



CARDI•OH

Ohio Cardiovascular Health Collaborative



In partnership with:



Cardi-OH ECHO Weight Management A Patient-Centered Approach

Thursday, October 3, 2019

Disclosure Statements



The following planners, speakers, moderators, and/or panelists of the CME activity have financial relationships with commercial interests to disclose:

- Adam T. Perzynski, PhD reports being co-founder of Global Health Metrics LLC, a Cleveland-based software company and royalty agreements for forthcoming books with Springer publishing and Taylor Francis publishing.
- Siran M. Koroukian, PhD received funds for her role as a site PI on a subcontract with the Cleveland Clinic.
- Christopher A. Taylor, PhD, RDN, LD, FAND reports grant funding and travel support for his role as a consultant, researcher, and presenter for Abbott Nutrition, and is also a member of the Scientific Advisory Council of Viocare, Inc.
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Communication – Opening the Door



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Objectives



After attending this brief didactic session, you should be able to accomplish the following:

- 1) Provide a rationale for why how weight is initially raised is so critically important.
- 2) Summarize an “opening the door” approach to initial weight management discussions.
- 3) Incorporate appropriate core principles into an “opening the door approach”.

Core Principles

- Terminology
- Empathy
- Collaborative
- Allow Time
- Medicalization



Rationale

- Weight is a sensitive issue for many patients.
- Why?
 - Societal expectations
 - Moral judgement
 - Lack of self control, lazy, uninterested in health
- An initially insensitive approach is likely to “close the door” permanently.
 - “Do you need an HIV test? Have you been pretty promiscuous?”

Opening the Door

- Prescriptive approach?
 - Why?



Opening the Door



- Viola is a fifty-six-year-old woman with type 2 diabetes, dyslipidemia, hypertension, obstructive sleep apnea, and recently diagnosed stable coronary heart disease. She stands 5'3" tall, and weighs 266lbs. She has never had a discussion about weight with any health care professional. She lives with her husband (age 58) who also has obesity.

Opening the Door

- Solicit approaches



Opening the Door

- Step 1: (Concern)
“Viola, I am concerned about your weight.”
- Step 2: (Medicalization)
“It puts you at risk for worsening diabetes and hypertension, as well as worsening heart disease.”
- Step 3: (Solicit mutual concern)
“Is this something that concerns you as well?”
- Step 4: (Collaborate)
“Is this something you would be interested in working on together?”

Variations

- “I am concerned about your weight. Do I have your permission to discuss this?”
- Adolescents:
 - “Lauren, I am concerned about your weight. Would you be interested in working with me and your father to make some changes in your lifestyle over a period of time?”
 - (Very gentle request)

What not to do

- “Let’s talk about your weight.”
- “Tell me about your diet.”
- “Do you exercise?”
- “How do you feel about your weight?”
- “Are you trying to lose weight?”

...and worst of all

- Dawn brings her nine-year-old son Greg for a well-child check. She has been told by Greg's school nurse that he has obesity.
 - Dawn: "Doctor, there has been some concern about Greg's weight."
 - Dr. "Yeah, it's true, his BMI percentile is just above 95. But he's an active boy, and he'll probably outgrow it. You shouldn't worry."

...and worst of all

- “Well, yes, technically you have obesity. But you’re on your feet all day at work which is good. You shouldn’t feel bad about your work. You also have a big frame.”

Thank you!

Questions/Discussion