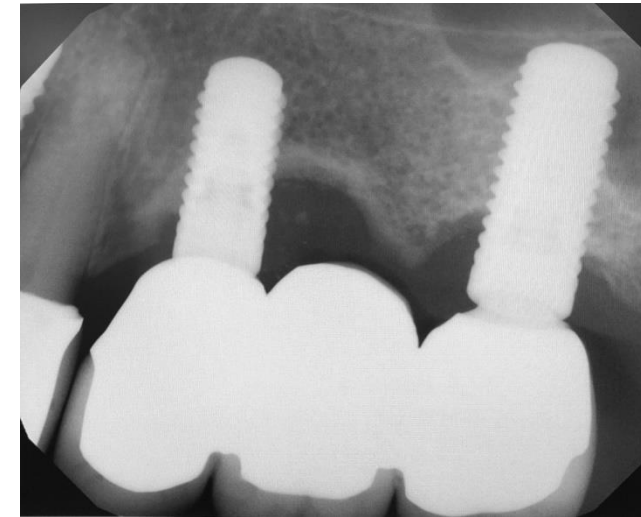
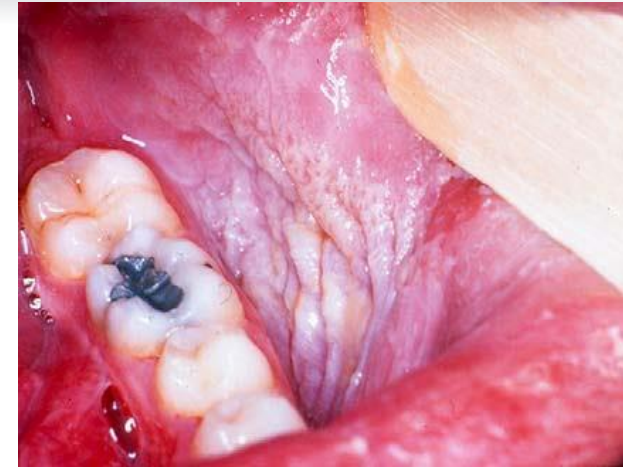
James WD et al "Andrews' Diseases of the Skin" Clinical Dermatology p. 308

☐ Glick, et al. 2015. Burket's Oral Medicine

American Academy of Oral Medicine

# Oral Sequelae of Tobacco Use

- Nicotinic stomatitis
- Submucous fibrosis
- Periodontal disease
- Impaired healing



American Academy of Oral Medicine  
Krakowiak P. "Alveolar Osteitis and Osteomyelitis of the Jaws" Oral and Maxillofacial Surgery Clinics, 2011

# Oral Sequelae of Tobacco Use

- Leukoplakia
- Squamous Cell Carcinoma



# Tobacco cessation in your practice

- Ask and ACT
  - Every hygiene visit
  - Every new patient exam
- Simple recommendation on cessation
  - “As your dentist, I need to tell you that quitting smoking is the most important thing you can do for your health.”



# Tobacco cessation in your practice

- Show patients changes in their mouths
- Set quit date
- Tell friends & family of upcoming quit date
- Change up timing of smoking
- Relapse is a part of quitting



# Pharmacotherapy (in brief)

- Nicotine Replacement Therapy
  - Patch, Gum, Lozenge, Inhaler
  - Titrated for amount the patient smokes
  - Combination therapy
- Prescribed Medications
  - Bupropion (Wellbutrin)
  - Varenicline (Chantix)

# Quitline Resources

## Smoking Cessation Medication Prescribing Chart

These highlights do not include all information needed for safe and effective use. See full prescribing information for each medication.

Medication*	Suggested Regimen	Precautions	Contraindications	Potential Adverse Effects
<b>Nicotine Replacement Therapy (NRT)</b> <b>Patch<sup>†</sup></b> Long-acting NRT  <b>Gum<sup>†</sup></b> Short-acting NRT  <b>Lozenge<sup>†</sup></b> Short-acting NRT  <b>Nasal spray</b> Short-acting NRT  <b>Inhaler</b> Short-acting NRT	≤10 cig/d, start with 14 mg/qd x 6 weeks, followed by 7 mg/qd x 2 weeks >10 cig/d, start with 21 mg/qd x 6 weeks, followed by 14 mg/qd x 2 weeks, followed by 7 mg/qd x 2 weeks	<ul style="list-style-type: none"> <li>■ Pregnancy Class D<sup>‡</sup></li> <li>■ Uncontrolled hypertension</li> <li>■ Skin disorders (patch)</li> <li>■ Allergy to adhesive tape (patch)</li> <li>■ MRI (patch)</li> <li>■ Advise starting with the highest-dose patch available except for patients weighing less than 100 lbs.</li> <li>■ TMJ disease, dental work, dentures (gum)</li> <li>■ Sodium-restricted diet (gum, lozenge, nasal spray)</li> <li>■ Stomach ulcer (gum, lozenge, nasal spray, inhaler)</li> <li>■ Sinusitis, rhinitis (nasal spray)</li> <li>■ Reactive airway disease (nasal spray, inhaler)</li> </ul>	<ul style="list-style-type: none"> <li>■ Heart attack within 2 weeks</li> <li>■ Serious cardiac arrhythmia</li> <li>■ Unstable angina</li> </ul>	<ul style="list-style-type: none"> <li>■ Symptoms of too much nicotine, e.g., nausea, headache, dizziness, fast heartbeat</li> <li>■ Skin irritation, insomnia (patch)</li> <li>■ Jaw pain, dry mouth (gum)</li> <li>■ Hiccups, heartburn (gum, lozenge)</li> <li>■ Bronchospasm (nasal spray, inhaler)</li> <li>■ Nasal irritation, tearing, sneezing (nasal spray)</li> <li>■ Mouth and throat irritation (inhaler)</li> </ul>
	1 <sup>st</sup> cig >30 mins after awakening, 2 mg/hr 1 <sup>st</sup> cig ≤30 mins after awakening, 4 mg/hr (both up to 24 pcs/day)			
	1 <sup>st</sup> cig >30 mins after awakening, 2 mg/hr 1 <sup>st</sup> cig ≤30 mins after awakening, 4 mg/hr (both up to 20 pcs/day)			
	1–2 sprays/hr, as needed (max 40/d up to 3 mos)			
	Frequent continuous puffing for up to 20 mins at a time every hour, as needed (6–16 cartridges/d up to 6 months)			
Long-acting NRT (patch) can be used in combination with short-acting NRT (gum, lozenge, nasal spray or oral inhaler) or with bupropion SR.				
<b>Bupropion SR (Zyban<sup>®</sup>, Wellbutrin<sup>®</sup>)</b>	Days 1–3: 150 mg po qd Day 4 to 7–12 weeks (or end of treatment): 150 mg po bid Can be maintained up to 6 months (24 weeks) <b>Can be combined with the NRT patch</b>	<ul style="list-style-type: none"> <li>■ Pregnancy Class C<sup>‡</sup></li> <li>■ Uncontrolled hypertension</li> <li>■ Severe cirrhosis – dose adjustment required</li> <li>■ Mild-mod hepatic &amp; mod-severe renal impairment – consider dose adjustment</li> </ul>	<ul style="list-style-type: none"> <li>■ MAO inhibitor in past 14 days</li> <li>■ Seizure disorder, bulimia/anorexia</li> <li>■ Abrupt discontinuation of ethanol or sedatives</li> </ul>	<ul style="list-style-type: none"> <li>■ Insomnia, dry mouth, headaches, pruritis, pharyngitis, tachycardia, seizures, neuropsychiatric effects and suicide risk</li> </ul> <p><small>As of December 16, 2016, the FDA removed the Boxed Warning for this medication. <a href="https://www.fda.gov/Drugs/DrugSafety/ucm532221.htm">https://www.fda.gov/Drugs/DrugSafety/ucm532221.htm</a></small></p>
<b>Varenicline (Chantix<sup>®</sup>)</b>	<b>Starting month pack:</b> (start 1 week before quit date <sup>§</sup> ) 0.5 mg po qd x 3 days; THEN	<ul style="list-style-type: none"> <li>■ Pregnancy Class C<sup>‡</sup></li> <li>■ Seizure disorder</li> <li>■ CrCl &lt;30 or dialysis – dose adjustment</li> </ul>	<ul style="list-style-type: none"> <li>■ Known history of serious hypersensitivity or skin reactions to</li> </ul>	<ul style="list-style-type: none"> <li>■ Nausea, insomnia, abnormal dreams, constipation, neuropsychiatric effects,</li> </ul>

# YOUR WORDS MATTER

Patients who received tobacco cessation counseling at the dental office were 1.4 times more likely to quit and remain abstinent at 12 months or longer.

[OR 1.44; 95% CI: 1.16-1.78]

More than 50% of people who smoke visit the dentist annually.

70% of smokers want to quit.

Approximately 50% of smokers will die of a smoking-related illness.

# Poll Everywhere

- [PollEv.com/elizabethkap214](https://PollEv.com/elizabethkap214)
- **TEXT “ELIZABETHKAP214” to 37607**

# New York State Smokers' Quitline



- Opt to Quit
- Refer to Quit

## Total Number of Referrals Received for the group

Code	Count
Unspecified	177
<b>Total</b>	<b>177</b>

## Total Closed Referrals

Reflects activity in the specified period and may include referrals made before 01/01/2020

Agreed to Interview	38
Refused Interview	31
Moral Support only	1
Wrong Number Number not in Service	19
Closed after five unsuccessful attempts	79
<b>Total Closed Referrals</b>	<b>168</b>

## NYS Quitline Refer-to-Quit Online

Please enter your Login Name and password below

You will need to register to log-in.

To register, please contact The New York State Smokers' Quitline by calling 1-866-697-8487 to request a log-in and password. You will need to provide name, organization, address, city, state, email address, phone, mobile number (if applicable) and a fax number.

Login Name:

Password:

# Questions





# Motivating and Supporting Dental Patients on Their Quit Journey



**Thursday, September 16, 2021**

*Patricia Bax, RN, MS, NCTTP, Marketing and Outreach Coordinator*



# Think About a Time...



# Brief Interventions (3-10 minutes)

## Keys for Success:

- ✓ Engaging in conversation
- ✓ Providing information about the impact of tobacco use
- ✓ Assessing level of motivation to quit
- ✓ Assisting access to resources or referrals to tobacco cessation programs



# Motivational Interviewing (MI)

Motivational Interviewing was developed in the late 1980's by William Miller, PhD. and Stephen Rollnick, PhD.

Basic MI skills are helpful; to learn more, visit:

<https://motivationalinterviewing.org>

<https://store.samhsa.gov/product/TIP-35-Enhancing-Motivation-for-Change-in-Substance-Use-Disorder-Treatment/PEP19-02-01-003>

# Motivational Interviewing (MI)

A “way of being” with a person. The “spirit” in which it is delivered is as important as the techniques used.

Characterized by a warm, genuine, and respectful stance supportive of one’s self-determination and autonomy.



## **Open-ended questions:**

You cannot comfortably answer with a yes/no/maybe.



## **Affirmations:**

Identify something positive and gives credit or acknowledgement.

## **Reflections:**

Statements made to the client mirroring back the content, process or emotion in their communication.



## **Summaries:**

Long reflections, often used to transition in a session, to end a session, to bring together content in a single theme, or for review.

# MI Conversation Examples

- 🗨️ “What makes you think it’s time for a change?”
- 🗨️ “What helped you be tobacco-free for a few months?”
- 🗨️ “Tell me more about when this first began.”
- 🗨️ “What was quitting like for you?”
- 🗨️ “What’s different about becoming tobacco free now?”

# Helpful Phrases

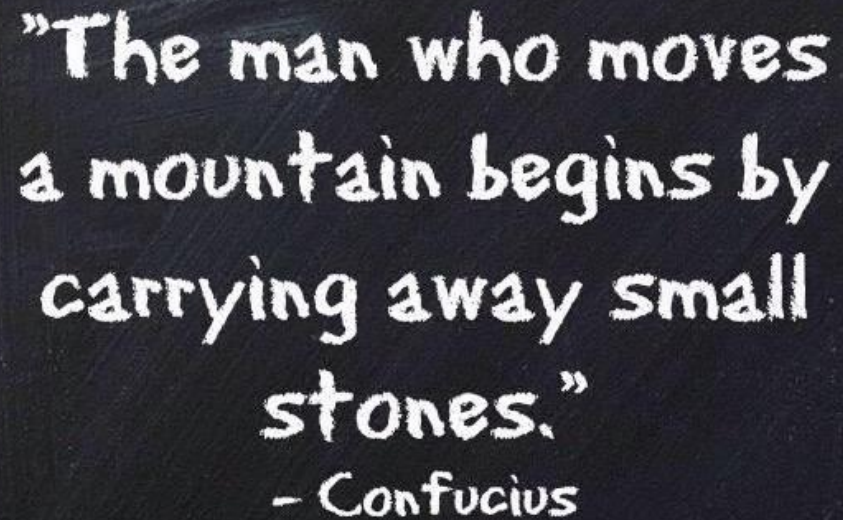
- Tell me more....
- It sounds like...
- What I'm hearing you say is...
- On a scale of 1 to 10....
- Imagine you could be tobacco free...



*The good life is a process, not a state of being.  
It is a direction not a destination. ~ Carl Rogers*



# What if One Chooses to Continue Their Tobacco Use?

A blackboard with white chalk text. The text is written in a casual, handwritten style. The quote is: "The man who moves a mountain begins by carrying away small stones." followed by "- Confucius".

"The man who moves  
a mountain begins by  
carrying away small  
stones."  
- Confucius

# The "5 R's"

Tobacco users not ready to make a quit attempt may respond to a motivational intervention.

Motivate with the "5 R's": Relevance, Risks, Rewards, Roadblocks, and Repetition.



# The "5 R's"

**Relevance:** Use facts to encourage one to indicate the reason quitting smoking is relevant.



**Risks:** Ask one to identify negative consequences of tobacco use. Highlight most relevant: shortness of breath, exacerbation of asthma, harm to pregnancy, risk of heart attack, cancer and stroke, increased risk of health complications for others.

# The "5 R's"



**Rewards:** Ask tobacco user to identify potential benefits of quitting. Examples: improve your health, smell, taste, life span, and self esteem. You'll be a good example for your kids, have healthier babies, and reduced wrinkles, etc.

# The "5 R's"

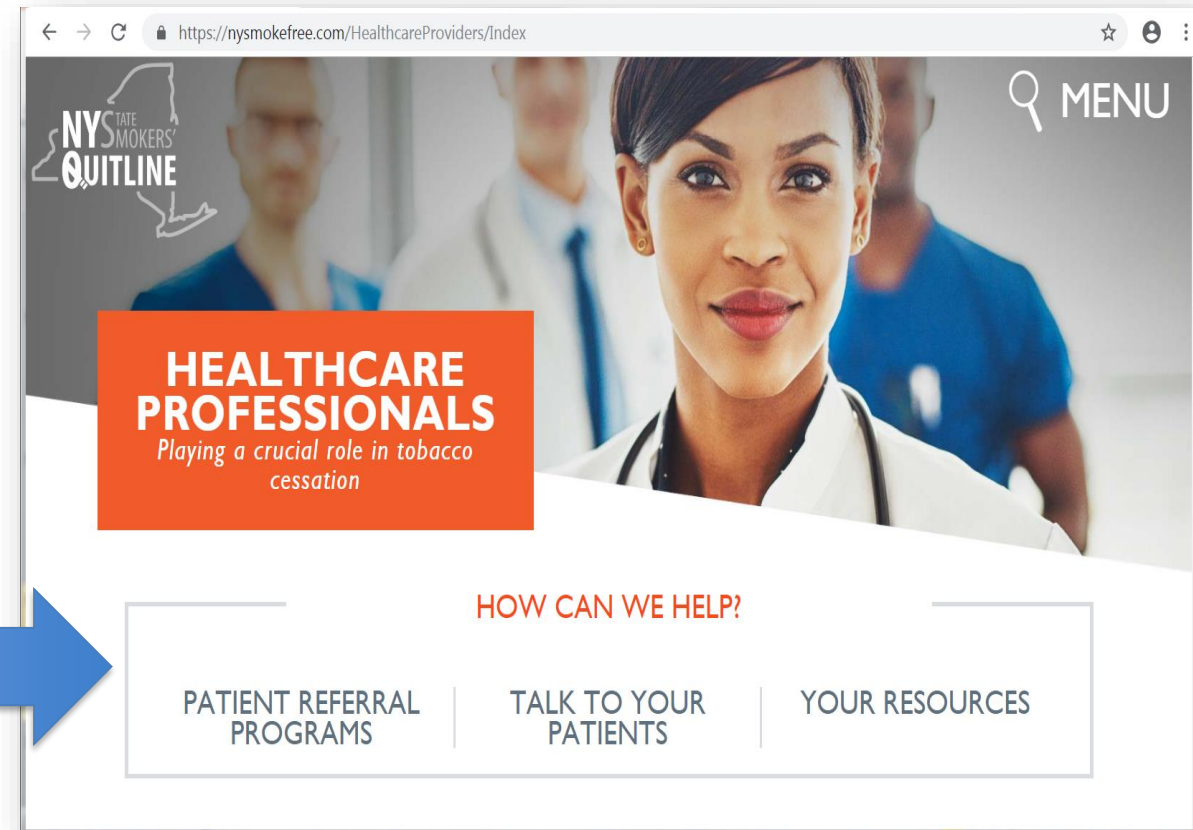
**Roadblocks:** Ask tobacco user to identify barriers or impediments to quitting; note elements of treatment (problem solving, pharmacotherapy) to address these barriers. Typical barriers: withdrawal symptoms, fear of failure, weight gain, lack of support, depression, and enjoyment of tobacco.

**Repeat:** Repeat motivational interventions as needed.



# Quitline as a Treatment Extender

Healthcare professionals (HCPs) can directly refer tobacco-using patients by utilizing our free, secure, and easy-to-use **Patient Referral Program**.



# Benefits of a Patient Referral Program

- Onsite tobacco dependence treatment interventions are enhanced, as part of a continuum of care.
- HCPs can utilize Quitline feedback to follow up with patients and support ongoing tobacco cessation attempts.
- Healthcare systems can leverage with Quitline services in a more seamless, consistent, and effective way.



Source: U.S. Department of Health and Human Services. Smoking Cessation: A Report of the Surgeon General—Executive Summary. Atlanta, GA: U.S. Department of Health and Human Services, Centers for Disease Control and Prevention, National Center for Chronic Disease Prevention and Health Promotion, Office on Smoking and Health, 2020.

# Easy to Use

## Referral Options:

- Automated referrals from Clients' Data System to secure NYS Smokers' Quitline Web services
- Secure online site
- E-fax or traditional fax

## Technical Assistance:

- Customize referral for healthcare site
- Training available





# Patient Referral Program

## Welcome

**Darlene Drake**  
Test

Group Members

*If any of these information is incorrect, please notify NYS Quitline as soon as possible.*

New

Enter a new referral to NYS Quitline

Change

Change or Delete or Print a referral that has not been processed yet.

Progress

View status / progress in Quitline to contact your client.

Stats

View Historical Referral Counts and Statistics.

Profile

Modify / Update Provider Information

Log Out

Log out of Quitline Fax-to-Quit Online system

# Patient Referral Program

**Referring Provider**

Referral No: NEW      Darlene Drake  
Test

Buffalo NY 14215  
Phone:(716) 845-1700  
Fax:

*If any of these information is incorrect, please call NYS Quitline to correct it or change it in your profile page.*

**Please complete name, address and phone number.**

Reference Code (OPTIONAL)

**Tobacco User Information**

First Name:       Last Name:

Address 1:

Address 2:

City:

State:       (Only New York State residents are eligible for Quitline services)      Zip:

Phone:       eMail:

**Enter Phone with Area Code + 7 Digit Number.**

When should we call?      Week:       Time:

Gender:       Language:

Date of Birth:       Enter in mm/dd/yyyy format or pick from the pop-up calendar.

**SEND PROGRESS REPORT:**

Secured Site Access (online)  
 Fax (provider secured)  
 DO NOT SEND PROGRESS REPORT

*If a selection is not indicated, no progress report will be made available.*

# Patient Referral Program

**Additional Provider to Receive Quitline Reports:**

*Mark and complete this section, ONLY if you wish the follow-up report to be sent ALSO to another person. REFERRERS AUTOMATICALLY WILL GET THE REPORTS.*

(Please provide complete address including phone and fax numbers)

Provider First Name:  Provider Last Name:

Group/Agency/Hospital/Organization:

Address:

City:  State:

Zipcode:

Phone:  Fax:

**Enter Phone and Fax numbers with Area Code + 7 Digit Number.**

*Checking the box on the left verifies the client has provided written or verbal consent to refer his/her information, agrees to be contacted by the NYS Smokers' Quitline and allows the Quitline to send a follow-up report to the designated provider(s). This verified consent is on file with this provider.*

**For more info. call 1-866-NY QUIT (1-866-697-8487)**

Darlene Drake  
Test 07/13/2021

PEDIATRICS ONLY:

Tobacco users' relationship to child:

Not Applicatble  
 Mother  
 Father  
 Other

If Other specify:

Child/Children's name: (to help with recordkeeping)  
**Please complete name, address and phone number.**

# Outcome Report

## Content:

- Reached/not reached
- Outcome and quit status
- NRT eligibility/status

## Report Data:

- Individual and aggregated patient activity data available

New York State Smokers' Quitline	1-866-NY-QUITS (1-866-697-8487)
<b>Refer-to-Quit Progress Report</b> 1-866-QUIT-FAX (1-866-784-8329)	Patient stamp, label, OR info (name, record number, DOB, date)
The Quitline has a secure <b>Online Referral Service</b> , allowing providers to refer tobacco users electronically with a valid provider e-mail address and to also access downloadable progress reports.	
For more information, or to register for the <b>Online Referral Service</b> , please contact the Quitline at 1-866-NY-QUITS (1-866-697-8487).	
<b>Reaching Referred Clients:</b> <ul style="list-style-type: none"><li>• A minimum of five telephonic attempts are made to reach a tobacco user.</li><li>• When contact is made, the tobacco user is offered free Quitline cessation services.</li><li>• If no contact, a letter is sent encouraging the tobacco user to contact the Quitline for help to quit.</li><li>• The outcome of the intervention or attempt to reach the tobacco user is documented below.</li></ul>	
<b>Call Outcomes</b>	
Date Progress Report Generated: Status: <ul style="list-style-type: none"><li>○ Reached/ Completed</li><li>○ Declined services at this time</li><li>○ A minimum of 5 attempts were made with no response from client</li><li>○ Wrong number or client no longer lives there</li><li>○ Phone disconnected</li></ul>	
<b>Quit Status</b> <ul style="list-style-type: none"><li>○ Already quit</li><li>○ Client wants to quit</li><li>○ Client has chosen a quit date</li><li>○ Client has not determined a quit date but plans to quit with in 30 days</li><li>○ Not ready to quit at this time</li></ul>	
<b>NRT Eligibility/Status</b> <ul style="list-style-type: none"><li>○ Eligible- sent a 2 week supply of:</li><li>○ Ineligible for a 2 week supply of NRT Reason:<ul style="list-style-type: none"><li>○ Already received NRT and is using NRT</li><li>○ Already received NRT and not using NRT yet</li><li>○ Sent NRT but has discontinued use of NRT Reason:</li></ul></li></ul>	

# Enhancing the Referral Process

- ✓ Quitline services are meant to enhance, not replace onsite interventions.
- ✓ Its not always what you say, but what you don't say that might have the greatest impact.
- ✓ What you say to patients and how you say it (using an encouraging and supportive tone), will influence their receptivity to receiving Quitline services.



# Tips From Former Smokers®

 Centers for Disease Control and Prevention  
CDC 24/7: Saving Lives. Protecting People™

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## Tips From Former Smokers®

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How to Quit Smoking +

Learn About Quit Smoking Medicines +

Real Stories -

By Disease/Condition

By Specific Group

By Name -

Amanda B.'s Story

Annette S.'s Story

Asaad M. and Leah M.'s Story

Beatrice R.'s Story

Becky H.'s Story

Bill B.'s Story

Brandon C.'s Story

## Felicita R.'s Story

[Español \(Spanish\)](#)



### Meet Felicita R.

With every bite she eats, Felicita remembers how smoking hurt her health. She developed gum disease—a danger for all smokers—and lost all her teeth by age 50. In one surgery, 23 teeth were removed. "It was very, very hard," says Felicita, who lives in Florida. It took a month for her mouth to heal. She doesn't like the way her dentures fit, so she uses only the top set. This means she can only eat soft foods now.

Felicita grew up in New York and started smoking at age 12. She smoked for 33 years but didn't realize that cigarettes added to her dental problems. In her 30s and 40s, she already had bleeding gums and loose teeth. By the time Felicita quit smoking, it was too late to save her teeth.

Today, Felicita loves being a nonsmoker. She can now keep up with her four children on walks: "I feel like I came back to life!" But Felicita doesn't smile much anymore. She's embarrassed to have false teeth. "I feel like I destroyed my health and my appearance with cigarettes."

### On This Page

[Felicita R.'s Videos](#)

[Felicita R.'s Biography](#)


[More About Felicita R.](#)

[Additional Resources](#)


[More Related Stories](#)

<https://www.cdc.gov/tobacco/campaign/tips/stories/felicita.html>

# Tips From Former Smokers®

 Centers for Disease Control and Prevention  
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- About the Campaign +
- How to Quit Smoking +
- Learn About Quit Smoking Medicines +
- Real Stories** -
- By Disease/Condition
- By Specific Group

## Brett P.'s Story

[Español \(Spanish\)](#)



Meet Brett P.

On This Page

- [Brett P.'s Videos](#)
- [Brett P.'s Biography](#)
- [Additional Resources](#)
- [More Related Stories](#)

<https://www.cdc.gov/tobacco/campaign/tips/stories/brett.html>

# Remember...







# Next Webinar: Thursday, October 7

## *Tobacco cessation lessons in the dental setting: Perspectives from motivating dental patients to quit*

### *Additional Presenters:*

- **Dr. Kalpesh Desai, BSc.Pharm, PharmD**, Adjunct Assistant Professor, State University of New York at Buffalo, School of Pharmacy and Pharmaceutical Sciences, Department of Pharmacy Practice
- **Marlyce James, CDA, RDH, MEd**, Assistant Professor/Clinical Instructor, SUNY Erie School of Dental Hygiene
- **Dr. Michael Krajewski, PharmD, MLS**, Adjunct Assistant Professor, State University of New York at Buffalo, School of Pharmacy and Pharmaceutical Sciences, Department of Pharmacy Practice

# Next Webinar: Thursday, October 7

*Encourage your professional colleagues to join the Quitline's e-mail listserv by visiting the Quitline's Online News Room at [nysmokefree.com/newsroom](http://nysmokefree.com/newsroom) to receive the webinar registration announcements and webinar details later this month. The registration forms and details will also be posted to the Online News Room.*

# Contact Our Outreach Team...

***Paula Celestino, MPH***

716-845-8817    [paula.celestino@roswellpark.org](mailto:paula.celestino@roswellpark.org)

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716-845-4365    [patricia.bax@roswellpark.org](mailto:patricia.bax@roswellpark.org)

***Tony Astran, MPA, APR, TTS***

716-845-8239    [anthony.astran@roswellpark.org](mailto:anthony.astran@roswellpark.org)



Thank  
you!

ROSWELL PARK COMPREHENSIVE CANCER CENTER