

# THE EXPERIENCE OF CARE: PATIENTS AND PROVIDERS AS PARTNERS

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## Patient & Provider Engagement:

*Forging True Partnerships  
and Changing the Culture*



# Moderator

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## Jay Ginsberg, MD, MMM

Southeastern Connecticut Nephrology Associates  
Co-Chair, Quality Conference Planning Committee  
Past-chair, Forum Medical Advisory Council  
Past Board Member, Forum Board of Directors

# THE EXPERIENCE OF CARE: PATIENTS AND PROVIDERS AS PARTNERS

A 3-part Webinar Series

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## Improving Patient Experience of Care:

- ❖ How to change the way we look at patient experience of care
- ❖ How to use new information to improve the patient experience of care
- ❖ Breaking down barriers to communication



# ACKNOWLEDGEMENTS

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**American Association of Kidney Patients  
for their generous financial donation  
supporting this webinar series**

**Northwest Renal Network (#16) for  
supporting and coordinating the social  
work and nursing CEs**



# ACKNOWLEDGEMENTS

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**Thank you to...**

**Fresenius Medical Care-NA**

**DaVita**

**Dialysis Clinic, Inc.**

**National Renal Administrator's Association**

**Renal Physicians Association**

# The Patient Perspective:

*What is the experience of care?*

*Are we asking the right questions?*

September 14

October 19

November 9

# The Provider Perspective:

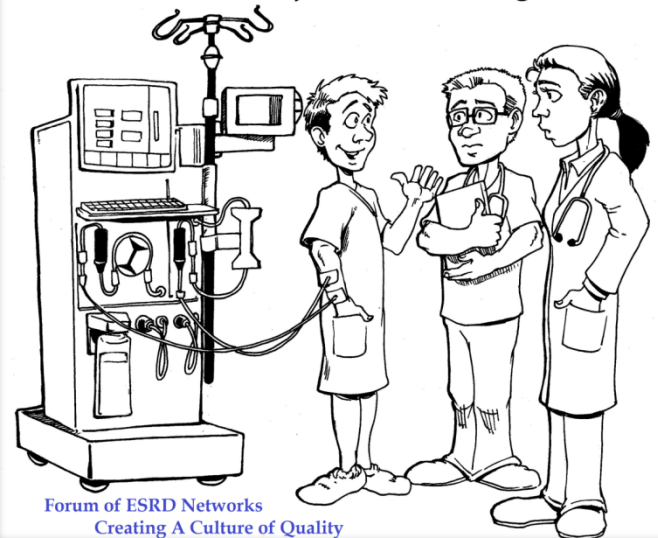
*What do we learn from experience of care surveys?*

*Can we do better?*

# Patient and Provider Engagement:

*Forging true partnerships and  
changing the culture*

"Excuse me; I'm part of the dialysis team too.  
Without me, you have nothing."



## WEBINAR #3

# Patients & Provider Engagement

## *Forging True Partnerships & Changing the Culture*

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- ❖ Explain the importance of facility culture, as cultivated by staff and patients, as it relates to ESRD patient engagement
- ❖ Describe how peer mentoring supports patient involvement and improves the patient experience of care
- ❖ Discuss methods to incorporate life goals and values to improve the experience of care

# Patient Provider Collaborations: Findings of the UNC ESRD Patient Engagement Study

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**Jennifer E. Flythe, MD, MPH**

Assistant Professor of Medicine

University of North Carolina Kidney Center

Chapel Hill, NC





# Finding and Harnessing the Patient Voice

Jennifer E. Flythe, MD, MPH

University of North Carolina Kidney Center

Chapel Hill, NC

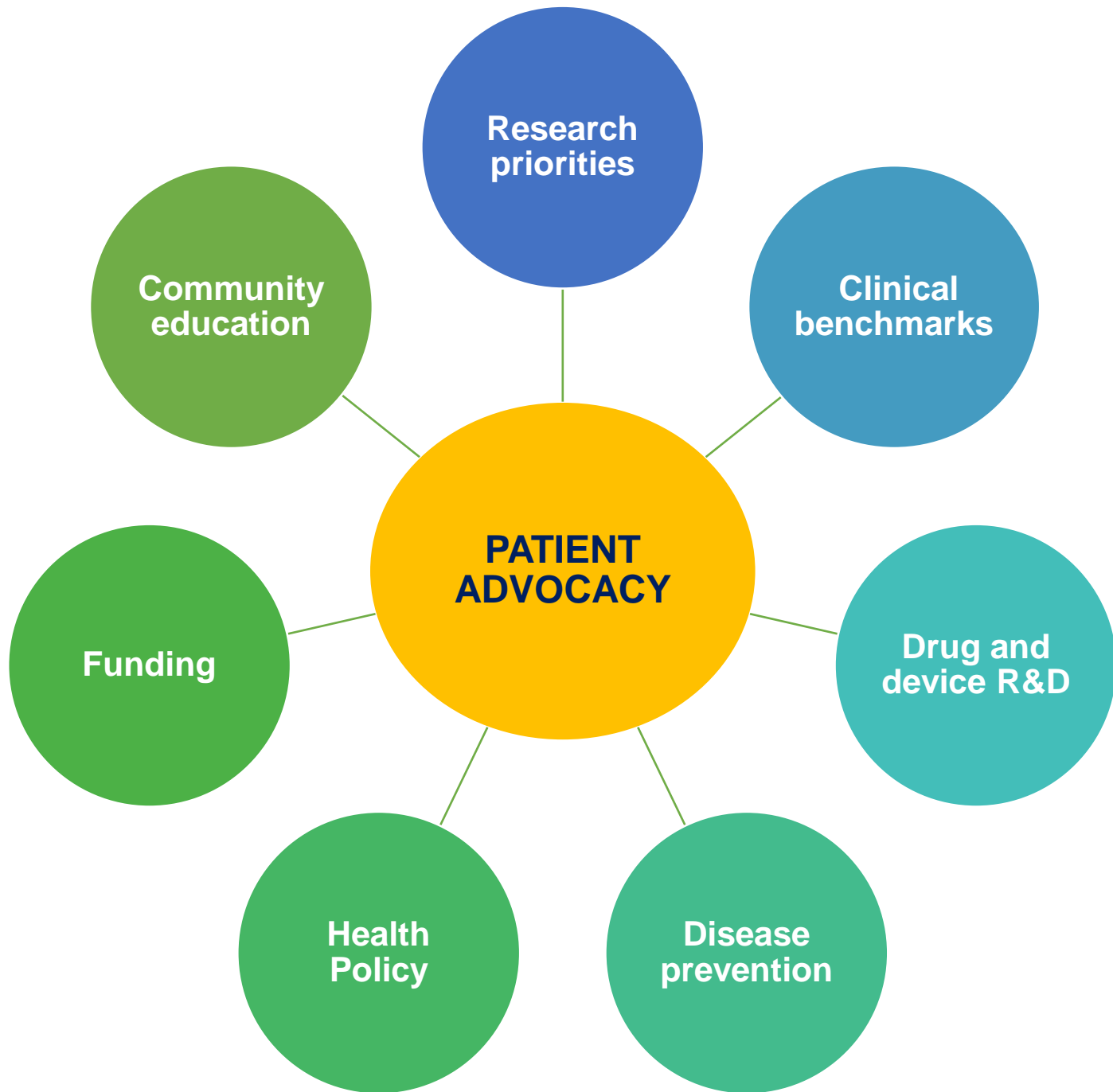




Frequent congregation  
Shared interest



Inertia. Sadly, so many kidney patients just become complacent... the minute they step in-center [for dialysis], they've given up.  
[63y F]



# Study Objectives

- To elicit knowledge and perceptions of chronic kidney disease (CKD)-related advocacy among hemodialysis (HD) patients
- To gather ideas for generating advocacy enthusiasm in the dialysis community

**CKD advocacy:** *the act of speaking out on behalf of persons with CKD or on behalf of a CKD-related cause*

# Methods

- Semi-structured interviews
- Thematic analysis
- Selection criteria
  - Age  $\geq$  18 years
  - On dialysis  $\geq$  6 months
  - English-speaking
- Local (NC) dialysis facilities and national patient advocacy groups

# Interview Topics

Dialysis, health and research experience

Perceptions of ability to influence care/  
health

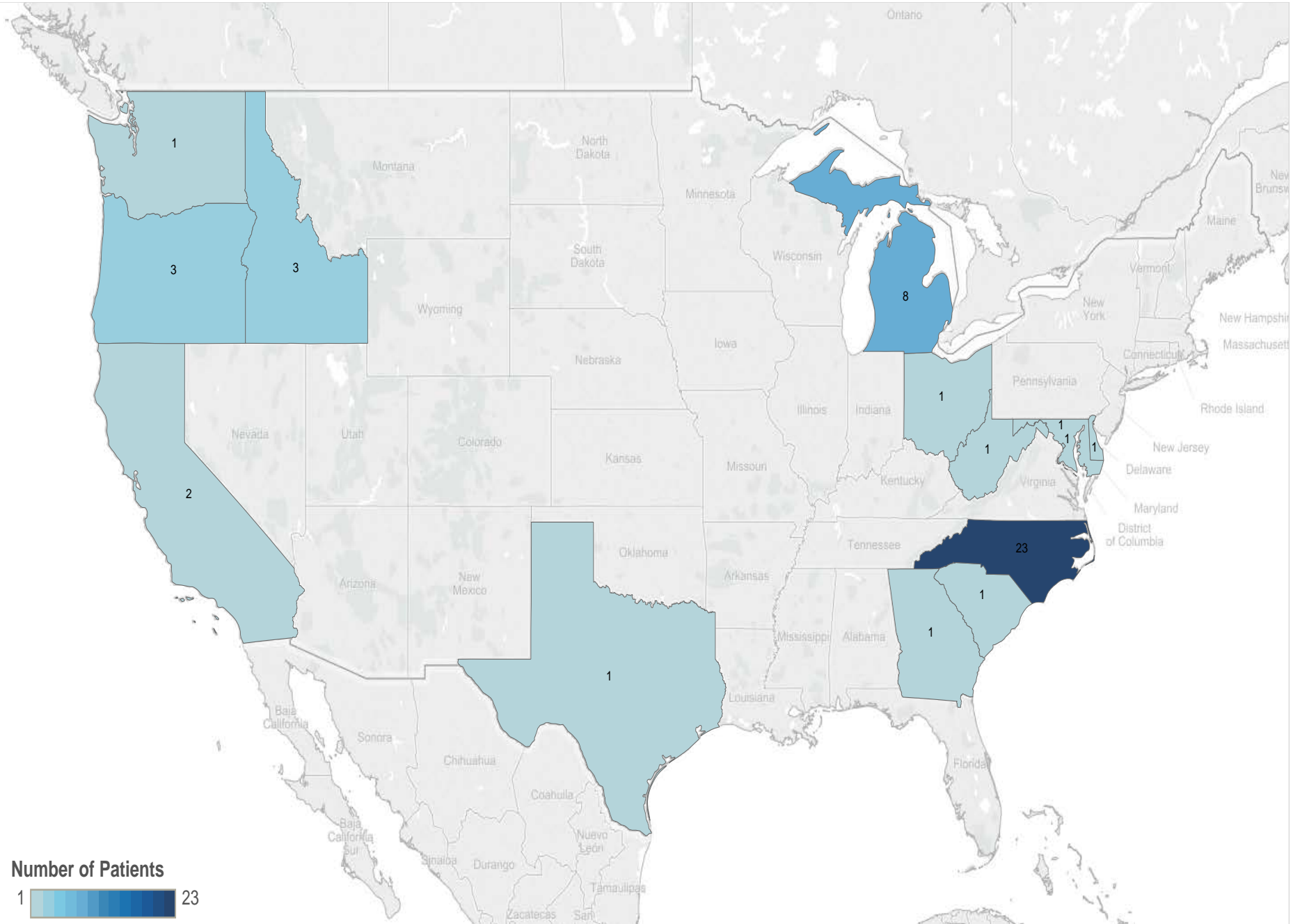
Advocacy knowledge and perceptions

Personal advocacy experience

Advocacy motivations

Patient and interview characteristics	Overall (N=48)
Age (y)	54 ± 14
Female	21 (44%)
Black	25 (52%)
Prior kidney transplant	12 (25%)
Dialysis vintage (y)	4 [2, 8]
Dialysis modality In-center HD PD Home HD	39 (81%) 5 (10%) 4 (8%)
In-person interview	23 (48%)
Interview length (minutes)	78.9 ± 32.9





Number of Patients



# Awareness and interest

- Generally aware that advocacy organizations and patient support groups exist but many unaware of how to connect with such groups

I think there's a lot of people out there that want to do it, but they don't know how to find each other.

[51y M]

There's none to get involved with. There's many people that I've asked to see if there was something I could start up or something that I could participate in. They had no recollect of anything that would be out there for us. [69y F]

# Motivations

- Help others
- Enhance quality of life, purpose
- Educational gains

I just felt I had to do something... It makes [me] feel better that I'm doing something for a greater good.  
[50y M]

Well it gives me a purpose... I mean, I'm not just trying to help myself. I'm trying to help other people because I know this is hard for us to go through. Hemodialysis is just difficult. [67y F]

I wanted to know more. Because sometimes I feel like patients have been left out of things.  
[41y F]

# Importance of being asked

- Key figure invited participation
- In-person communication

So, I had an annoying, renal social worker who saw that I was depressed or being apathetic about the whole thing and unengaged. She explained to me that I need to be more involved since I'm the one being impacted. So, slowly but surely, she got me interested in various organizations and where there were gaps that I could fill. [51y M]

You have to have someone who motivates them or interests them, puts a little bug in their ear. [69y F]

# Advocates vs. non-advocates

- Advocates tended to have greater education and income than non-advocates
  - **BUT** resource barriers were overcome by many motivated patients who reported sparse personal resources
- Regardless of advocacy classification, almost all participants felt that their personal abilities to participate in advocacy were on-par with the abilities of other patients
  - **Disconnect** between patient and provider perceptions of ability
- Most non-advocates were never invited to participate
  - **Selective invitations** may contribute to low participation levels

# Patient suggestions for promoting advocacy

- In-person invitations
- Information delivered *by* patients *to* patients
- Incentives and enablers

I think knowing that they could make a difference; that their opinions matter and just having them feel they're somewhat empowered to make a difference. [68y M]

I don't want no Internet. I just want it to be verbal, [so] I can talk to people like you're talking to me. [41y F]

They're in the chair, they don't want other people to get in the chair, so they would speak from their personal point of view what it's been like to them. [64y M]

# Patient suggestions for promoting advocacy

## **Incentives**

Education

Food, entertainment, prizes

## **Enablers**

Transportation

Dialysis facility as event location

## **Patient-led, patient-designed events**

Information and education programming

Support groups

Social events

# Patient-led, patient-designed events

- Capitalize on shared experiences
- Provide education
- Provide opportunity for patients to be heard
- Empower patients
- Demonstrate potential impact with past examples





# Importance of dialysis facility culture

I think clinics that have mentors and involve patients in how the clinic runs get more patients engaged and involved. It's hard, if you're at a clinic and you're not engaged, to all of a sudden jump on board with some organization -- I think that's a difficult leap. The dialysis experience itself needs to be somewhat positive, as much as it possibly can be at least. So I think it all starts at the clinic level.  
[49y M]

I think I would let the patients help design it... I think it might be a different answer for every center.  
[60y M]

# Summary

- Untapped potential patient advocacy in dialysis community
- Need for education and outreach
- Avoid selective invitations (be inclusive)
- Importance of local, in-person, patient-led initiatives

Sometimes, you just have to talk to them.  
[69y F]

# **Patient Provider Collaborations: Practical Applications Using Peer to Peer Mentoring**

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**Jennifer St. Clair Russell, PhD, MCHES**  
Duke University





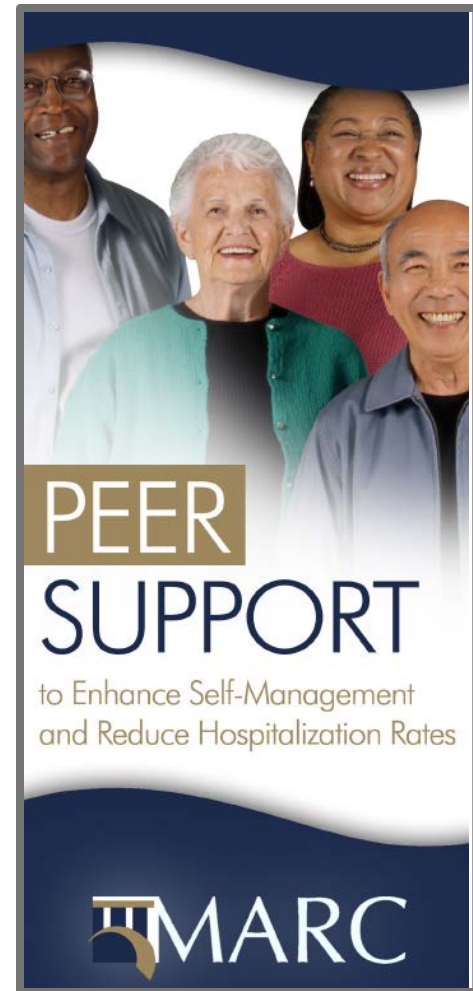
## A Peer-to-Peer Program for Dialysis Patients

**Jennifer St. Clair Russell, PhD, MCHES**



# How did this begin?

- Funded by Medicare
- May 2014 – December 2015
- Governmental Task Leader Shiree Southerland, PhD, RN, BSN
- Contracting Officer's Representative  
Edwin Huff, PhD, MA



# Where was the program?

- University of Virginia  
Lynchburg Dialysis
- 249 in-center patients
  - 43 chairs  
(includes 1 isolation chair)
  - 6 shifts
- 53 home patients
- Only facility in Lynchburg



# How did *Peer Up!* work?

- 4 month Program  
(March – June 2015)
- Mentor/Mentee pairs
- “Bookend” program with  
social mixers
- Training required for  
Mentors



# What did the participants do?

- Peer pairs asked to talk at least once per week during intervention (total of 16 interactions for program period)
  - At least 2 meetings per month in-person (total of 8 in-person meetings for program period)
  - Remaining meetings can be by phone or email
- Peer meetings were held at the facility (in the treatment bays or lobby) or offsite, if mutually agreeable
- Mentors completed a meeting log after each interaction capturing information such as length of visit, location, topics discussed, use of any informational materials, and any referrals to staff



# What were the results?

## ▪ Mentees

- Increases in...
  - Knowledge
  - Self-Efficacy
  - Social Support
  - Dialysis Support
  - Quality of Life
- Decrease in...
  - Missed Appointments

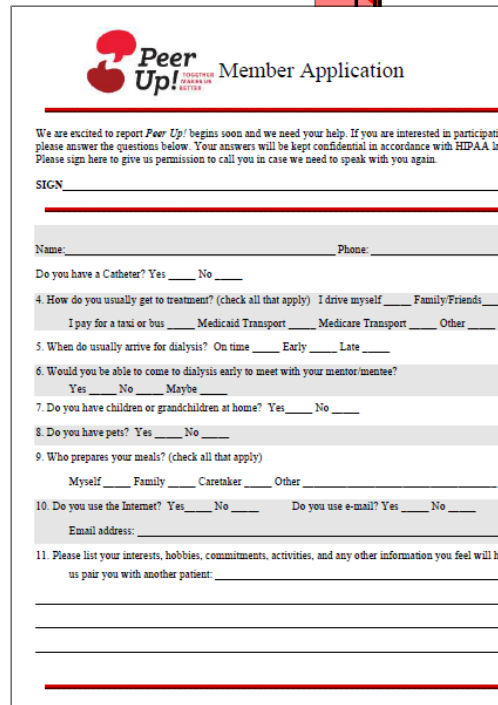
## ▪ Mentors

- Increases in...
  - Knowledge
  - Dialysis Support
  - Dialysis Self-Management

# How can I implement *Peer Up!*?

## Contents include...

- Program Background & Overview
- Program Management
- Recruitment & Retention
- Mentor Training
- Patient Support Resources
- Assessments/Evaluation



**Peer Up!** Member Application

We are excited to report *Peer Up!* begins soon and we need your help. If you are interested in participating, please answer the questions below. Your answers will be kept confidential in accordance with HIPAA laws. Please sign here to give us permission to call you in case we need to speak with you again.

SIGN \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Do you have a Catheter? Yes \_\_\_ No \_\_\_

4. How do you usually get to treatment? (check all that apply) I drive myself \_\_\_ Family/Friends \_\_\_  
I pay for a taxi or bus \_\_\_ Medicaid Transport \_\_\_ Medicare Transport \_\_\_ Other \_\_\_

5. When do you usually arrive for dialysis? On time \_\_\_ Early \_\_\_ Late \_\_\_

6. Would you be able to come to dialysis early to meet with your mentor/mentee?  
Yes \_\_\_ No \_\_\_ Maybe \_\_\_

7. Do you have children or grandchildren at home? Yes \_\_\_ No \_\_\_

8. Do you have pets? Yes \_\_\_ No \_\_\_

9. Who prepares your meals? (check all that apply)  
Myself \_\_\_ Family \_\_\_ Caretaker \_\_\_ Other \_\_\_

10. Do you use the Internet? Yes \_\_\_ No \_\_\_ Do you use e-mail? Yes \_\_\_ No \_\_\_  
Email address: \_\_\_\_\_

11. Please list your interests, hobbies, commitments, activities, and any other information you feel will help us pair you with another patient: \_\_\_\_\_



**Certificate of Appreciation**  
is awarded to  
**YOUR NAME HERE**  
in recognition of active and invaluable participation  
in the *Peer Up!* Pilot Program

**Peer Up!** TOGETHER MAKES US BETTER



**Peer Up!** Mentor/Mentee Contact Log

Please complete this form each time you have contact with your mentee.

Mentor Name: \_\_\_\_\_  
Mentee Name: \_\_\_\_\_  
Date: \_\_\_\_\_  
How long did this contact last? \_\_\_\_\_

**How did you and your mentee meet?**

In the <i>Peer Up!</i> Lounge	<input type="checkbox"/>
In the Clinic lobby	<input type="checkbox"/>
In the Treatment Area	<input type="checkbox"/>
Dining Out	<input type="checkbox"/>
By Telephone	<input type="checkbox"/>
By Email	<input type="checkbox"/>
By Text	<input type="checkbox"/>

**What did you and your mentee talk about?**

Fluid Control	<input type="checkbox"/>
Dietary Restrictions	<input type="checkbox"/>
Medications	<input type="checkbox"/>
Vascular Access	<input type="checkbox"/>
Hospitalization	<input type="checkbox"/>
Attending treatments as scheduled	<input type="checkbox"/>
Staying for full treatments	<input type="checkbox"/>
General Dialysis Information	<input type="checkbox"/>
Other _____	

[www.esrdnet5.org/Peer-Up!-Program-Toolkit](http://www.esrdnet5.org/Peer-Up!-Program-Toolkit)

# Questions???

## Jennifer St. Clair Russell

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Phone: 919-668-2362

## Mid-Atlantic Renal Coalition

Nancy Armistead, Executive Director

[narmistead@nw5.esrd.net](mailto:narmistead@nw5.esrd.net)

Website: [www.esrdnet5.org](http://www.esrdnet5.org)

Phone: 804-320-0004

This work was performed under CMS Contract Number HHSM-500-2013-NW05C. The conclusions and opinions expressed and methods used herein are those of the author and do not necessarily reflect CMS policy.

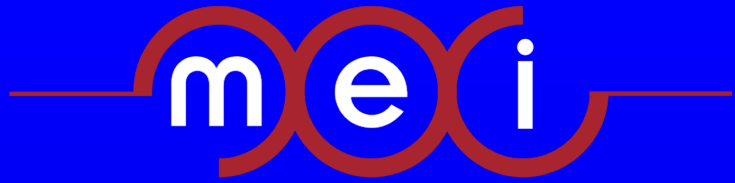
# Practical Approaches to Identifying Patient Goals & Values

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**Dori Schatell, MS**

Executive Director  
Medical Education Institute





MEDICAL EDUCATION INSTITUTE

# Goal-Setting:

# How to Motivate Your Patients to Move Forward

**Dori Schatell, MS**

**Executive Director**

**Medical Education Institute**

# MEI Mission: Help people with chronic disease learn to manage and improve their health.



**Core Curriculum for the Dialysis Technician**  
A Comprehensive Review of Hemodialysis

### My life. My Dialysis Choice

If your kidneys fail, dialysis can save your life. But, dialysis is not just a medical treatment. It can also affect every aspect of your lifestyle.

This tool will help you choose the right treatment for you, so you can feel your best and live the way you want to.

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### Help, I Need Dialysis!

How to have a good future with kidney disease

Dori Schaffell, MS & Dr. John Agar

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Save hours of staff time on KDQOL-36 paperwork with KDQOL-COMPLETE

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- Keep all KDQOL-36 data safe & secure in one place, and export data for CMS reporting when needed
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Home Dialysis Central

Life Options is a program of research, research-based education, and outreach founded in 1983 to help people live long and live well with kidney disease. A national panel of doctors, researchers, patients, nurses, social workers, dietitians, and other healthcare providers review all Life Options materials and help guide research.

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Feeling Better with Exercise: A Video Guide for People on Dialysis (PDF)

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# What We'll Cover

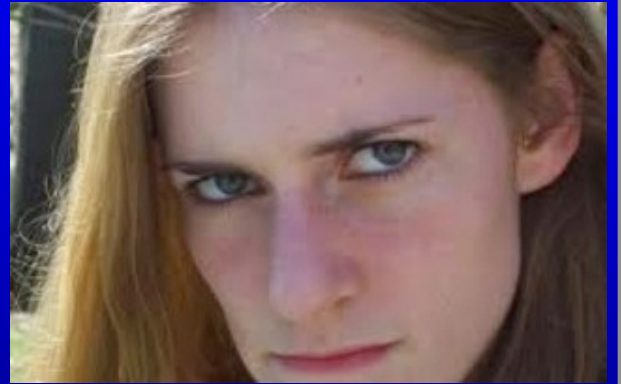
- ❖ **Challenges to working with ESRD patients**
- ❖ **The importance of MOTIVATION & HOPE**
- ❖ **How to help patients move toward their goals**

# Challenges to Working with ESRD Patients





**DIALYSIS IS A TSUNAMI IN PATIENTS' LIVES**



**STRONG EMOTIONS ARE NORMAL**  
TERROR, ANGER, DEPRESSION...



**PEOPLE CAN'T LEARN WHEN THEY ARE SCARED**

**EMOTIONAL INFORMATION IMPAIRS MEMORY FORMATION** — Lindström BR, Bohlin G. *Emotion*. 2012 Apr;12(2):384-93

# **Importance of Motivation & Hope**

# HOPE & DIALYSIS ADJUSTMENT

N=103 UK adults on dialysis<sup>1</sup>

Higher levels of hope predicted:

- ❖ Less anxiety
- ❖ Less depression
- ❖ Reduced burden of kidney disease
- ❖ Better mental functioning



**“Hopefulness could serve to lessen the emotional impact of ESRD and treatment by empowering the individual to reframe threats as challenges”**

<sup>1</sup>Billington E et al. 2008 *Br J Health Psychol.* 13:683-99

# HOW Do We Offer Hope?

- ❖ **Help patients reach THEIR life goals**
- ❖ Teach ALL of the treatment options
- ❖ MATCH treatment to preferred lifestyle
- ❖ Share stories of successful patients
- ❖ Foster peer support



# CMS Requires Dialysis to be Patient-centered

- ❖ **494.70(a) (Vtag 456):** The patient has the right to be informed about and participate, if desired, in all aspects of his or her care
- ❖ **4949.80(a) (Vtag 512):** The patient's comprehensive assessment must include, but is not limited to, **evaluation of the patient's abilities, interests, preferences, and goals**, including the desired level of participation in the dialysis care process, the preferred modality and setting, and the patient's expectation for care outcomes

# Make Your Clinic More Patient-Centered

- ❖ Care for *yourself* so you can give the most to your job
- ❖ Introduce yourself
- ❖ Explain what you are doing
- ❖ Give choices
- ❖ Get an interpreter when needed






<b>Not so good</b>	<b>Much better</b>
<b>No, or I can't</b>	<b>What I can do is...</b>
<b>I don't know</b>	<b>I'll find out for you</b>
<b>That's not my job</b>	<b>I'll get someone to help</b>
<b>You're right, this stinks</b>	<b>I understand your concern</b>
<b>That's not my fault</b>	<b>Let's see what we can do about this</b>
<b>We're short-staffed</b>	<b>Tell me how I can help</b>
<b>I'm busy right now</b>	<b>I'll be with you in just a moment</b>

Patient-Centered Care Improvement Guide – Picker Institute

<http://www.planetree.org/Patient-Centered%20Care%20Improvement%20Guide%2010.10.08.pdf>

**Foster a Collaborative Atmosphere in Your Clinic**

# WE Are All Patients, Too!



Do unto  
others as you  
would have them  
do to you

**How to help patients move  
toward their goals**

# What is a Goal?

- ❖ VISION for how things should be
- ❖ Important TO THE GOAL SETTER
- ❖ Can be SHORT, MEDIUM, or LONG-TERM



# How Do You Learn Patients' Goals?

- ❖ **ALIGN** – Show that you care. Build a relationship.
- ❖ **ASK** “**What Matters to You?**” - They may tell you
- ❖ **LISTEN** – “I wish I could...” “I used to love...”
- ❖ **COACH** – “It seems like you might want to...”

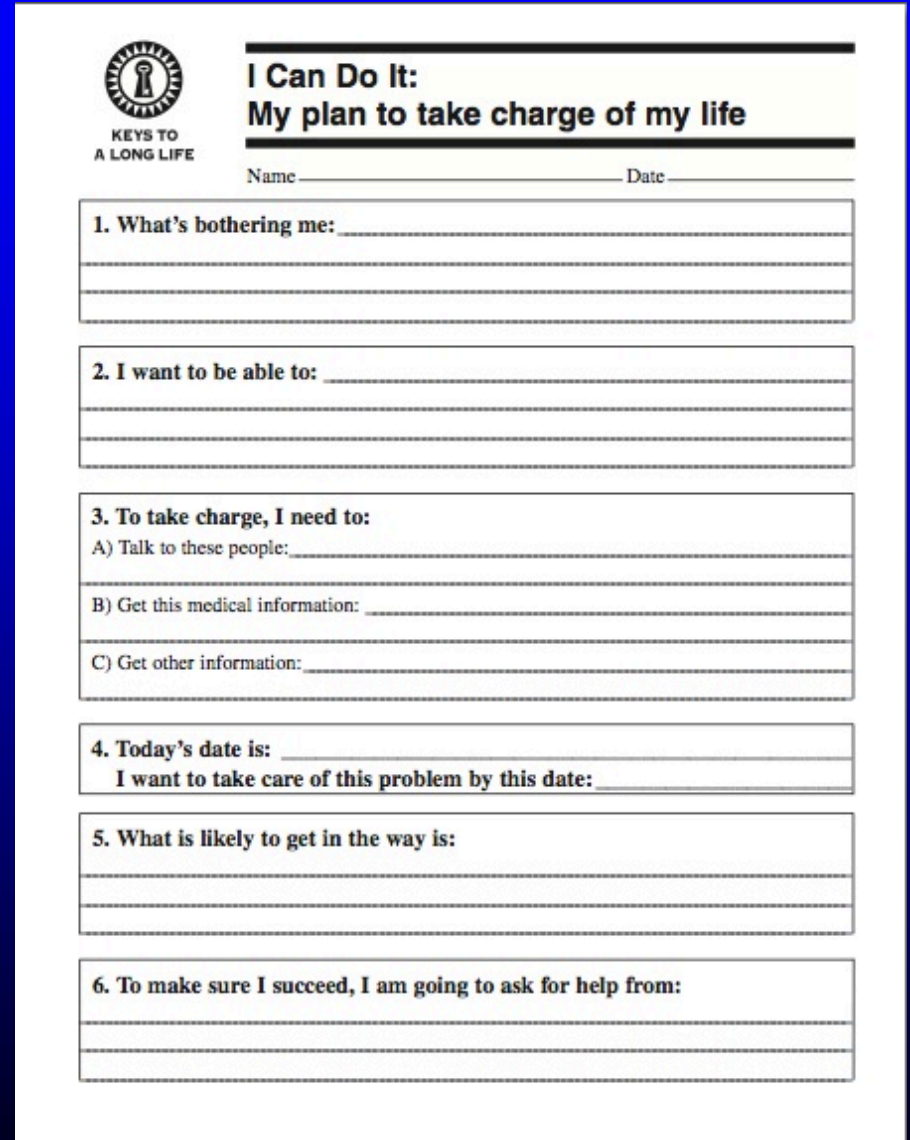



# Break Goals into Steps

Good Goals Are:

- ❖ Concrete
- ❖ Measurable
- ❖ Realistic
- ❖ Time-limited
- ❖ Accountable

<http://www.lifeoptions.org/catalog/pdfs/worksheets/Goalsheet.pdf>



  
KEYS TO  
A LONG LIFE

**I Can Do It:**  
**My plan to take charge of my life**

Name \_\_\_\_\_ Date \_\_\_\_\_

1. What's bothering me: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. I want to be able to: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3. To take charge, I need to:

A) Talk to these people: \_\_\_\_\_  
\_\_\_\_\_

B) Get this medical information: \_\_\_\_\_  
\_\_\_\_\_

C) Get other information: \_\_\_\_\_  
\_\_\_\_\_

4. Today's date is: \_\_\_\_\_  
I want to take care of this problem by this date: \_\_\_\_\_

5. What is likely to get in the way is:  
\_\_\_\_\_  
\_\_\_\_\_

6. To make sure I succeed, I am going to ask for help from:  
\_\_\_\_\_  
\_\_\_\_\_

# Help Patients Match Treatment Options to Their Life Goals

Español

My Life, My Dialysis Choice

a program of the non-profit —  —

If your kidneys fail, dialysis  
can save your life.

But, dialysis is not just a  
medical treatment.

It can also affect every  
aspect of your lifestyle.

This tool will help you choose the right treatment  
for *you* so you can feel your best *and* live the way  
you want to.

Get Started ▼

or

See How it Works 

[www.mydialysischoice.org](http://www.mydialysischoice.org)

# CONCLUSIONS:

- ❖ ESRD causes chaos and a storm of emotions
- ❖ Hope—and motivation—help people cope & move forward
- ❖ We can help patients by helping them set and reach goals





# AUDIENCE POLLING QUESTION

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# QUESTIONS & ANSWERS

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**Use the “Question” box  
on your GoToWebinar panel  
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*All unanswered questions will be reviewed by our co-chairs and speakers; they will be summarized in a Q & A document which will be posted to the Forum website after the webinar.*

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[www.esrdnetworks.org](http://www.esrdnetworks.org)

