HOW HEALING WORKS

Integrative Primary Care: The Missing Element for Value

March 26, 2020 – Wayne Jonas, MD
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Outdated Health Model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

INTEGRATIVE HEALTHCARE

CULTURAL CONTEXT OF HEALTH

Conventional Medicine

Complementary & Alternative Medicine

Self-Care
Challenges to Our Current Health Care System

• We are **FIRST** in spending
• 37\textsuperscript{th} 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

Where Health Comes From

![Diagram showing the sources of health:
- Behavior & Lifestyle Impacts: 15–20% Medical treatment
- Social & Economic Impacts
- Environment

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

Hospital & ICU Health Care

Triage & Infection Care

Social & Economic Impacts

Source: https://www.worldometers.info/coronavirus/country/us/
WHO DIES WITH COVID?

The Same People as Before COVID

Underlying conditions among adults hospitalized with COVID-19


Source: MMWR. 2020 Apr 8:69(early release):1-7
TOTAL PERSON HEALTH DURING COVID-19

- Avoiding Burnout
- Boosting the immune system
- Resilience building

Dr. Wayne Jonas
Executive Director
Samueli Integrative Health Programs
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

EMPOWER
Explore What Matters Most
Peers

EQUIP
Self-Care
Skill Building and Integrative Health

TREAT
Clinical Care
Whole Health Clinicians

THE PERSONAL HEALTH PLAN

va.gov/wholehealth
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

ADVANCED ILLNESS

AT-RISK, MULTIPLE CHRONIC CONDITIONS

HEALTHIEST
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

95%  Integrative Health

- 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

- 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

OFFER WHOLE PERSON SOLUTIONS—don’t just add products

National Alliance of Healthcare Purchaser Coalitions
Driving Innovation, Health and Value
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

- **Low Risk/High Cost - LUQ**
  - 104/2% Members
  - $14,163 Costs
  - $1,472,927 Total

- **High Risk/High Cost - RUQ**
  - 675/14% Members
  - $40,554 Costs
  - $27,373,801 Total

- **Low Risk/Low Cost - LLQ**
  - 2,953/63% Members
  - $812 Costs
  - $2,396,981 Total

- **High Risk/Low Cost - RLQ**
  - 962/20% Members
  - $2,333 Costs
  - $2,244,672 Total
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?
The Integrative Health Visit
Using The HOPE Note Questions

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

BEHAVIOR & LIFESTYLE
- How is your diet?
- How is your sleep?
- How is your stress?
- How is your activity level?

SOCIAL & EMOTIONAL
- How is your social support?
- How was your childhood?

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

© 2019 Wayne Jonas, MD

A PERSONAL HEALTH PLAN
The HOPE Note Toolkit: Implementing Integrative Health

Resources available at

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.

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.

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.

National Alliance of Healthcare Purchaser Coalitions
Driving Innovation, Health and Value
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

DrWayneJonas.com

@DrWayneJonas

Visit DrWayneJonas.com/signup to receive our newsletter and commentaries.
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

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

Sources and more info at https://drwaynejonas.com/resources/acupuncture-pocket-guide/
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

Sources and more info at https://drwaynejonas.com/resources/massage-therapy-pocket-guide/
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.

Sources and more info at https://drwaynejonas.com/resources/therapeutic-yoga-pocketguide/