EXERCISE COUNSELING

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OBJECTIVES

• How to make sure your patients know the importance of physical activity
• Develop a practical and time-efficient approach to encourage appropriate physical activity in patients
PRIMARY DETERMINANTS OF HEALTH

- Genetic
- Social
- Environment
- Behavior
- Nutrition quality
- Physical activity/fitness
- Hand washing
- Seat belt use
- Alcohol use
- Smoking

Drug use

Genetic: 30%
Social: 15%
Environment: 5%
Behavior: 40%
Nutrition quality: 10%
Which risk factor kills more people?

Low fitness kills more people than smokadiabetes.
LEISURE TIME PHYSICAL ACTIVITY LEVEL AND GAINS IN LIFE EXPECTANCY AFTER AGE 40

http://www.plosmedicine.org/article/info:doi/10.1371/journal.pmed.1001335
• Website-based evaluation of treatment options for variety of medical conditions
• Not scientific, but large numbers lend credibility
• Satisfaction gauge
  – Perceived effectiveness
  – Popularity
84 Lower Back Pain Treatments Compared
Hover over each dot to see what treatment it represents.

This infographic is based on a total of 8,895 treatment effectiveness ratings.
161 Depression Treatments Compared
Hover over each dot to see what treatment it represents.

This infographic is based on a total of 36,978 treatment effectiveness ratings.
PATIENTS DO LIKE TO EXERCISE

SOME OF THEM JUST DON’T KNOW IT YET!
BRING IT UP

• Exercise vital sign
  – How many days per week do you engage in moderate to vigorous physical activity (like a brisk walk)?
  – On those days, how many minutes do you engage in activity at this level?
MAKE A DIAGNOSIS

• If exercise vital sign is <150 minutes/week
  – Diagnosis = Sedentarism
  – ICD 10: Z72.3
• Gets it on the problem list
PROVIDER ROLE IN EXERCISE PROMOTION/INTEGRATION

• Motivation
  – Assess
  – Readiness for change
  – Mobilize
• Motivational interviewing (MI)
• Exerciseismedicine.org
PEOPLE THINK THEY **SHOULD** EXERCISE BECAUSE IT **WILL** MAKE THEM HEALTHIER, **BUT**...

THEY ACTUALLY **DO** EXERCISE BECAUSE IT **MAKES** THEM FEEL GOOD
MOTIVATE

• Immediate gratification
  – Higher energy
  – Elevated mood/stress reduction
  – “Motion is lotion”/pain modulation
MOTIVATE

• “Walk the walk”
  – Physically active providers and staff
    • More likely to provide exercise counseling
    • More effective at exercise counseling
      – Self-disclosure is motivating for patients
      – Nurses are better than doctors at PA counseling

23 ½ HOURS

IF EXERCISE IS THE MEDICINE...
WHAT IS THE DOSE?

HOW MUCH?
HOW OFTEN?
HOW INTENSE?
ACTIVITY TRACKERS

• Improved results in short-term (<6 months) weight loss efforts in middle-age and older adults
• “Readiness” impacts adoption/effects
  – 56% contemplation/preparation
  – 20% precontemplation

EXERCISE RX

• FITT-VP
  – Frequency
  – Intensity
  – Time
  – Type
  – Volume
  – Progression
• Specific and in writing
HOW I DO IT

- **Type**
  - “What would you like to be doing this time of year for physical activity?”
  - Emphasis on pleasure
    - Alone or social
    - Indoors or outside
EFFORT LIMITED
VS.
TIME LIMITED
HOW I DO IT

• Intensity and volume
  – Higher intensities = less time
    • Moderate intensity
      – 150 min/wk
        » 30 min ≥ 5 days/wk
    • Vigorous intensity
      – 75 min/wk
        » Spread out over >3 d/wk
EFFORT LIMITED

• “Higher risk” patients
  – Refer to AHAs 2013 Scientific Statement
    • Exercise Standards for Testing and Training
      – Free PDF
    – ACSM algorithm
      • Exerciseis medicine.org

• Never-ever exercisers

• “Exercise hesitant”
  – Anyone who doesn’t want to sweat
EFFORT LIMITED

• Start 10-12 min/session
  – Can start higher
• Low intensity
  – Able to talk
  – Able to sing
• Every other day
EFFORT LIMITED

• Increase time first
  – 10%/week
  – Initially up to at least 30 minutes/day
    • May break it up into 10 minute increments

• Increase frequency
  – Up to 5 day/wk

• Increase intensity (ideally)
  – Greater cardiovascular benefit with moderate intensity
INTENSITY DETERMINATION

• “Talk test”
  – Low intensity:
    • Talk AND sing
  – Moderate intensity
    • Talk NOT sing
  – Vigorous intensity
    • NO talk and NO sing
MODERATE

150 minutes/week
5 days/week

300 minutes/week
60 minutes/day
TIME LIMITED

- Start 10-12 min per session
  - Opportunistic
- Low-moderate intensity
- Every other day
TIME LIMITED

• Increase intensity
  – Vigorous intensity

• Increase time blocks as desired
  – Often keep to 10-15 min/session during week and longer during weekend

• 3 days/week for vigorous activity
  – Often keep combination moderate and vigorous
    • 3-5 days/wk
VIGOROUS

75 minutes /week
3 days/week

100-150 minutes/week
30 minutes/day
GILDING THE LILY

- Resistance training
  - 8-10 different exercises
  - >2 days/wk

- Flexibility
  - Static stretching (30-60 second hold)
  - >2 days/wk

- Balance
  - >2 days/wk
HOW DO WE HELP PATIENTS ADHERE TO OUR PRESCRIPTION?
PHYSICAL THERAPY

- Many reimbursable conditions, but this is a moving target
  - Parkinsons
  - Osteoarthritis
  - Osteopenia
  - Low back pain
  - Chronic fatigue syndrome/fibromyalgia

- Rx include: HEP
TAP INTO RESOURCES

• Many insurers have a fitness reimbursement program
  – $150-500 per member per year
    • Anthem
    • Aetna
    • Harvard Pilgrim
  – Need to file paperwork
    • Fine print

• Other insurance-based wellness programs
TAP INTO RESOURCES

• Medically oriented fitness centers
  – The Medical Fitness Center (Bangor)
  – MOG (Saco)
  – UMedGym (South Portland)
  – Advanced Health Physical Therapy and Fitness (Augusta and Waterville)
  – Lifestyle Medicine Program at MidCoast (Brunswick)
RESOURCES

• Older adults:
  – Maine4a.org
  – Local “aging in place” programs
RESOURCES

• Spectrum (i.e. cable)
  – Exercise “on demand”
• Fitmaine.com
  – Lapsed exercisers
  – Under-exercisers
WHAT IS EXERCISE IS MEDICINE®

A Global Health Initiative

In 2007, the American Medical Association (AMA) and the American College of Sports Medicine (ACSM) co-launched Exercise is Medicine (EIM) – a United States-based health initiative that has since been coordinated by ACSM. The initial purpose of EIM was to make the scientifically proven benefits of physical activity the standard in the U.S. healthcare system. Within two years of its launch, representatives from international public health, medical and scientific associations asked ACSM to expand its initial scope beyond the United States and begin a multinational collaboration to make EIM a global effort, launching the EIM Global headquarters in Indianapolis, IN. Currently there are seven regional centers and 43 national centers across the globe.

The vision of EIM is to:

• Have healthcare providers assess every patient’s level of physical activity at every clinic visit
• Determine if the patient is meeting the U.S. National Physical Activity Guidelines

RESOURCES

Research
• The Exercise is Medicine Global Health Initiative: a 2014 update (Web Link)

Tools
• Exercise is Medicine Public Presentation (Doc)
• EIM Fact Sheet (Doc)
YOUR RX FOR HEALTH SERIES

A series on today's most common chronic conditions and their exercise prescriptions

As chronic diseases are becoming more and more prevalent in our society, the benefits of regular exercise and physical activity in treating and preventing these conditions cannot be overlooked. The prescription for health series was created to provide individuals who suffer from these chronic diseases basic guidelines on exercise. Each prescription highlights a common chronic condition and provides an exercise prescription for that specific disease.

Check back as we continue to update and add more to our series!

Your Prescription for Health Series:

- Anxiety and Depression
- Asthma
- Blood Lipid Disorders
- Cancer
- Chronic Obstructive Pulmonary Disorder (COPD)
- Frailty
- Heart Failure
- High Blood Pressure (Hypertension)
- Lower Back Pain
- Osteoarthritis
- Osteoporosis
- Prolonged Sitting
- Rheumatoid Arthritis
- Type 2 Diabetes
- Weight Loss

RESOURCES

EIM Rx for Health Series

- Anxiety and Depression (Doc)
- Asthma (Doc)
- Blood Lipid Disorders (Doc)
- Cancer (Doc)
- Chronic Obstructive Pulmonary Disorder (Doc)
- Frailty (Doc)
- Heart Failure (Doc)
- High Blood Pressure (Hypertension) (Doc)
- Lower Back Pain (Doc)
- Osteoarthritis (Doc)
- Osteoporosis (Doc)
- Prolonged Sitting (Doc)
- Rheumatoid Arthritis (Doc)
- Type 2 Diabetes (Doc)
- Weight Loss (Doc)
# Healthcare Providers’ Action Guide

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FINAL TIPS

• Maintain flexible expectations
  – “Good enough” is good enough
  – Not all workouts created equal
• Make it feel good
• Treatment success for physical inactivity
  – Not always on the first try
EVERYTHING OLD IS NEW AGAIN

“All parts of the body which have a function, if used in moderation and exercised in labors in which each is accustomed, become thereby healthy, well developed and age more slowly, but if unused they become liable to disease, defective in growth and age quickly.”

-Hippocrates