# THE KEY POINTS
## CDC’s Client-Centered HIV Prevention Counseling

<table>
<thead>
<tr>
<th>Step</th>
<th>Goals</th>
<th>Useful Skills and Considerations</th>
</tr>
</thead>
</table>
| **1** **Introduce and Orient Client to Session** | • Build rapport  
• Verify reason for visit  
• Explain services  
• Address confidentiality | • Open-ended questions  
• Focus on Feelings |
| **2** **Identify Risk Behaviors and Circumstances** | • Verify understanding of transmission  
• Explain details of client’s specific risk  
• Explore patterns of risk and contributing psycho-social factors | • Open-ended and questions  
• Non-judgmental attitude  
• Integration of risk assessment checklist into open-ended conversation |
| **3** **Identify Safer Goal Behavior** | • Explore prior successes and challenges  
• Praise prior attempts at risk reduction  
• Ask: “What would you like (or be willing) to do to avoid getting HIV?”  
• Offer risk reductions options | • Open-ended questions  
• Offer options, not directives  
• Motivational statements  
• Positive reinforcement  
• Support most protective realistic goal |
| **4** **Develop Client Action Plan** | • Explore challenges and support for achieving goal  
• Identify client strengths  
• Discuss strategies to deal with challenges  
• Explore counselor’s /others’ role in providing support  
• Help client define next step toward goal and when they plan to do it. | • Open-ended questions  
• Explore partner communication issues  
• Listen for “red flags” about partner violence  
• Role play  
• Listen for indications of unrealistic goal  
• “What do you think would happen if...?” |
| **5** **Link to Care and Resources** | • Offer referral and linkage support to necessary resources (medical support, emotional support, transportation, partner notification, prevention resources, etc.) | • Know area resources  
• Build relationships with cooperative agencies and their staff  
• Explore resources client has used in the past  
• Elicit genuine client reaction to referrals |
| **6** **Summarize and Close** | • End visit with summary of main points, plans and next step  
• Praise client’s healthy steps | • Summarize  
• Check for common understanding  
• Provide motivational message |

Developed by William Hight, Ph.D., Clinical Asst. Professor, Dept. of Psychiatry and Health Behavior, Medical College of Georgia