

HOW HEALING WORKS

Integrative Primary Care: The Missing Element for Value

March 26, 2020 – Wayne Jonas, MD



 **@DrWayneJonas**

healing@drwaynejonas.com

Dr. Wayne Jonas

- Family Physician, Integrative Health Expert, Researcher, Teacher and Author
- Former Director NIH Office of Alternative Medicine
- Former Director World Health Organization Center for Traditional Medicine
- Former Director of Medical Research Fellowship at Walter Reed Army Institute of Research
- Retired Lt. Colonel United States Army Medical Corps
- Practicing Family Physician at Fort Belvoir Community Hospital Integrative Pain Clinic
- Executive Director of Samueli Integrative Health Programs

- Professor of Family Medicine
Georgetown University SOM
USUHS School of Medicine
- Author: 200 peer-reviewed publications
- Author: *How Healing Works*



How do we get from
health care to
health and wellbeing?

Introducing Sally



Sally's History



- Sally was an executive VP
- Had a car accident
- Developed LBP – it persisted
 - X-Ray, CT, MRI, etc.
 - NSAIDS and physical therapy
 - TENS – electrical stimulation
 - Injections with steroids
 - Opioids
- Behavioral medicine
- Opioid recovery

The SOAP Note

Subjective, Objective, Assessment, Plan

Making the medical diagnosis
and treatment plan

*Asking
“What’s the matter?”*

- *Subjective* – what the patient describes
- *Objective* – what you observe and test
- *Assessment* – the diagnosis and CPT code
- *Plan* – your treatment and its access

Sally's "TEAM"



- **Primary Care Physician**
- **Physical therapist**
- **Pain specialist**
- **Surgeon**
- **Behavioral medicine**
- **Pharmacologist**

OPIOID PRESCRIPTIONS
have increased by **60%**
from 2000–2010

OPIOID-RELATED DEATHS
topped **60,000** in 2017

11.8 MILLION Americans
misused opioids



Non-pharmacological Approaches to Pain



Complementary and Integrative Medicine

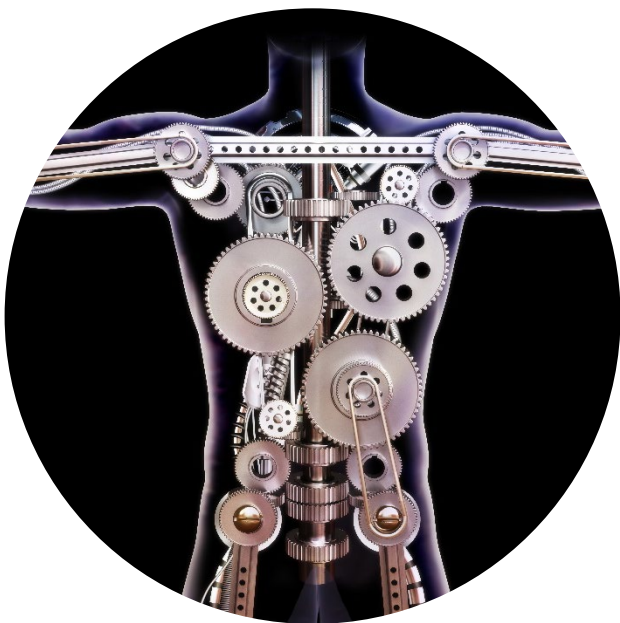
- **Therapeutic massage**
- **Yoga**
- **Acupuncture**
- **Spinal manipulation**
- **Mind-body**



The Culture



Outdated Health Model



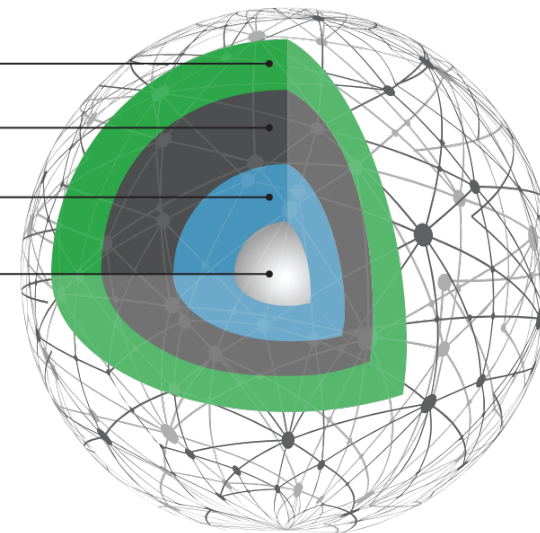
Future of Health

BODY & EXTERNAL

BEHAVIOR & LIFESTYLE

SOCIAL & EMOTIONAL

SPIRITUAL & MENTAL



From SOAP to HOPE

Healing Oriented Practices and Environments

Exploring a patient's
personal
determinants of health

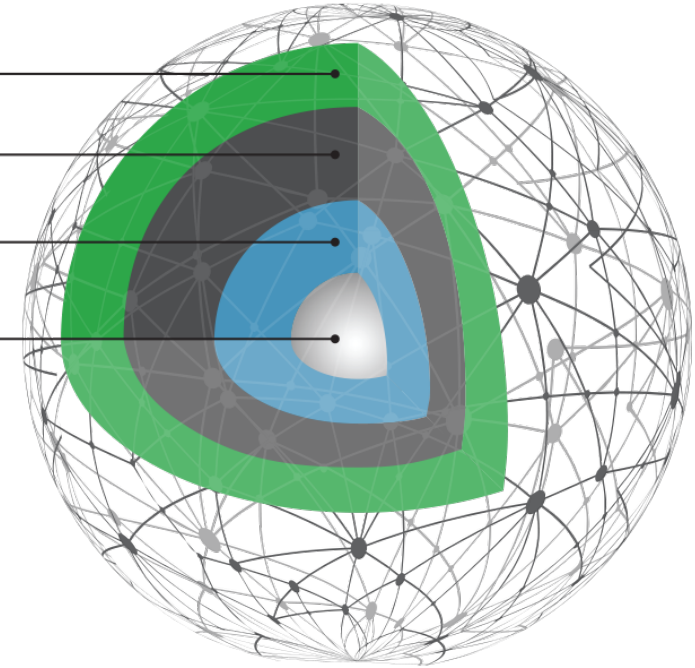
Asking "What Matters?"

BODY & EXTERNAL

BEHAVIOR & LIFESTYLE

SOCIAL & EMOTIONAL

SPIRITUAL & MENTAL



Sally's Hope Note

Healing Oriented Practices & Environments

WHAT MATTERED FOR SALLY

- Medication management
- Heat and stretching
- Sleep and stress
- A place and time to heal
- Loss of purpose

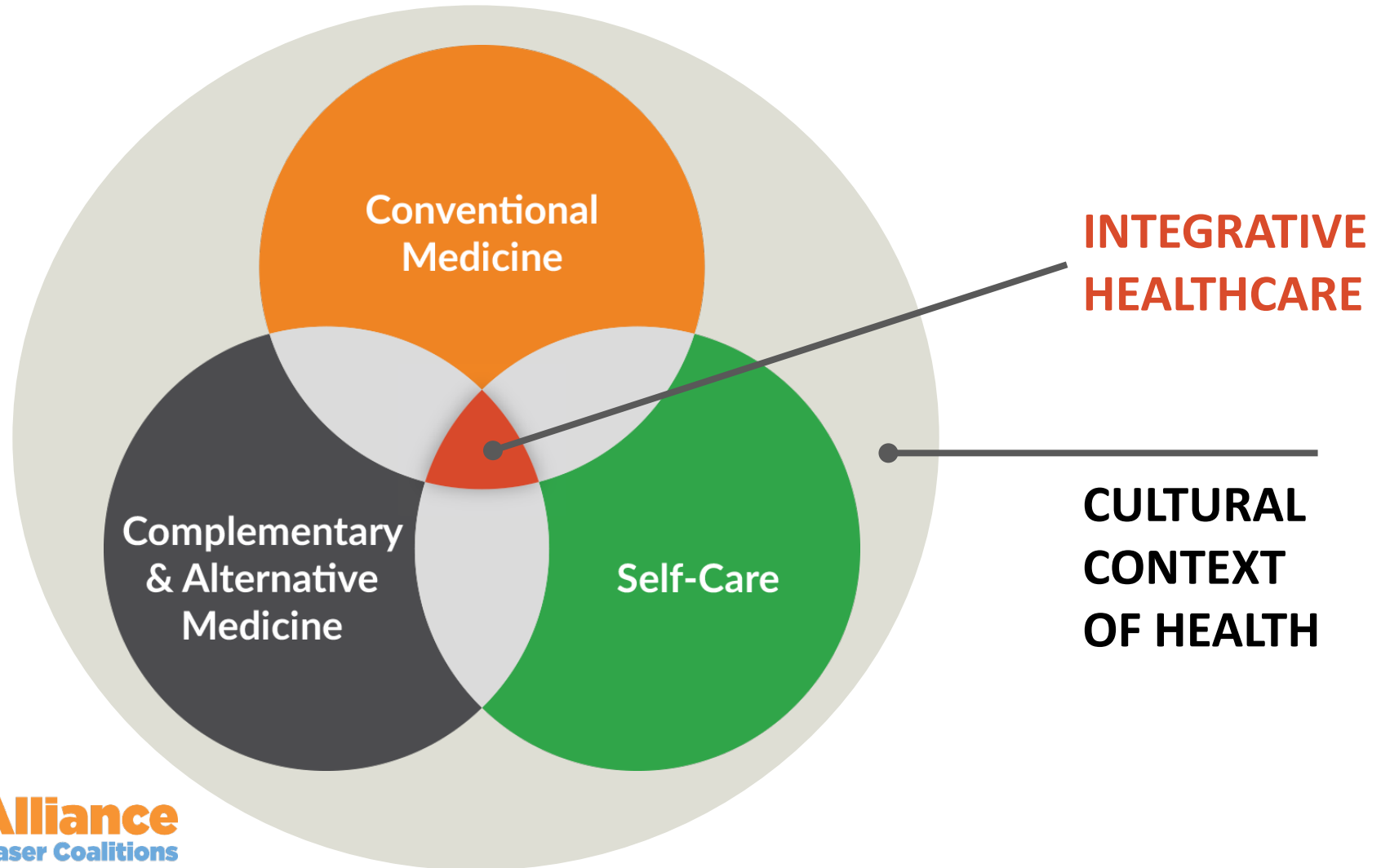


Sally's TEAM



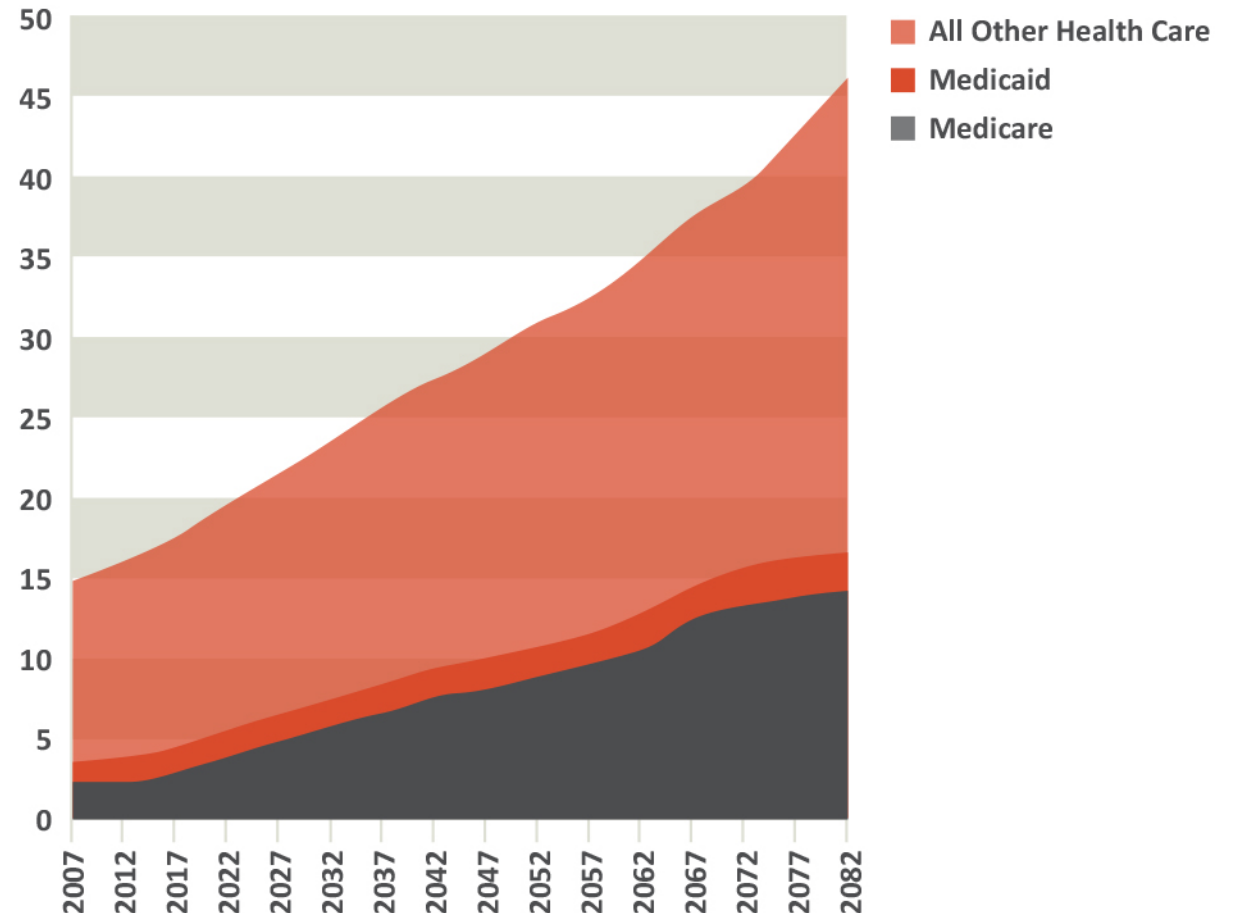
- Physician
- Pharmacologist
- Behaviorist
- Yoga therapist
- Her family
- Her body!

A Different Type of Health Care



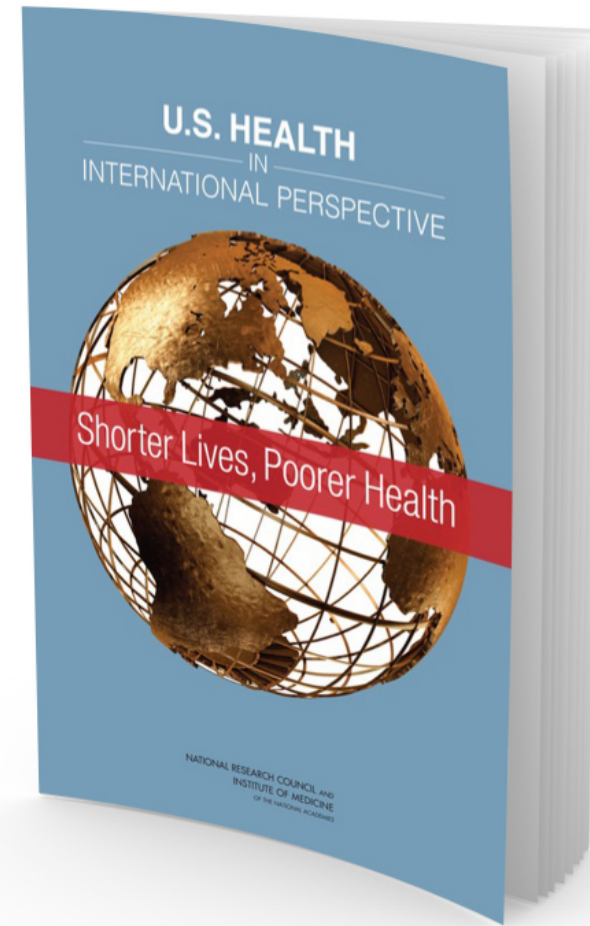
Challenges to Our Current Health Care System

- We are **FIRST** in spending
- **37th** in health
- **25%** of the GNP by 2025
- Health disparities are **INCREASING**

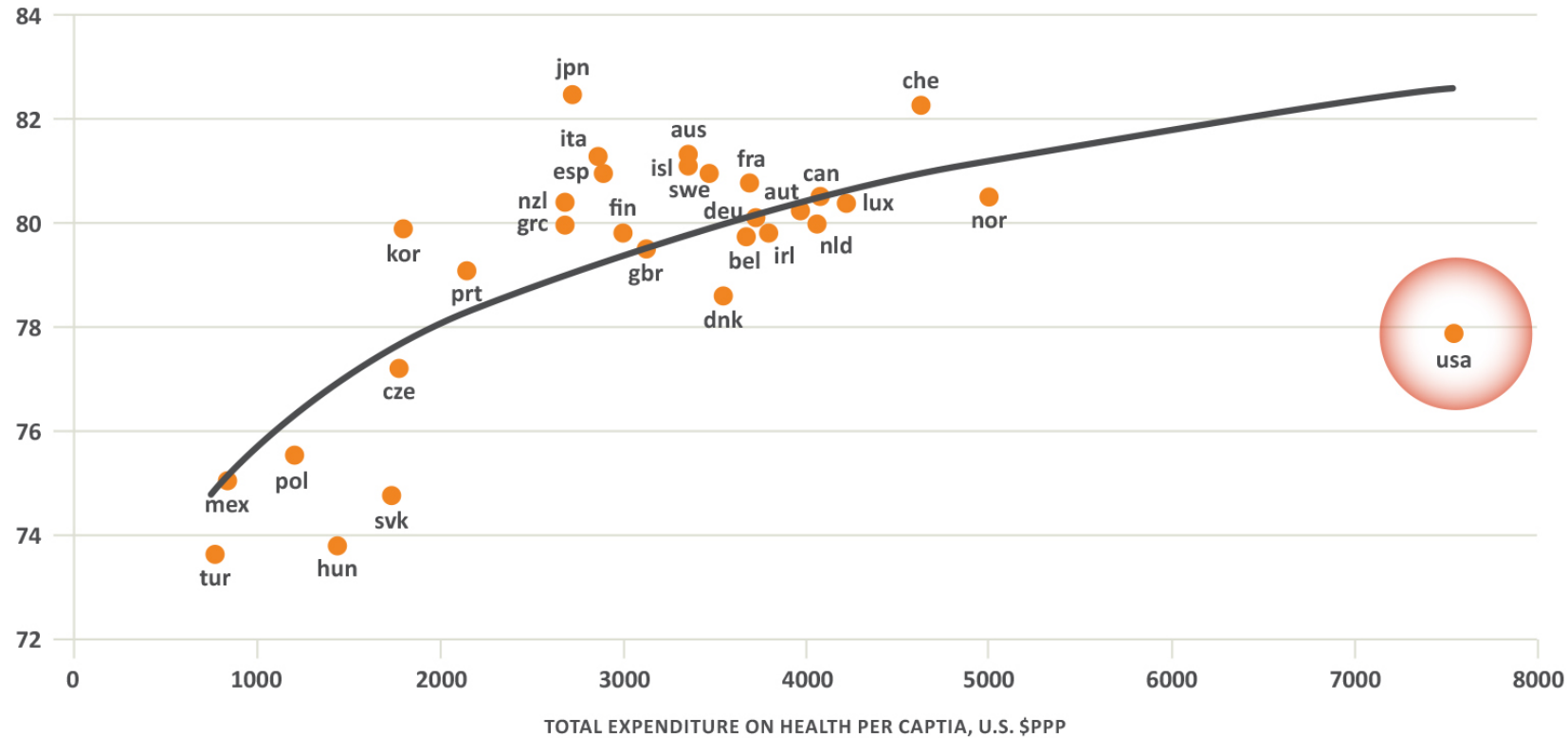


NAS/IOM: Shorter Lives, Poorer Health

- Infant mortality
- Homicides and injuries
- HIV & AIDS
- Drug-related deaths
- Teen pregnancy & STIs
- Obesity & diabetes
- Heart & lung disease

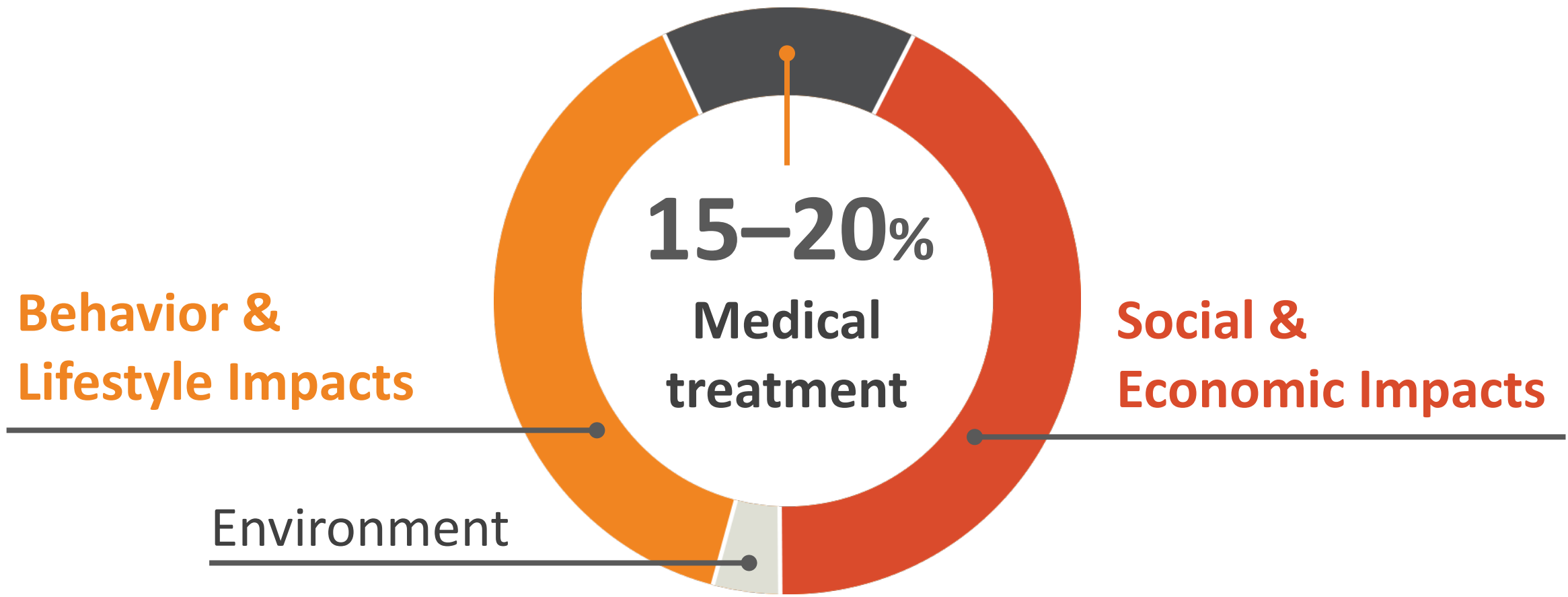


Per Capita Health Expenditures & Life Expectancy



Source: Institute of Medicine. For the Public's Health: Investing in a Healthier Future. Committee on Public Health Strategies to Improve Health, Board on Population Health and Public Health Practice. Washington, DC: National Academies Press, 2012

Where Health Comes From



WHO NEEDS WHAT NOW UNDER COVID-19?

Rates Per 1M

Cases 1,946

Deaths 86

Rates Per 2000

Cases 3.9 (2%)

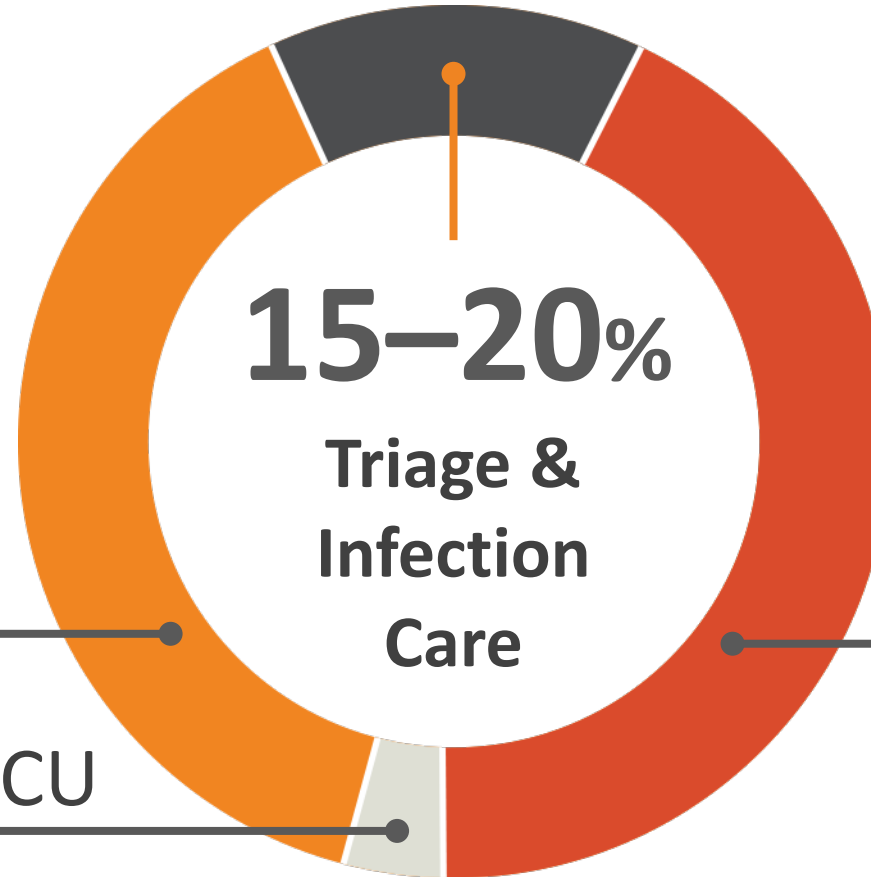
Deaths 0.2 (0.1%)

**Behavior &
Lifestyle Impacts**

**Social &
Economic Impacts**

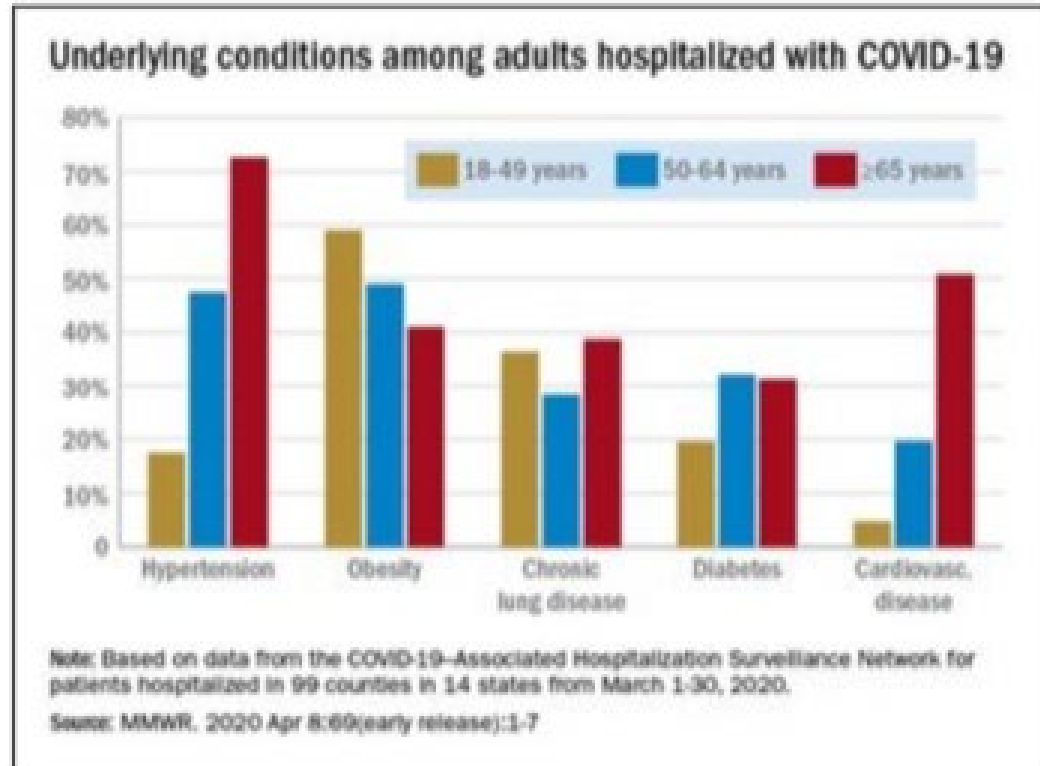
Hospital & ICU

Health Care



WHO DIES WITH COVID?

The Same People as Before COVID



TOTAL PERSON HEALTH DURING COVID-19

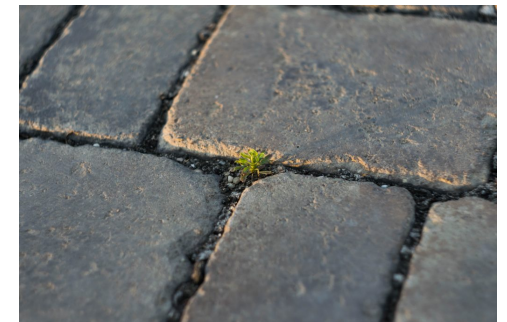


Dr. Wayne Jonas
Executive Director
Samueli Integrative Health Programs

- [Avoiding Burnout](#)

- [Boosting the immune system](#)

- [Resilience building](#)



Health & Wellbeing

EMPOWER & SUPPORT self-care

INTEGRATE conventional,
complementary and lifestyle

EVIDENCE SHOWS that patients
managing their care are healthier



**Can We Do This
Within Our
Current System?**



Integrative Health in the Military



Integrative Health in the Veterans Health Administration

- 18 Centers of Excellence in Integrative Health
- Whole Health – whole persons, all vets
- Patients set goals
- Health care team helps them get there



Whole Health in the Veterans Health Administration

***THE
PERSONAL HEALTH
INVENTORY***



***THE
PERSONAL HEALTH
PLAN***

VA Data

133,476

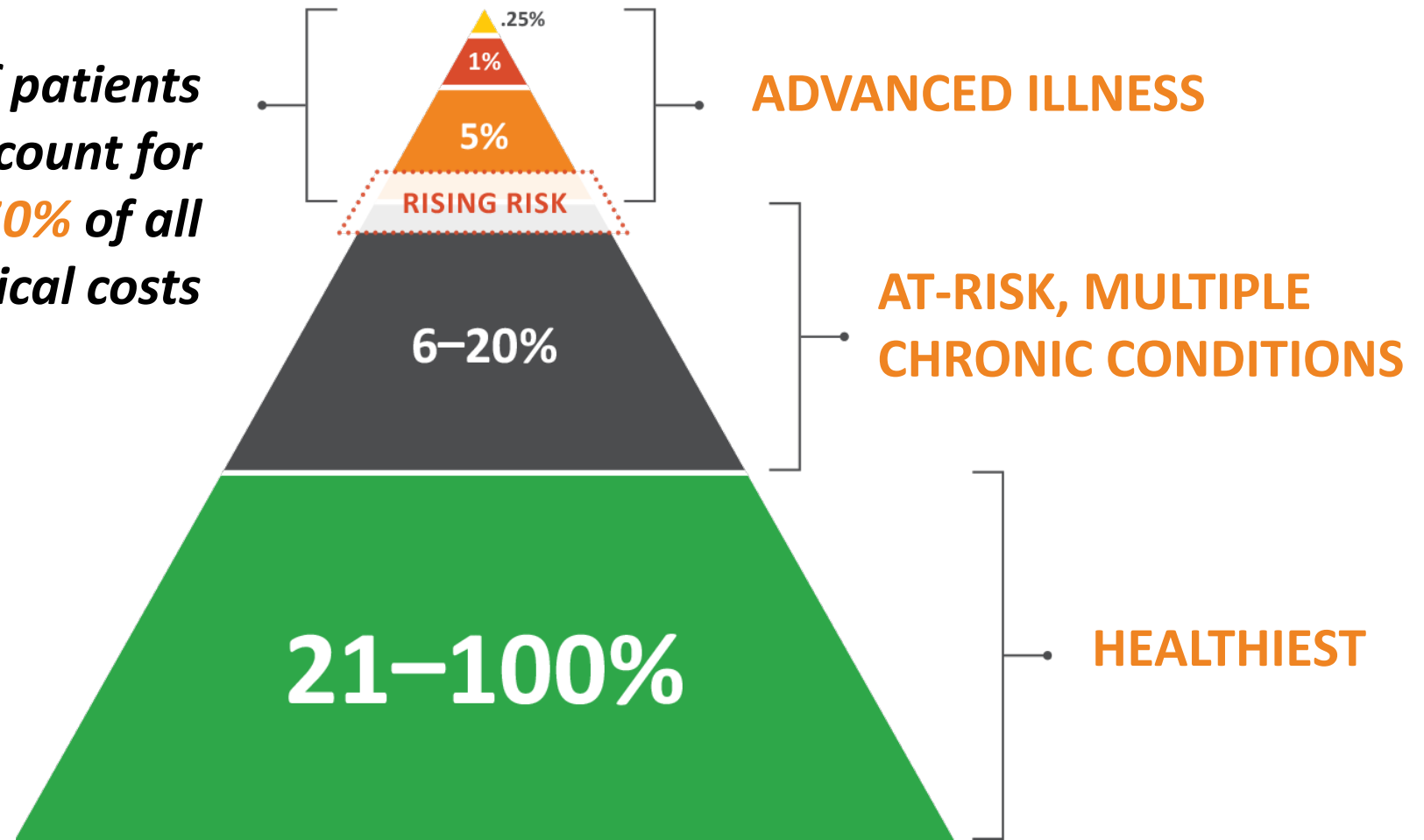
veterans who entered the Whole Health cohort in fiscal year 2018 and 2019 were followed as 24 distinct month cohorts from October 2017 to September 2019.

During this time, the group showed a cost reduction from baseline in all service categories ranging from **12%** to **24%** except for pharmaceuticals, which increased **5.3%**. During this period, pharmaceutical costs increased **9.4%** for the total veteran population.

**The net overall reduction was
20% or
\$4,845 per capita,
or \$647 million.**

The Cost of Care

*5% of patients
account for
50% of all
medical costs*



Cost Savings & Better Outcomes: Short & Long Term

5%

Integrated Care

Care coordination

- Hospital (re)admissions and ED visits
- Primary care and specialists
- Lab/ Imaging/ Prescriptions

Integrative Health

95%

Health promotion

- Lifestyle as prevention and treatment
- Health coaches and IH practices
- Lab/ Imaging/ Supplements

Value – Based Care: One Foot In One Foot Out



What PURCHASERS Can Do

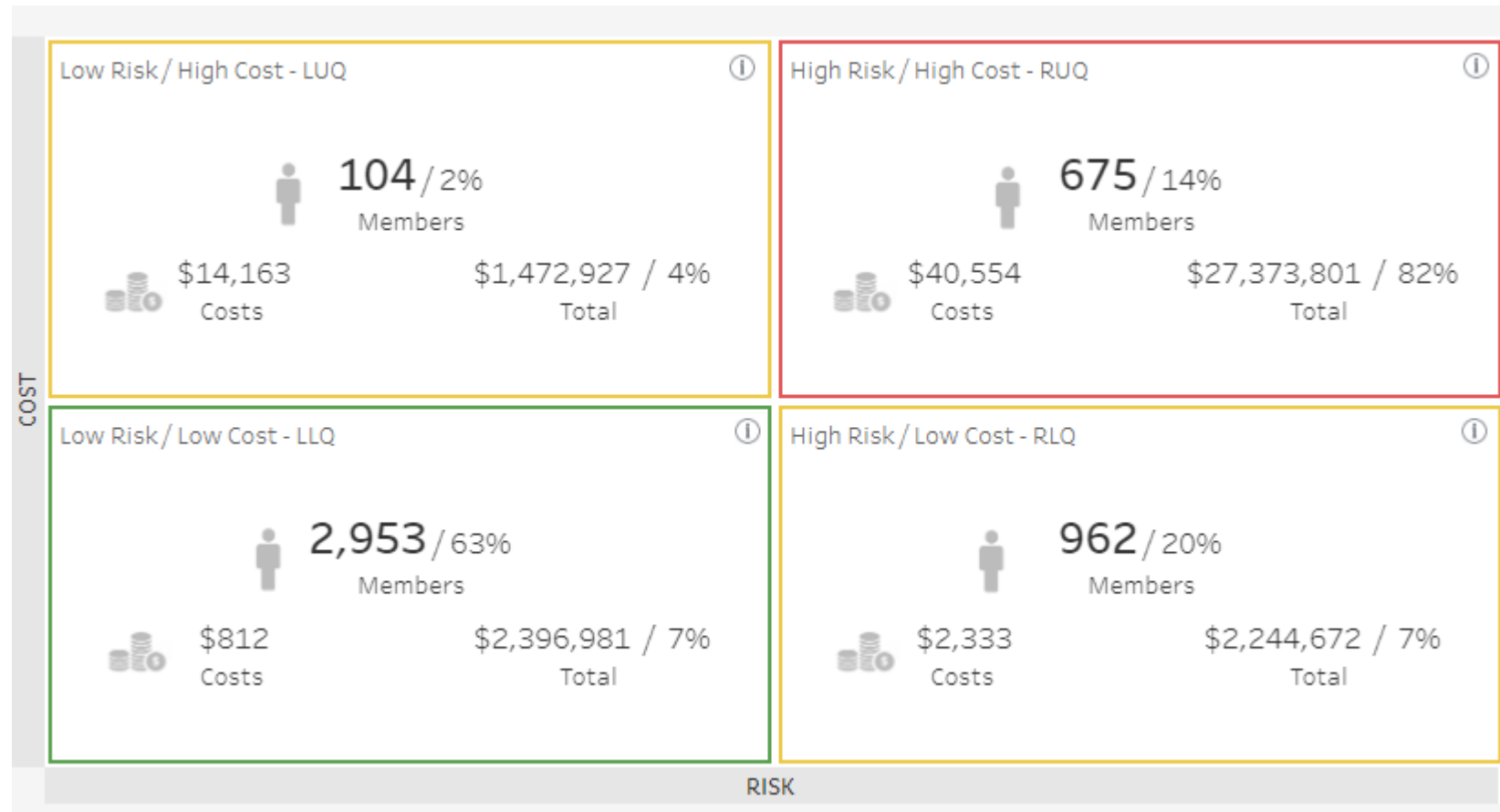
**OFFER WHOLE
PERSON
SOLUTIONS—**
don't just add
products

- Maximize self-healing- emphasis on lifestyle and habits, raising health literacy,
- Offer evidence-supported approaches
- Align incentives among providers, company and individual
- Guide and support individual in using benefits and navigating system to reduce redundancy, unnecessary and expensive interventions

What to Look for in Products

- Access to telehealth; online health coaches; online therapy
- If community resources don't exist, Consider onsite clinics, near-site clinics and telehealth
- Managing social determinants- don't develop plans that are impossible for patients to use
 - Tap into community resources services
 - Focus on community needs and strengths
- Discounts on evidence-based CAM networks (Follow VA's List 1)
- Do they use health coaches, health navigators, group visits
- Tap into low-cost online tools and technology assists like HRV, guided imagery, apps
- **Value-based products (whole person, prepaid contracts)**

What to Look for in a Plan - Risk Management



What to look for in a PROVIDER

**This is a time to
CHOOSE what kind
of care you want**

Addresses Social Determinants and Social and Emotional Domains

- Reframes questions and goals to address health determinants
- Has process to access community resources

Uses Proven Non-Drug, Self-Care Methods

- Ear acupuncture, mind-body, nutrition, safe supplements

Open to Advanced Healing Technologies

- HRV Biofeedback, CES devices, behavioral apps, telehealth

Re-designed Teams for Health

- Health coaching, team care, group visits, shared decisions

The Personal Health Inventory


- Why to you want to be healthy?
- How is your health and wellbeing now?
- What are the personal determinants of health you need and are ready to improve?

This personal health inventory is adapted from and aligned with the VA's Whole Health model.

PATIENT'S NAME: _____ DATE: _____

Personal Health Inventory

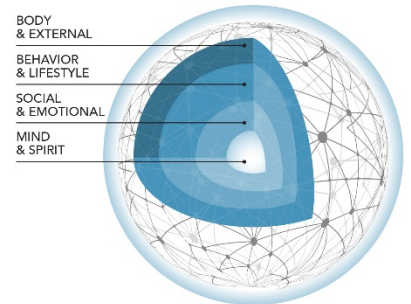
DrWayneJonas.com/HOPE

 Complete your personal health inventory before your integrative health visit.

Use this circle to help you think about your whole health.

All areas are important and connected to your ability to heal and be healthy.

- The outer ring addresses what your home and work are like and how you feel physically.
- The next ring addresses everyday choices on self-care and lifestyle.
- The social and emotional ring looks at your relationships and social support.
- The inner ring addresses **what matters** to you rather than what's the matter with you.



Rate where you feel you are on the scales below from 1-5, with 1 being poor and 5 being excellent.

PHYSICAL WELL-BEING				
1	2	3	4	5
POOR	FAIR	GOOD	VERY GOOD	EXCELLENT

MENTAL/EMOTIONAL WELL-BEING				
1	2	3	4	5
POOR	FAIR	GOOD	VERY GOOD	EXCELLENT

LIFE: HOW IS IT TO LIVE YOUR DAY-TO-DAY LIFE?				
1	2	3	4	5
POOR	FAIR	GOOD	VERY GOOD	EXCELLENT

Thinking about your mental and physical health, which includes stress, depression, problems with emotions, physical illness and injury, for how many days during the past 30 days was your mental or physical health good?

DAYS

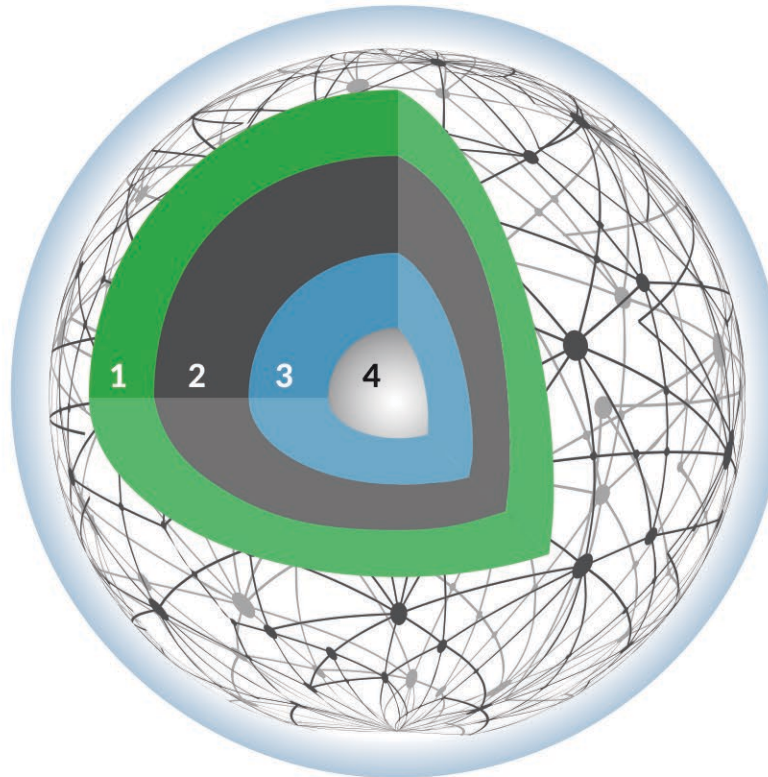
The Integrative Health Visit Using The HOPE Note Questions

1 BODY & EXTERNAL

- What is your home like?
- Your work environment?
- Do you get out in nature?

2 BEHAVIOR & LIFESTYLE

- How is your diet?
- How is your sleep?
- How is your stress?
- How is your activity level?



3 SOCIAL & EMOTIONAL

- How is your social support?
- How was your childhood?

4 SPIRITUAL & MENTAL

- Why do you want to be healthy?
- What is most important for you in your life?

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The HOPE Note Toolkit: Implementing Integrative Health

Resources
available at

*[DrWayneJonas.com/
Hope](http://DrWayneJonas.com/Hope)*

Healing Oriented Practices & Environments

1

PREPARATION

Preventing and managing chronic disease requires considering all aspects of a person's life—focusing not just on treating disease, but also on promoting health. This requires fully integrating preventive care, complementary care and self-care into the prevention and treatment of disease, illness, and injury. Learn how and how to pay for it.

[LEARN MORE](#)

2

HOPE VISIT

HOPE consists of a set of questions geared to evaluate those aspects of a patient's life that facilitate or detract from healing. The goal is to identify behaviors that support healing and serve as a tool for delivering integrative health care through a routine office visit. Download tools to get you started.

[LEARN MORE](#)

3

CONTINUING SUPPORT

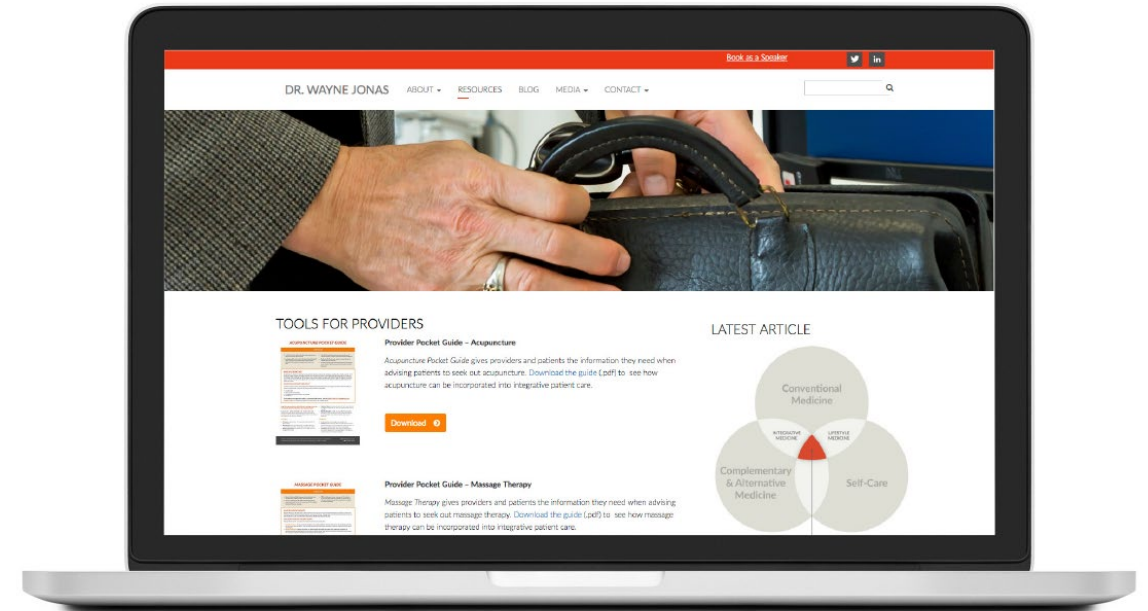
After an integrative health visit, the hard work will begin for the patient. You can make it easier by connecting the patient's priorities and health goals to medical advice, and offering support in implementing the changes. Access resources that will help your patients with making behavior changes.

[LEARN MORE](#)

Help with Healing

DrWayneJonas.com provides information and tools for physicians, health professionals and patients to improve health and wellbeing.

“ The most powerful way to transform healthcare, your patients lives, and your own practice is to fill your medical bag with tools for healing. ”

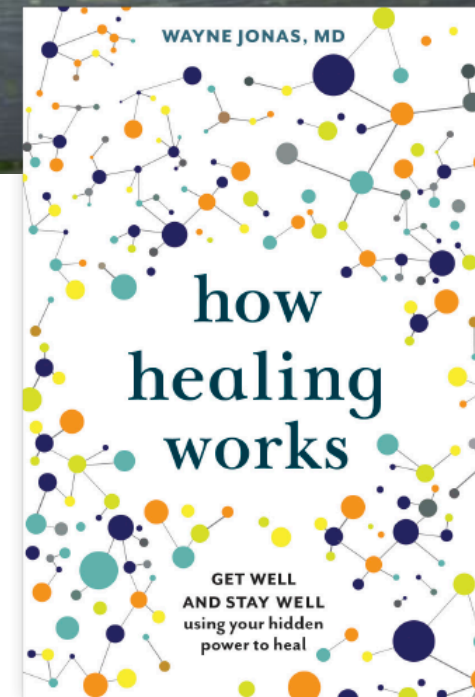


YOU CAN START NOW

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MIND-BODY THERAPIES

- The most common mind-body therapies include meditation/mindfulness, hypnosis, guided imagery, therapeutic suggestion, biofeedback and cognitive-behavioral therapy
- Guidelines from the American College of Physicians (ACP) gave mindfulness-based stress reduction a strong recommendation based on moderate-quality evidence and also strongly recommended progressive relaxation, biofeedback, and cognitive behavioral therapy based on low-quality evidence
- Meditation/mindfulness, hypnosis, therapeutic suggestion and cognitive-behavioral therapy all demonstrated **significant improvements in pain severity** (JAMA, 2019)
- The majority of studies on meditation/mindfulness, therapeutic suggestion and cognitive-behavioral therapy studies **show improvements in opioid use or misuse** (JAMA 2019)
- Johns Hopkins, Duke, Cleveland Clinic and U.S. military and VA all use them



Primary Source: Garland, E. et al. **Mind-Body Therapies for Opioid-Treated Pain.** *JAMA Internal Medicine*, Nov 2019;
DOI: [10.1001/jamainternmed.2019.4917](https://doi.org/10.1001/jamainternmed.2019.4917)

ACUPUNCTURE

- 3.5 million US adults used acupuncture, a 50 percent increase in five years (NHIS, 2012)
- Johns Hopkins, Duke, Cleveland Clinic and U.S. military and VA use it
- WHO endorses acupuncture for more than two dozen medical conditions
- Patients with chronic pain appear to receive the most benefits from acupuncture more than with placebo (JAMA, AIM, NIH, CDC, etc.)
- Sessions typically cost between \$65-\$125 per treatment; some of which might be covered or discounted by health insurance

MASSAGE THERAPY

- Massage therapy alleviates pain and discomfort, and provides mental relaxation
- 78% of adults who receive massage use it to address stress, pain relief, soreness, stiffness or spasms, injury recovery, migraines, prevention, pregnancy or prenatal, and general wellbeing
- Evidence shows massage therapy effective for:
 - Fibromyalgia pain, anxiety and depression
 - HIV anxiety and hyperventilation
 - Breast Cancer symptoms including negative emotions and fatigue
 - Cancer pain levels, anxiety and fatigue



THERAPEUTIC YOGA

- Yoga is one of the most sought after and used forms of complementary medicine.
- People who seek the use of yoga to address **back pain** report after six months of practicing yoga significantly less disability, pain and depression than patients who are only using conventional care.
- Evidence shows yoga therapy is also effective for:
 - arthritis, carpal tunnel syndrome, and neck pain and can improve anxiety, obsessive-compulsive disorder, depression, and insomnia.
 - For COPD and asthma, yoga programs focused on breath control and meditation significantly improve objective measures of lung function.