



## HELP! I CAN'T QUIT.

"I want to quit smoking, but can't. I've tried everything: The patch, nicorettes, smokers' gum, everything! I still smoke." Sound familiar?

People who smoke often do try 'everything', but find it difficult to succeed. Often there are several attempts to quit and maybe they succeed for 2-3 weeks, or even six months at a time. After that, those same people find themselves going back to the smoking habit.

Herein lies the key: It is a habit; one that needs to be replaced with a more healthy alternative. That something needs to fulfill the needs you currently get out of smoking. Once you have found that something, you will find quitting the smoking habit a breeze.

Ask yourself the following questions:

- 1] When do you smoke?
- 2] What does it do for you?
- 3] How else can you achieve what you currently get out of smoking?

In order to answer the first two questions, you may find it useful to keep a 'diary' of when you smoke. A week will suffice for this purpose. Note when you smoke, how much and how fast you smoke. What were you thinking of at the time you lit up, as you began to smoke, during and after smoking? Keywords to jolt your memory will suffice at this stage. (There is no need for a 1000 word essay here).

Once you have got your week's data, you may begin to notice trends. Perhaps you find yourself smoking when you have big sales presentations to make or prepare for. Perhaps you smoke when you pace back and forth. Perhaps you find yourself smoking when you don't know what to do with your hands. Maybe, you smoke in the car, especially during peak traffic. Perhaps you need to smoke when you want thinking time. Often, you will find that you are smoking for multiple reasons and that it serves many purposes.

(Continued overleaf).



## OUR MISSION

To provide a professional service, using best practices.

## OUR MOTTO

Be Proactive.  
Take Charge of Your Career.  
Look After Your Health.

Membership: \$35 per calendar year.  
As membership grows, so too, do your benefits.

Members: To ensure an uninterrupted subscription to HQ and CQ, be sure to advise us of any changes to your contact details.

Applications for membership can be made by completing the reply slip overleaf. Send it, along with your cheque, to the address shown below.

Your opinions are important to us. We invite your comments, feedback, criticisms and etc. on this and future issues. Enquiries, or requests for further information can also be made to the address below.

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Your answers to the first two questions will provide the rationale for your answers to the third. You may decide to play some relaxing music if you smoke to relax whilst driving. You may decide to do some deep breathing instead of smoking whilst pacing back and forth. You may decide to chew on a pencil if you smoke for thinking time. You may decide to hold a glass of water if you smoke to have something to do with your hands. Whether or not you smoke for multiple reasons, you may find that having a range of healthful alternatives to be more effective than having a single alternative for each smoking purpose.

Once you have decided on your healthy alternatives, go ahead and use them. Remember, your health is #1.

If you find that you need more help to break free of the smoking habit, book into our Stop Smoking Program.

## RECOMMENDED READING

For those of us who would like to increase our reading speed, (perhaps to keep up with all that reading we have to do), I can thoroughly recommend Break Through Rapid Reading, by Peter Kump. You will learn strategies to increase your reading speed, as well as ways to improve your comprehension.

Rachel is available for public speaking engagements in:

career related issues

(eg., job hunting skills, resumes, covering letters, key transferable skills, staying employable, presenting yourself at interviews, women's issues, career change or transition issues, issues for older workers, and mentoring)

setting career/personal goals

managing stress

hypnosis

self-hypnosis

managing anxiety

(eg., public speaking, exam, interviews, sales presentations).

If you would like Rachel to speak before your audience, please contact her on 9578 9077 during normal business hours.

Businesses wanting to discuss deals, for members of Rachel Abramson & Associates, can contact our office during normal business hours.

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## REPLY SLIP AND / OR REQUESTS FOR INFORMATION

- a) I would like to become a member of Rachel Abramson & Associates and get 5-10% off standard rates, as well as receive my subscription to CQ and HQ. I therefore enclose my cheque for \$35. I understand that this will cover my membership dues until 31 December 1999.
- b) I would like to be placed on the waiting list for the 2000 Peer Mentoring Program for Women.
- c) I would like to be placed on the mailing list to receive more information about the Seminars of the Future Series.
- d) I would like to book into the Professional Practice Program. I therefore enclose my cheque for \$220 (\$202.50 for members). I understand this Program meets on the first Saturday of every month from July to December 1999 and March to June 2000.
- e) I would like additional information about the:

CAREER DAYZ™ Program\*  
CAREER DAYZ™ Interview Skills Workshop\*  
FIVE STEPS Program (to setting S.M.A.R.T. goals)\*  
Making Self-Hypnosis and Self-Talk Work for You\*

Managing Exam Anxiety Program  
Overcoming Public Speaking Anxiety  
Peer Mentoring Program for Women\*  
Professional Practice Program\*  
Stop Smoking Program  
Stress Management Program  
Weight Management Program

\* Please note, asterisked programs may be undertaken individually or as part of a group. In the latter case, group discounts may apply. Remaining programs are offered on an individual basis only.

f) Name: \_\_\_\_\_  
Address: \_\_\_\_\_ Postcode: \_\_\_\_\_  
Phone: \_\_\_\_\_ (bh) \_\_\_\_\_ (ah)  
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