



Meeting Your Patients Where They Are



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Disclosure statement

There are no relevant financial relationships with ACCME defined commercial interests to disclose.

Learning Objective:

Identify various strategies to help promote behavior change in patients.



Healthy Rowan works across organizations to educate, collaborate, and advocate to improve health outcomes in Rowan County



With support from
Healthy People, Healthy Carolinas
An Initiative of The Duke Endowment

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THE CITY OF
Salisbury
— North Carolina —

**ROWAN
COUNTY**
NORTH CAROLINA
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Outline

- Be your first patient
- Understanding current patient behaviors
- Behavior change fundamentals & practical behavior change “*upgrades*”

Be Your First Patient





Ask Yourself...

Do you smoke?

How much alcohol do you drink?

Do you eat five fruits and veggies per day?

Are you at a healthy weight?

Do you get the recommended amount
of physical activity?

How do you deal with stress?

How much sleep are you getting?



80% of all premature deaths are attributable to three factors

1. Tobacco use

2. Poor diet

3. Lack of physical activity



Of 150,000 adults, only 3% had healthy levels of all four health behaviors:

1. Non-smoking (76%)
2. Healthy weight/BMI <25 (40%)
3. Five fruits and veggies per day (23%)
4. Regular physical activity (22%)

Understanding Current Patient Behavior





2019 County Level Data

Behavior	Cabarrus	Rowan	NC
Physical Activity	27%	24%	23%
Obesity	34%	37%	32%
Insufficient sleep	35%	37%	36%
Adult Smoking	19%	21%	18%
Excessive Drinking	18%	17%	18%

Data from: RWJF County Health Rankings. www.countyhealthrankings.org/



Fruit

Just 1 in 10 adults meet the federal fruit or vegetable recommendations¹.

About 3 out of 4 people are eating a diet low in fruits and vegetables².

- 12% met fruit intake; 9% met vegetable intake
- Orange juice (fruit) and potatoes (vegetables) were largest contributors
- Dark green and orange vegetables and legumes smallest contributors

1. Foundations of Lifestyle Medicine. Board Review Manual.
2. Lee-Kwan SH, Moore LV, Blanck HM, Harris DM, Galuska D. Disparities in State-Specific Adult Fruit and Vegetable Consumption — United States, 2015. MMWR Morb Mortal Wkly Rep 2017;66:1241–1247. DOI: <http://dx.doi.org/10.15585/mmwr.mm6645a1>[external icon](#)
3. Photo by [Allec Gomes](#) on [Unsplash](#)



Guidelines for Adults

(includes Chronic Health Conditions)

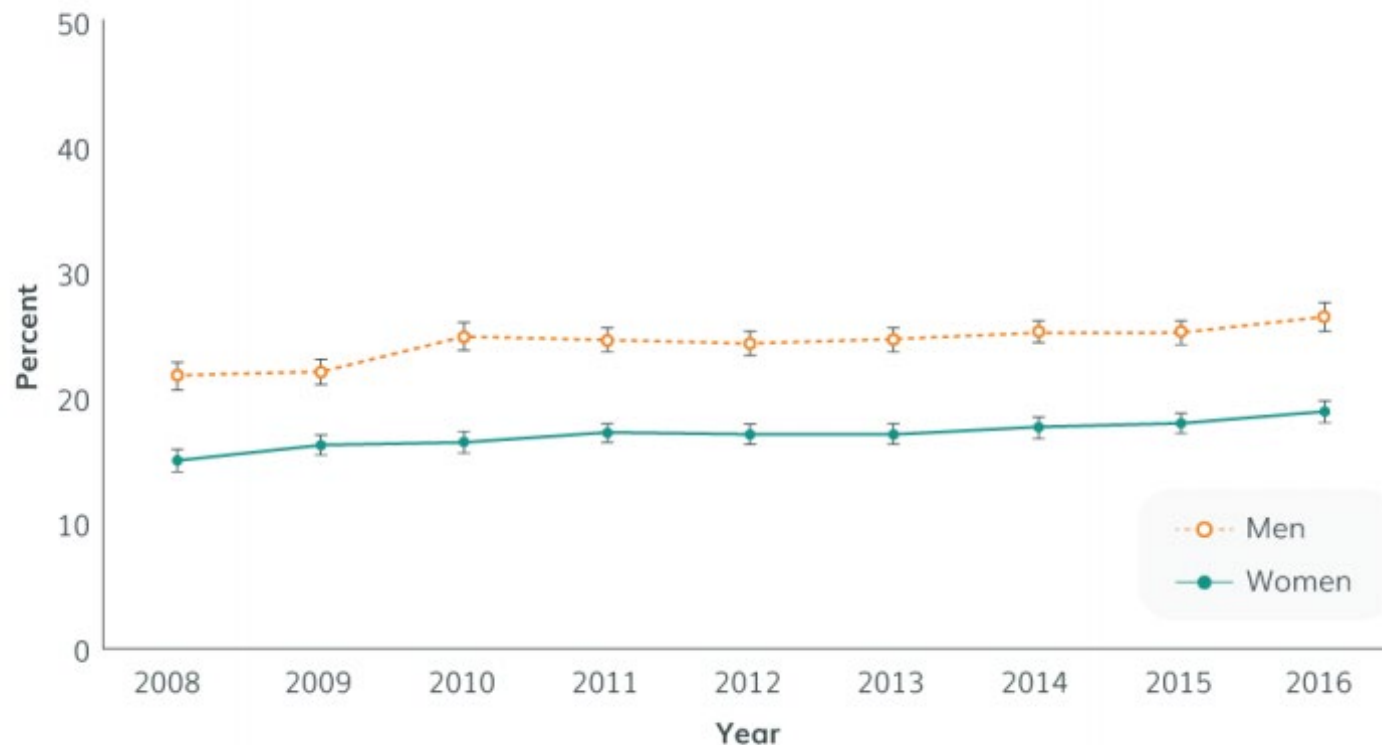
Sit less and move more throughout the day.

Aerobic Activity: 150 -300 minutes a week of moderate-intensity
OR 75 minutes to 150 minutes a week of vigorous-intensity OR
Equivalent Combination of moderate-vigorous intensity

Muscle Strengthening: moderate or greater intensity and that
involve all major muscle groups on 2 or more days a week, as
these activities provide additional health benefits.

Physical Activity

Figure 1-1. Percentage of U.S. Adults Ages 18 Years or Older Who Met the Aerobic and Muscle-Strengthening Guidelines, 2008–2016





Adults need a mix of physical activity to stay healthy.

Moderate-intensity aerobic activity*

Anything that gets your heart beating faster counts.



AND

Muscle-strengthening activity

Do activities that make your muscles work harder than usual.

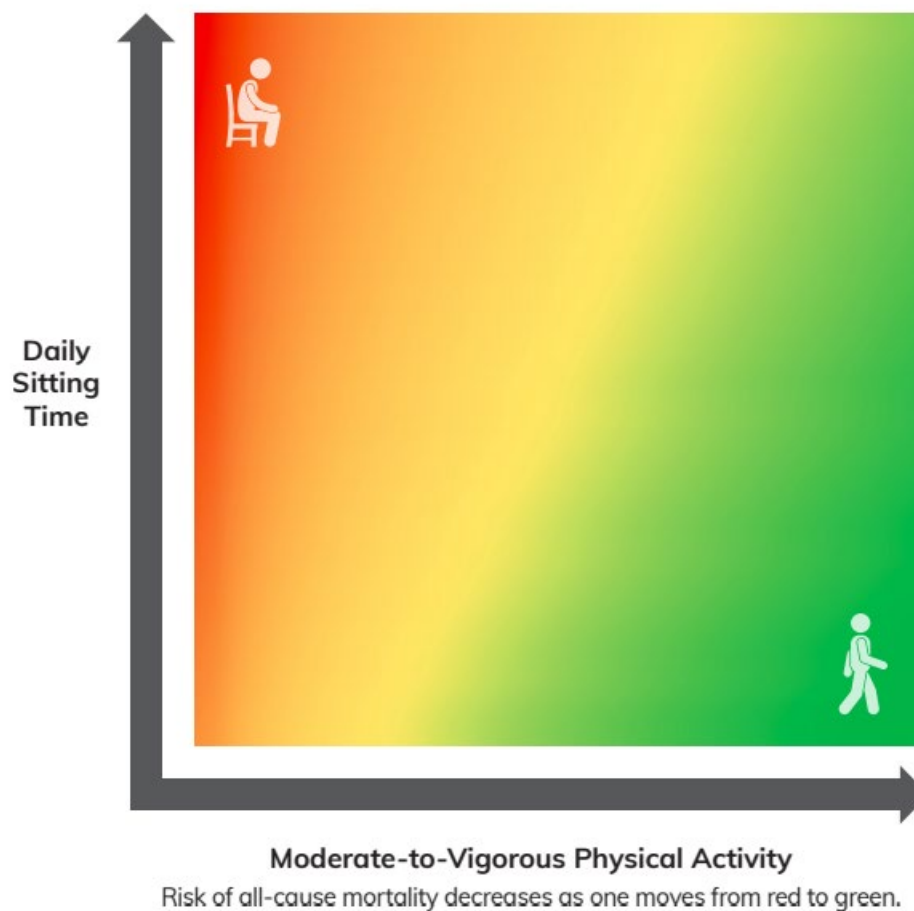


*If you prefer vigorous-intensity aerobic activity (like running), aim for at least 75 minutes a week.

If that's more than you can do right now, **do what you can.** Even 5 minutes of physical activity has real health benefits.

Walk. Run. Dance. Play. What's your move?

Figure 1-3. Relationship Among Moderate-to-Vigorous Physical Activity, Sitting Time, and Risk of All-Cause Mortality in Adults



Source: This heat map is adapted from data found in Ekelund U, Steene-Johannessen J, Brown WJ. Does physical activity attenuate, or even eliminate, the detrimental association of sitting time with mortality? A harmonized meta-analysis of data from more than 1 million men and women. *Lancet*. 2016;388:1302-1310. doi:10.1016/S0140-6736(16)30370-1.

ASSESSMENT

30-Second Chair Stand

Purpose: To test leg strength and endurance

Equipment: A chair with a straight back without arm rests (seat 17" high), and a stopwatch.

① Instruct the patient:

1. Sit in the middle of the chair.
2. Place your hands on the opposite shoulder crossed, at the wrists.
3. Keep your feet flat on the floor.
4. Keep your back straight, and keep your arms against your chest.
5. On "Go," rise to a full standing position, then sit back down again.
6. Repeat this for 30 seconds.

NOTE:

Stand next to the patient for safety.

② On the word "Go," begin timing.

If the patient must use his/her arms to stand, stop the test.
Record "0" for the number and score.

③ Count the number of times the patient comes to a full standing position in 30 seconds.

If the patient is over halfway to a standing position when 30 seconds have elapsed, count it as a stand.

④ Record the number of times the patient stands in 30 seconds.

Number: _____ Score: _____

Patient _____

Date _____

Time _____ ☐ AM ☐ PM



SCORING

Chair Stand Below Average Scores

AGE	MEN	WOMEN
60-64	< 14	< 12
65-69	< 12	< 11
70-74	< 12	< 10
75-79	< 11	< 10
80-84	< 10	< 9
85-89	< 8	< 8
90-94	< 7	< 4

A below average score indicates a risk for falls.

CDC's STEADI tools and resources can help you screen, assess, and intervene to reduce your patient's fall risk. For more information, visit www.cdc.gov/steadi



Centers for Disease
Control and Prevention
National Center for Injury
Prevention and Control

2017



Stopping Elderly Accidents,
Deaths & Injuries

Can detect early declines in functional independence¹.

1. Millor, N., Gomez, Marisol. An evaluation of the 30-s chair stand test in older adults: Frailty detection based on kinematic parameters from a single inertial unit. Journal of NeuroEngineering and Rehabilitation. 2013. 10(1): 86

Push-Up Test Norms

Rating	Age (years)				
	20-29	30-39	40-49	50-59	60-69
<i>Male Norms:</i>					
Excellent	≥36	≥30	≥26	≥21	≥18
Very good	29-35	22-29	17-25	13-20	11-17
Good	22-28	17-21	13-16	10-12	8-10
Fair	17-21	12-16	10-12	7-9	5-7
Needs improvement	≤16	≤11	≤9	≤6	≤4
<i>Female Norms:</i>					
Excellent	≥30	≥27	≥24	≥21	≥17
Very good	21-29	20-26	15-23	11-20	12-16
Good	15-20	13-19	11-14	7-10	5-11
Fair	10-14	8-12	5-10	2-6	1-4
Needs improvement	≤9	≤7	≤4	≤1	≤1

U.S. FOOD CONSUMPTION AS A % OF CALORIES

PLANT FOOD:

Vegetables, Fruits, Legumes,
Nuts & Seeds, Whole Grains

Fiber is found only in plant foods.

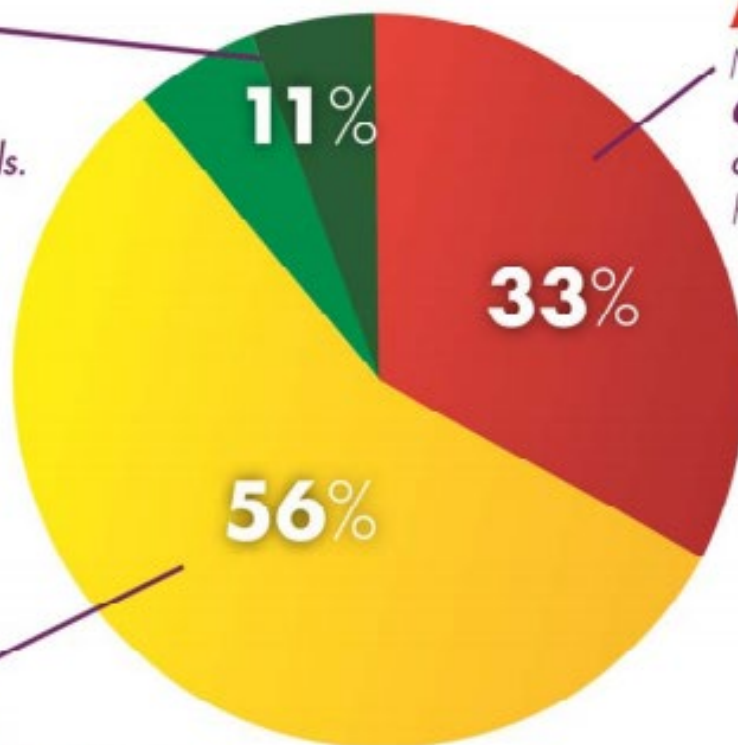
ANIMAL FOOD:

Meat, Dairy, Eggs, Fish, Seafood

Cholesterol is found only in
animal foods. Animal foods are the
PRIMARY source of saturated fat.

PROCESSED FOOD:

Added Fats & Oils, Sugars, Refined Grains



Fast Food

In 1960, over a quarter of the money spent on food in the United States was on food eaten away from home.

By 2011, the money spent on food eaten away from home in the United States jumped to nearly half.



FAST FOOD CONSUMPTION AMONG U.S. CHILDREN AND ADOLESCENTS, 2015–2018



More than 1/3
of youth aged 2–19
eat **fast food**
on a given day

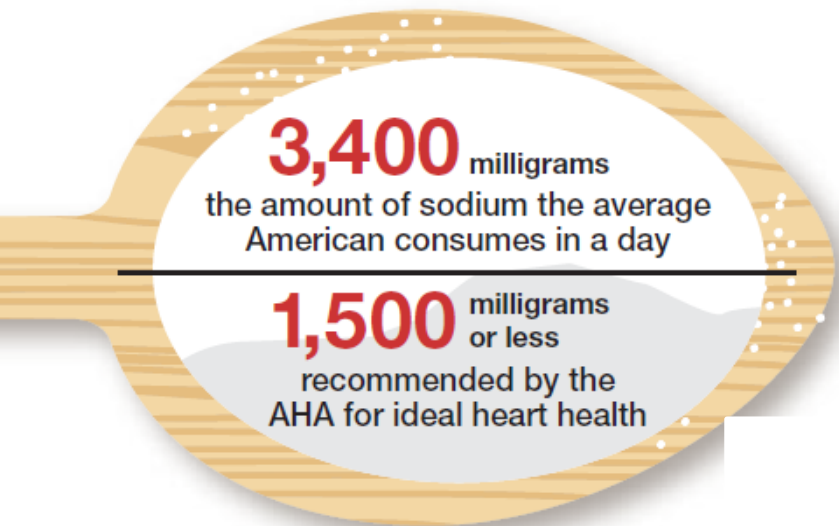
TIME TO SCALE BACK

Portion sizes have been growing, so have we. Burgers today are three times bigger than they were in the 1950s, and men are, on average, 28 pounds heavier. At this rate, imagine the size of a burger in 2050! But, we can work together to make healthy living easier. Scale back when eating out by ordering the smaller portion, sharing with a friend, or eating half and taking the rest with you. And, ask the restaurant manager to offer smaller-sized options.



FOR MORE INFORMATION, VISIT
MakingHealthEasier.org/TimeToScaleBack

AHA Guidelines



How much sodium is in salt?

These amounts are approximate.

1/2 teaspoon salt = 1,150 mg sodium

1 teaspoon salt = 2,300 mg sodium



TOO MUCH SODIUM

On average, American adults eat more than 3,400 milligrams of sodium daily – more than double the American Heart Association's recommended limit of 1,500 milligrams.



*Source: Centers for Disease Control (CDC)

Choose lower-sodium foods and cook at home more often.



Look for the Heart-Check mark to find products that can help you make smarter choices about the foods you eat.

Check the Nutrition Facts label for the amount of sodium per serving AND the number of servings per container.

Read food labels. Assorted brands of the same food often have different sodium amounts.



Excess sodium increases a person's risk for **HIGH BLOOD PRESSURE**, which can lead to heart disease and stroke



SODIUM TRACKER



When recording your sodium intake, be sure to keep in mind that different brands and restaurant preparation of the same foods may have different sodium levels so ask your server or look online for sodium content of restaurant foods. To track your sodium intake check the nutrition labels of the foods you eat and prepare. When preparing homemade foods, check the sodium content in individual ingredients, then add up the totals. Sodium levels of the same food can vary widely, so it is important to educate yourself by reading labels and looking for low-sodium options.

The American Heart Association's Heart-Check mark—whether in the grocery store or restaurant helps shoppers see through the clutter on grocery store shelves to find foods that help you build a heart-healthy diet. Visit heart.org/sodium for more information.

MEAL	FOOD	SODIUM	NOTES
Breakfast			
Snack			
Lunch			
Snack			
Dinner			
Snack			
DAILY SODIUM TOTAL			

Source: <https://www.heart.org/en/healthy-living/healthy-eating/eat-smart/sodium/9-out-of-10-americans-eat-too-much-sodium-infographic>

Where does it come from?



Image Source: www.heart.org/en/healthy-living/healthy-eating/eat-smart/sodium/9-out-of-10-americans-eat-too-much-sodium-infographic

Cheeseburger

Calories: 530

Sodium: 1,090 mg

Fat: 27g



Bacon & Egg Sandwich



Calories: 500
Sodium: 2,336mg
Fat: 27g

Chicken Sandwich



Calories: 450

Sodium: 1,620mg

Fat: 19g

6-inch Italian Sub



Calories: 390
Sodium: 1,330mg
Fat: 17g

Image Source: pexels

Taco Salad (Full Size)



Calories: 660

Sodium:
1,820mg

Fat: 32g

Medium French Fries



Calories: 450
Sodium: 820mg
Fat: 21g

Chicken Caesar Salad



Calories: 1,020
Sodium: 2,030mg
Fat: 46g

3 Slices Pizza

(12"medium pizza)

	Cheese	Meat Lovers
Calories	720	990
Sodium	1,590mg	2,490mg
Fat	30g	54g



Photo by [Peter Bravo de los Rios](#) on Unsplash

**THE AMERICAN HEART ASSOCIATION
RECOMMENDED DAILY LIMIT FOR ADDED SUGARS:**

WOMEN

6

TEASPOONS

100

CALORIES

OR LESS

MEN

9

TEASPOONS

150

CALORIES

OR LESS



HEALTHY KIDS ARE SWEET ENOUGH

Kids age 2-18 should have **LESS THAN 25 GRAMS** or **SIX TEASPOONS** of **ADDED SUGARS DAILY** for a healthy heart.



less than six...



Source: American Heart Association statement:
Added Sugars and Cardiovascular Disease Risk in Children



32-ounce Sweet Tea

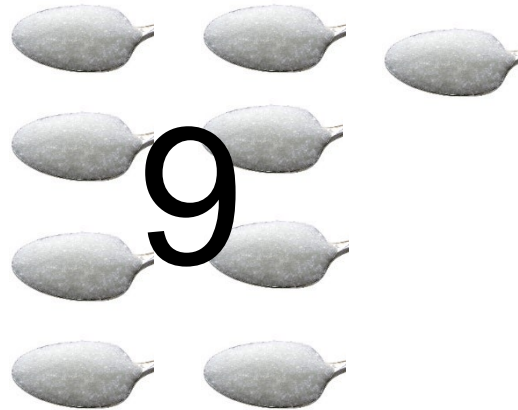


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20 oz. Sports Drink

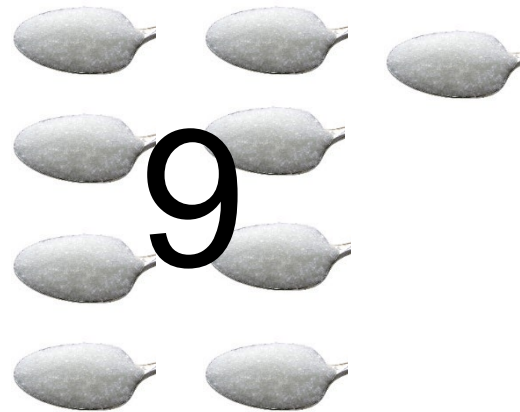


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20 oz. Soda

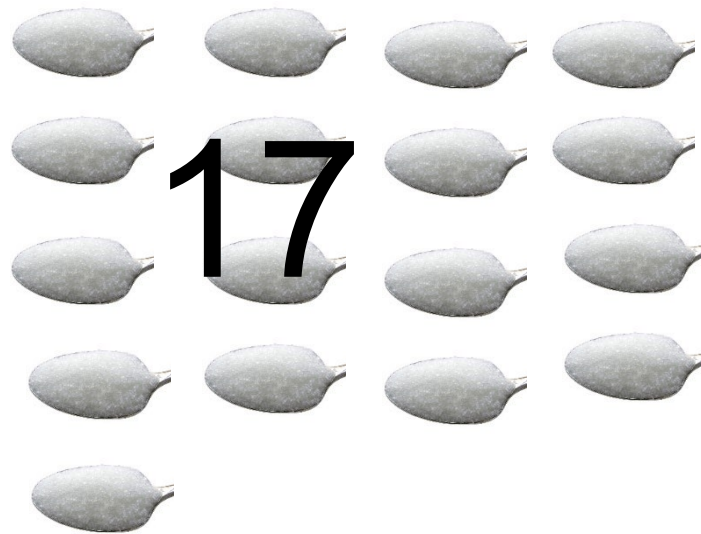
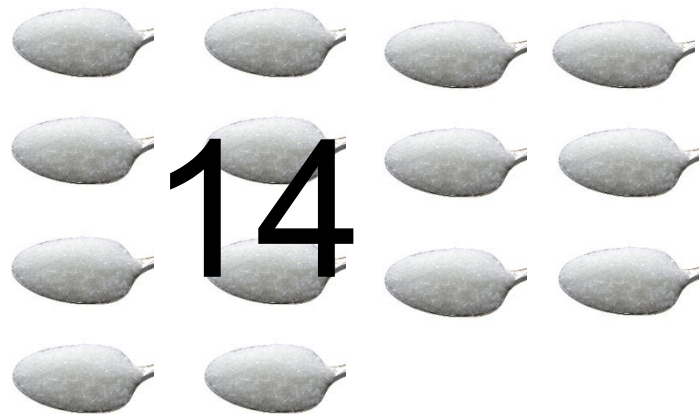
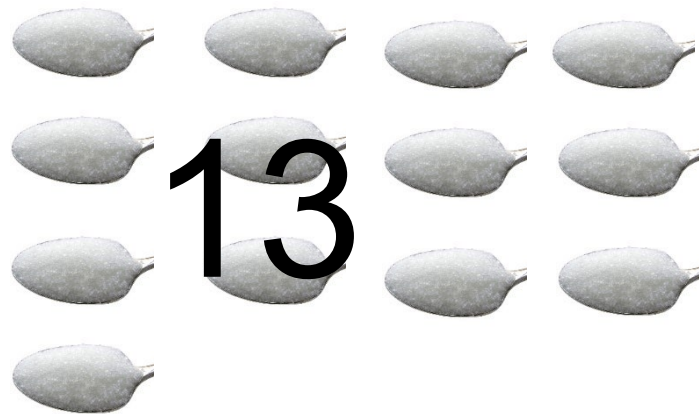


Photo by [Alex Loup](#) on [Unsplash](#)

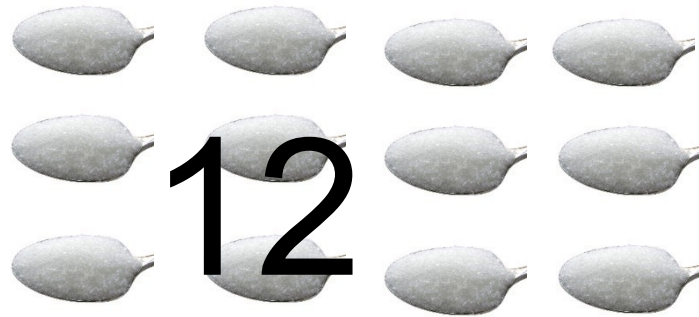
16 oz. White Chocolate Mocha



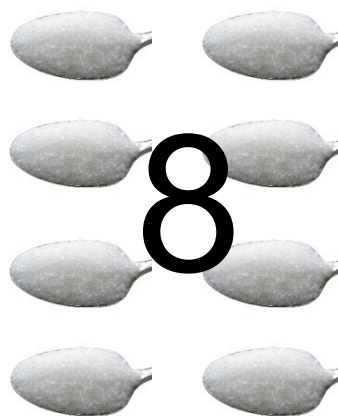
16 oz. Apple Juice



11.5 oz. Simply Orange



20 ounce Vitamin Water



Source image: dollartree.org

Behavior change fundamentals & practical behavior change “*upgrades*”





Relationship Building

Expert vs. Coach

People first language

Acknowledge past behavior change attempts

Collaborate with health and wellness coaches

Assess Patient's Readiness to Change

Stage	Patient	Provider
Precontemplation	Not thinking about making a change at all now or within the next 6 months	Discuss health risks associated with specific behaviors and highlight benefits associated with change.
Contemplation	Thinking about making a change within the next 6 months	Personalize and weight health risks and benefits. Highlight impact on personal goals.
Preparation	Preparing to make a change within the next month	Assist with commitment, plan specific changes and discuss ways to modify their environment.
Action	Started a change within last 6 months. Have not hit target goal or hit it consistently for 6 months.	Structure plan, identify barriers and social support, problem-solve, use CT and reframe unhealthy thought patterns.
Maintenance	Successfully making the target change for more than 6 months.	Discuss coping strategies to mitigate stress and continue reinforcement as well as CBT.



Apply Motivational Interviewing

Most useful in **pre-contemplation** and **contemplative stages**.

Principles:

- Express empathy
- Support self-efficacy
- Roll with resistance
- Point out discrepancy with what patient wants and where the patient is.

Skills: Ask open-ended questions, affirm, reflect, and summarize



SMART Prescription/Action Plan

Specific
Measurable
Achievable
Relevant
Time Frame



SMART Prescription (Action Plan)

What? (specific action)	Walk
How much? (time, distance, amount)	30 minutes
When? (time of day, which days of week)	Monday, Wednesday, Friday
How often? (number of days in the week)	3 days per week
Support System, Barriers/Solutions	Husband with me. If it rains, go to mall.
Confidence Level (scale of 0 to 10)	8

1. Lorig K, Laurent DD, Plant K, Krishnan E, Ritter PL. **The components of action planning and their associations with behavior and health outcomes.** Chronic Illn 2013 Jul 9 (ePub). [View abstract](#)

2. American College of Lifestyle Medicine. Foundations of Lifestyle Medicine: Board Review Manual. 3rd edition. 2021. Reprinted with permission.



10-Point Confidence Level

How sure are you that you will complete your Action Plan?

- On a scale of 0=not at all sure to 10=totally sure.
- Goal = 7 or above.
- Less than 7, work with patient to identify barriers/solutions to increase confidence level.

Physical Activity SMART Prescriptions (Action Plan)

Tips to be more active

- ☐ Write down the reason you want to be active and place it somewhere you will see it
- ☐ Break your daily activity up into smaller sessions
- ☐ Join a walking group or walk with a buddy
- ☐ Take the stairs
- ☐ Park further away
- ☐ Set a timer to get up every hour and move for at least one minute
- ☐ Listen to music
- ☐ Try a YouTube physical activity video
- ☒ Track your activity
- ☐ Schedule your activity on a calendar and put it somewhere you will see it daily
- ☒ Get a pedometer and track your steps
- ☐ Track your walk or run with the RunKeeper or MyFitnessPal app
- ☐ Take walking breaks (i.e. 1-2 minutes in place or around your house/workplace every 2-3 hours).
- ☐ Other: _____



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Your Lifestyle Medicine Rx - Physical Activity

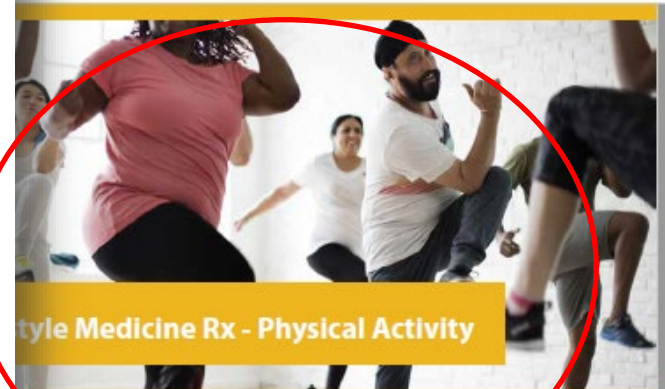
Patient Name: _____ DOB: _____

- ☐ Do 15 min of Walking (physical activity) 3 days per week. (CV)
- ☐ Do _____ min of _____ for _____ days per week. (ST)
- ☐ Other: _____

Mon, Wed, Friday. Walk @ mall if it rains. Confidence 8

Provider Signature _____

Date _____



Lifestyle Medicine Rx - Physical Activity

Any movement of the body that uses energy. Aerobic physical activity gets your heart and lungs working. Aerobic activity should be moderate or vigorous intensity.

- Dancing
- Taking the stairs
- Yard work

Physical activity can help you:

- Have stronger muscles and bones
- Move around better
- Stay at or get to a healthy weight
- Spend time with friends

Physical activity do you need?

Physical activity Guidelines recommend 150 minutes of **moderate** intensity aerobic activity each week. If you can't do that, 75 minutes of **vigorous** intensity aerobic activity each week is also a good goal. If you break it up you will reach your goal in no time!

- Walking dog
- Walking at lunch
- Dancing in house
- Physical activity



Use the Talk Test

- Low intensity- able to sing and talk
- Moderate intensity- able to talk but not sing (recommended)
- Vigorous intensity- able to only say a few words without stopping to catch your breath

Source: www.cdc.gov

Nutrition SMART Prescriptions (Action Plan)

Tips to eating smarter

- ☐ Eat smaller portions (Use a 9-inch plate and 4oz. glass)
- ☐ Plan, make, and eat healthy meals
- ☐ Eat together as a family
- ☐ Bring a water bottle wherever you go
- ☐ Try at least one new recipe per week
- ☐ Use no salt added or low sodium canned food options
- ☐ Cut down on sugar sweetened drinks (sweet tea, soda)
- ☐ Plant a garden
- ☒ Buy in-season fruits and vegetables/shop at farmers market
- ☐ Keep cut veggies in the fridge ready for snacking
- ☐ Make a shopping list and stick to it
- ☐ Eat less processed meats (lunch meat, bacon, steak, hamburger)
- ☐ Track your food and activity with a food diary or the MyFitnessPal app
- ☐ Manage food cravings and binge eating with the EatRightNow app
- ☐ Other: _____



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of Rowan County, NC

Your Lifestyle Medicine Rx - Healthy Eating

Patient Name: _____

DOB: _____

- ☐ Eat 1 servings of fruit, 3 times per week. **M,W,F - CL 9**
- ☐ Eat breakfast _____ times per week.
- ☐ Plan and fix _____ meals per week.
- ☐ Drink _____ oz. water _____ times per week.
- ☐ Other: _____

Buy fresh frozen fruit for an emergency

Provider Signature _____

Date _____



Your Lifestyle Medicine Rx - Healthy Eating

Eating healthy doesn't mean you have to diet or give up the foods you love. It means that most of the time you make smart choices. Try to eat more meals at home. Eat less fast food and processed foods (packaged/canned foods). Use the healthy plate below to help you make more meals at home.

Eating smarter can help with

- More energy
- Stronger bones
- Healthy weight
- Blood sugar
- Blood pressure
- Depression
- Better health
- Anxiety & stress
- Sleep issues

What does a healthy plate look like?

Water

Drink water at meals. Limit dairy and avoid sugary drinks.

50% Fruits and Vegetables

The more veggies - and the greater the variety - the better. Potatoes and french fries don't count! Eat plenty of fruits of all colors!

25% Protein-Rich Foods

Choose fish, poultry, beans, and nuts; limit red meat; avoid bacon, lunch meat, and other processed meats.

25% Fiber-Rich Foods

Eat whole grains (like brown rice, whole-wheat bread, and whole-grain pasta). Limit refined grains (like white rice and white bread).

Source: www.hsph.harvard.edu

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Patient Name: _____

DOB: _____

- ☐ Eat ___ servings of _____, ___ times per week.
- ☐ Eat breakfast ___ times per week.
- ☐ Plan and fix ___ meals per week.
- ☐ Drink 16 oz. water 3 times per week. **Tues, Thurs, Sat; CL 8**
- ☐ Other: _____

Use Healthy Rowan water bottle. Get 8 oz. before you start the day.

Provider Signature _____

Date _____



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Patient Name: _____

DOB: _____

- ☐ Eat ___ servings of _____, ___ times per week.
- ☐ Eat breakfast ___ times per week.
- ☐ Plan and fix **3** meals per week. **M,W,F - CL 9**
- ☐ Drink ___ oz. water ___ times per week.
- ☐ Other: _____

Write down your favorite 3 recipes and make them for dinner.
Leftovers can be lunch. Try Healthy Rowan bean salad recipe.

Provider Signature _____

Date _____



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Source: www.hsph.harvard.edu



Maintenance of Plan

Follow-up visits:

1. Review and update diagnosis and lifestyle recommendations.
2. Review patients previous SMART RX/action plans
3. Listen, reflect, summarize.
4. Use positive psychology and affirm patient's strengths and progress made.
5. Create new plan with patient.



Behavior Strategies Recap

RECAP

1. Patients are eating too much sugar, salt, and fat. Too much process food, especially fast food.
2. Work on yourself-(Action Plan)
3. Move more
4. Drink water
5. Eat fruit
6. Make more meals at home

Resources

Cabarrus Health Alliance Physical Activity Resources- Physical activity videos, brochures, resources

www.cabarrushealth.org/376/Resources

Healthy Rowan Physical Activity Resources- Physical activity videos, brochures, resources

www.healthyrowan.org/physical-activity/local-resources/

American Heart Association Infographics

www.heart.org/en/healthy-living/healthy-living-infographics

Centers for Disease Control and Prevention. The CDC Guide to Strategies to Increase the Consumption of Fruits and Vegetables

www.cdc.gov/obesity/downloads/strategies-fruits-and-vegetables.pdf

30-second chair stand

<https://www.cdc.gov/steady/pdf/STEADI-Assessment-30Sec-508.pdf>

Physical Activity Guidelines for Americans

www.health.gov/our-work/physical-activity/current-guidelines

Full Plate Living

<https://www.fullplateliving.org/>



Resources
to empower
patients for
at home
learning

Videos

YouTube

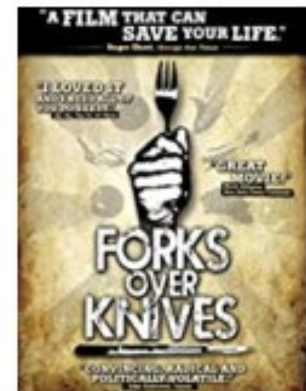
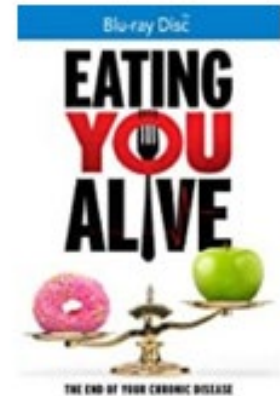


Reversing Diabetes with a Plant-Based Diet: Beth Motley MD

Like Dislike Share Save



Beth Motley MD
Published on May 16, 2019



Resources

American College of Lifestyle Medicine - www.lifestylemedicine.com

- Scientific articles
- Tools/resources – handouts
- Membership – additional resources, interest groups
- Education- webinars, trainings, courses, certifications

