



# Working with Clients with Serious Mental Illness to Improve Health Outcomes Workshop

November 14, 2019



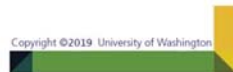
# Welcome from Better Health Together

- Sarah Bollig Dorn  
– Senior Program Manager



# AIMS Center Introductions

- John Kern, MD  
– Clinical Professor
- Milena Stott, LICSW, CMHS, CDP  
– Clinician Trainer



# Introductions from Teams

- Clinic team
- Name
- What is your role?
- What is one thing you are hoping to gain from this training?





## Setting the Stage

- Housekeeping
- Handouts and slides
- Action planning worksheet
- Evaluation

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## Overview of the Day

Agenda	
TIME	TOPIC
8:00-8:30	Sign-in and Breakfast
8:30 – 9:00	Welcome and Introductions
9:00 – 9:30	Team Approaches to Supporting Health Outcomes in a Behavioral Health Agency
9:30 – 10:15	Partnering with Primary Care
<b>10:15 – 10:30</b>	<b>BREAK</b>
10:30 – 11:30	Working with Medical Conditions Relevant to Health Risk in People with Serious Medical Illness
<b>11:30 – 12:00</b>	<b>Lunch</b>
12:00 – 1:15	Using Whole Person Care Tools to Improve Health Outcomes of Clients with Serious Mental Illness
1:15 – 1:30	Action Planning and Next Steps

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## TEAM APPROACHES TO SUPPORTING HEALTH OUTCOMES IN A BEHAVIORAL HEALTH AGENCY

Session 1

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## Learning Objectives

By the end of this session, participants should be able to:

- Describe evidence and causes for reduced life expectancy in SMI populations
- Explain rationale for mental health providers accepting responsibility for improving health outcomes
- Illustrate the structure of an integrated care team, and the functions its members carry out

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## What Motivates Us?

- **Mission**
  - **Desire to take better care of individuals**
    - What's your story?
- **Financial sustainability**
  - **ACH payment**
  - **Eventual Value-Based Payment**
  - **Meeting payment metrics**
- **Other Reasons**

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## Introduction to the Mortality Gap

- **Hard to pursue recovery goals when dead**
- **No one else is doing it**
- **Opportunity for frequent touches**
- **Now part of our mission**

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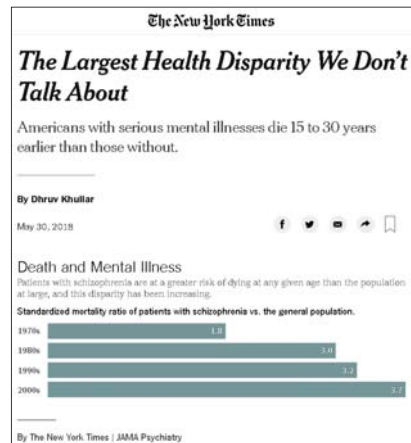


## Reflection & Discussion



After reading the New York Times article....

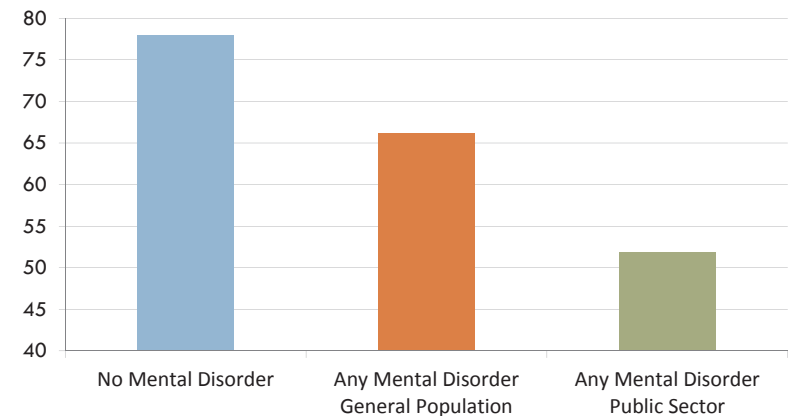
- **Any immediate reactions?**
- **How might you respond?**



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## Life Expectancy of People with Symptoms of SMI: Still Short and Still Not Improving



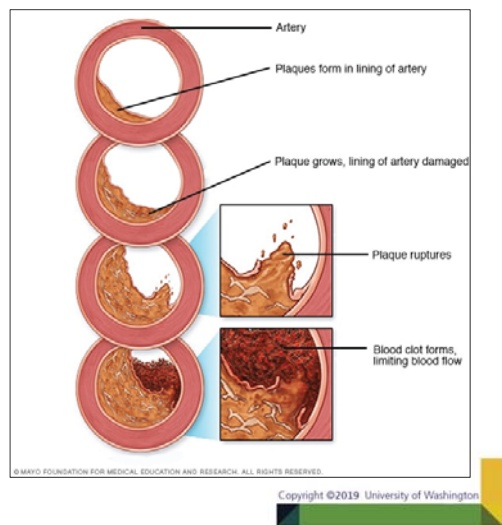
Bar 1 & 2: Druss BG, Zhao L, Von Esenwein S, Morrato EH, Marcus SC. Understanding excess mortality in persons with mental illness: 17-year follow up of a nationally representative US survey. *Med Care*. 2011 June;49(6):599-604; Bar 3: Daumit GL, Anthony CB, Ford DE, Fahey M, Skinner EA, Lehman AF, Hwang W, Steinwachs DM. Pattern of mortality in a sample of Maryland residents with severe mental illness. *Psychiatry Res*. 2010 Apr 30;176(2-3):242-5

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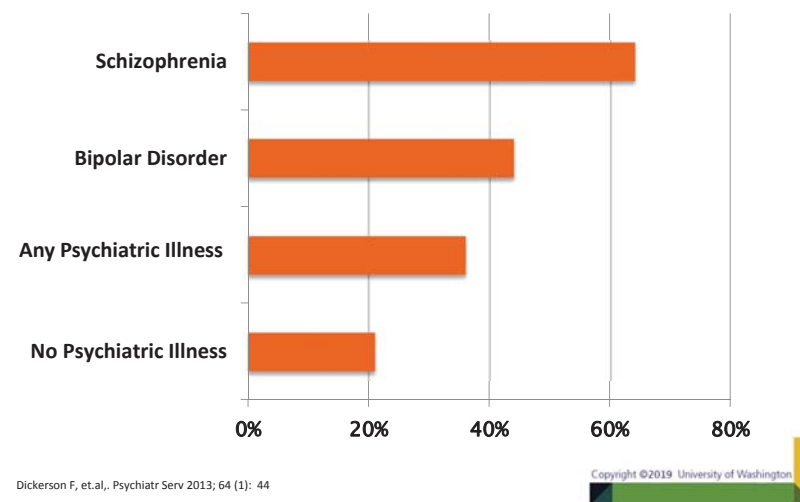


## Cardiovascular Disease Defined

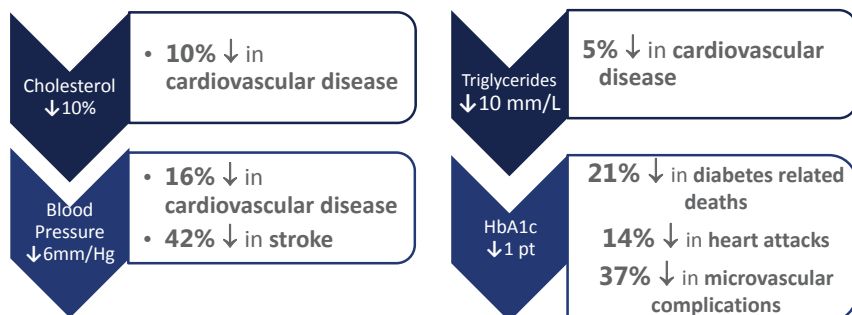
- **Blocks blood vessels to heart or brain**
- **Causes heart attack or stroke**



## Prevalence of Current Smoking



## Small Changes >> Big Difference



## Principles for Evidence-Based Integration



### Team-Based and Person-Centered

Primary care and behavioral health providers collaborate effectively, using shared care plans.



### Population-Based and Data-Driven

A defined group of patients or clients is tracked in a registry so that no one “falls through the cracks.”

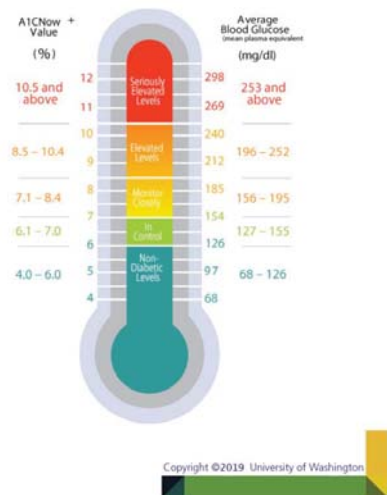


### Measurement-Based Treatment to Target

Treatment goals clearly defined and tracked for every patient. Treatments actively changed until clinical goals are achieved.

## Measurement-Based Care

- Systematic use of clinical data to drive clinical decision making

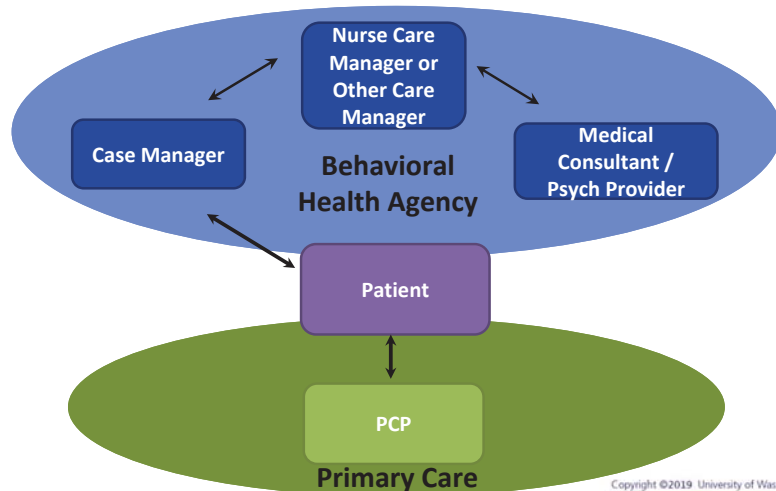


## Use of a Registry Supports Measurement-Based Care

Case Number	Active in Care Management Date	Primary Physician	RMHC Psychiatrist	Standard monitoring labs last done	BMI	LDL	HbA1c	Diastolic BP	Next PCP appt	Notes
943421	6/27/12	Dr. Carter	Chowme	11/7/14	23				12.3.14	BPHC Client
1323163	9/4/13	Dr. Gern	Siegel		31	153	8.5	64		New PCP Referral Needed
1359811	2/23/13	Dr. Vavilala	Sandoval	7/16/14	34	148	4.2	97	12.3.14	Adult Case Manager: Ian Mueller
1373181	2/14/11	Dr. Ready	Ilyas	3/28/14	43	165	5.2	100	11.30.15	Adult Case Manager: William Whately
1379191	10/22/13	Dr. Dobranski	Graham	5/24/10	32	162	5.4	70	12.1.15	
1386941	8/29/2011	Dr. Przeniczny	Lin	6/2/14	45	132	6.0	103	4.2.15	BPHC Client
1392941	4/7/14	Dr. Al-Kharrat	Ilyas	10/22/14	39	144	8.1	77	1.25.15	
1429731	5/21/14	Dr. Djurovic	Graham	9/26/14	42	127	4.9	105	12.10.14	BPHC Client
1456711	5/21/14		Yballe		33					BPHC Client
1478761	4/19/12	Dr. Przeniczny	Graham		25					Adult Case Manager: Jeanne Resarik
1500582	5/21/14	Simantarkis	Strayhorn		24					BPHC Client
1520511	3/10/11	Dr. Lucena	Ilyas		45					Adult Case Manager: Darcy Anderson
1522111	3/25/11		Lin	7/22/14	42	160	7.2	84	3.1.15	
1544892	5/21/14	Dr. Sandford	Ilyas	1/13/14	32	160	4.9	74	11.14.14	BPHC Client
154503	5/21/14	Dr. Djurovic	Siegel	9/26/14	41	120	8.0	76	4.1.15	BPHC Client
2031015	5/21/14	Dr. Sanchez	Dobranski	7/17/14	28	155	6.3	98	2.14.15	BPHC Client
2040722	3/18/11	Ramirez	Ramirez	6/12/14	32	152	6.9	102	3.12.15	Lake Park Residential
16200674	12/9/13		Lin		33					Lake Park Residential
16216393	2/27/14		Dobranski	2/27/14	44	147	7.7	78	11.20.14	Cholesterol issues and weight loss
16218469	3/5/12	No PCP	Kern	9/17/13	31	157	5.0	72	11.15.14	PCP Referral Needed
16220572	5/21/14	Dr. Ostrowski	Ramirez	2/1/14	45	120	8.1	76	12.1.15	BPHC Client
16223990	4/5/11	Dr. Vavilala	Osoa	2/25/14	35	146	7.6	77	2.1.15	Adult Case Manager: Julie Peterson
16224462	5/21/14		Graham	6/24/14	42	149	4.5	96	12.10.14	BPHC Client
16228329	5/30/13	Dr. Gern	Lin	10.22.14	38	145	5.9	80	1.2.15	New PCP Referral Needed
16231478	12/2/14	Dr. Ramirez	Ilyas		29					
16232096		Dr. Sandoval	Siegel		26					
16238746	5/15/14	BHC	Lin		30					
16239558	5/21/14	Dr. Mac	Dobranski	6/12/14	40	180	5.7	110	4.1.15	BPHC Client
16240372	12/17/12		Dobranski		31					

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## Behavioral Health Home



## Care Functions

- Screening Functions
- Psychiatric Provider Functions
- Case Management Functions
- Registry Functions
- Medical Consultant Functions
- PCP Functions



## New Ways to Perform Tasks

- **Changing roles of existing staff**
  - **OP nurses expanding into population health**
  - **Case managers expanding role definition into physical health.**
  - **Peers**
    - Primary role in supporting good health behaviors
  - **Support staff**
    - Clerical support of registry function

**Have you figured out a novel solution?**

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## Action Planning

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## PARTNERING WITH PRIMARY CARE

Session 2

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## Learning Objectives

**By the end of this session, participants should be able to:**

- **Familiarize behavioral health agency staff with the medical office setting**
- **Describe steps to build relationships with primary care providers and teams**
- **Describe cultural differences between behavioral health and primary care**

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## Bridging the Cultural Divide



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## Primary Care Provider's View

- I don't understand patients with mental illness
- Their physical illness and symptoms are due to mental illness
- Treating people with mental illness takes more time



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## Client's View

- Doctors don't understand
- Doctors are incompetent
- Doctors are impatient
- Doctors are scary



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## Cultural Differences

Pace

Environment

Model of Care

Jargon

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## Pace

- May be long wait in waiting room
- Appointment may be delayed
- Initial encounter with provider 15-30 minutes
- Follow up encounter 7-20 minutes
- Same day appointments possible
- Only possible to address top 1-3 concerns, at most, in any given appointment

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## Environment of Primary Care

- Busy, hectic, full waiting room



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## Environment of Primary Care

- Exam rooms with lots of gadgets



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## Primary Care Visits Different from the Mental Health Environment

- Usually interact with several people before seeing PCP:
  - MA, Care Coordinator, LPN, RN, ARNP, Care managers....
- Frequent interruptions
- Services involve touch
- Address top 1-3 concerns

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## Primary Care Jargon

- “Patient” vs. “client” or “consumer”
- “Member” in a health plan
- Medical jargon (BP, BMI, HTN, DB, HGBA1C, etc.)

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## Reflection & Discussion



- What are your tips for developing a relationship with primary care?
  - What have you tried that worked? Didn't work?

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## Partnership Principles: Do!

- Tend to their needs
- Bring something to the table
- Assist whenever possible
- Make it about the next 10 encounters
- Find common ground and interest
- Reveal anything helpful
- Take one for the team



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## Partnership Principles: Don't!

- Bring your needs first
- Expect to “get” something
- Limit assistance to a project
- Make it about this single encounter

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## Tips for Communicating with Primary Care About a Client

- Quick identification of caller
- Quick identification of client
- Brief statement of reason for call
- Have information ready
  - i.e. patient demographics, lab tests, insurance, medications, any other pertinent information
- Make the call with the client if possible

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## Learning Activity: PCP Call Vignette

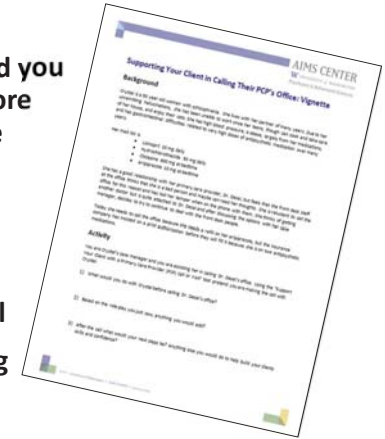


### Prompt:

- You are Crystal's case manager and you want to help her communicate more effectively with the doctor's office

### Instructions:

- Follow along with Crystal's case
- Use the 'Pocket Tool' to help us support Crystal during her PCP call
- Jot down ideas on the "Supporting Your Client in Calling Their PCP's Office: Vignette" handout



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## Client Case – “Crystal”



- 50 yo woman, schizophrenia. Lives with her long-term partner. Can't work due to hallucinations, but can take care of her house
- Medical conditions
  - High blood pressure
  - Obese, largely due to her medications
  - Gastrointestinal difficulties due to her medications
  - Lisinopril, 20mg/day
  - Hydrochlorothiazide 50mg/day
  - Clozapine 600mg/bedtime
  - Aripiprazole 10mg/day
- Receptive to treatment?
  - Good relationship with her PCP, Dr. Desai
  - Feels the front desk staff thinks she's a bad person/can read her thoughts
    - Reluctant to call the office for this reason and lost her temper on the phone with them
  - Thinking of finding a new doctor, but is attached to Dr. Desai
  - Discussed this with her case manager and decided to try to continue to deal with the front desk
- Today's call
  - She needs a refill on her aripiprazole, but the insurance company has insisted on a prior authorization before they will fill it, because she is on two antipsychotic medications

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## Before the Call



### Support Your Client in Calling their PCP

#### Before the Call

- Review reason for PCP call (i.e. lab results, check in, solve a problem)
- With Client, determine 1 question to ask
- Gather relevant information (i.e. client DOB, case numbers, insurance card, RX's)
- Write down & practice the ONE question
- Be prepared to take notes during the call

- Gather relevant info:
  - Clinic phone number
  - Name of the front desk staff person
  - Refill number on the pill bottle
  - Other paperwork from the prior auth. process
    - Help Crystal put all the info in one easy-to-find place – a little notebook?
- Write down and practice the question:
  - Exactly what to say when they answer
    - Brainstorm likely challenges:
      - Front desk is rushed and impatient
      - You get flustered and hang up
- Anything else you would do before the call?

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# Role Play and Discussion



## Instructions:

1. Have you assisted a client in calling a primary care office? Tell us about your experience
2. Observe the role play
3. As a case manager would you add anything else to the call you just observed?

**During the Call**

- Remain cordial, even when frustrated
- Thank the staff you talk to by name
- Identify yourself & relation to client
- Give call reason in two sentences or less
- Ask for your clinic contact (if applicable)
- Take notes including: who was talked to, information received and next steps

# After the Call



**After the Call**

- Briefly summarize notes in chart
- Develop next steps with client

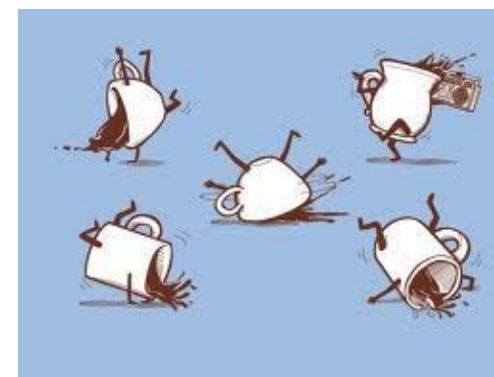
Case manager and Crystal write themselves a note:

- Talked to Nancy on Tuesday at 2 pm
- She said they had prior authorization and doc would do it today
- **Next Steps:**
  - Planned for Crystal to call back tomorrow
    - Make sure you have your notes!
  - Crystal will let case manager know if any problems. They will meet next week at the same time.
- Case manager: "Hey, you're getting this prior authorization thing figured out!"

Anything else you would do to help your client build skills and confidence?

# Action Planning

# BREAK





## WORKING WITH MEDICAL CONDITIONS RELEVANT TO HEALTH RISK IN PEOPLE WITH SERIOUS MENTAL ILLNESS

Session 3

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## Learning Objectives

By the end of this session, participants should be able to:

- Differentiate the team’s role to monitor / support / intervene with medical conditions compared to “treating” them
- Describe key conditions affecting SMI populations
- Identify useful and appropriate sources of reference information on health conditions for staff
- List three health conditions likely to respond to simple interventions

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## Supporting Client Medical Care

**“All meaningful behavioral change occurs in the context of a personal relationship.”**

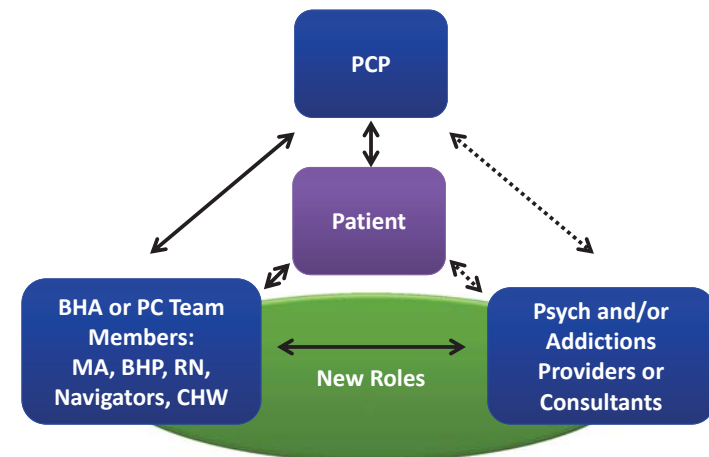
- Joe Parks, MD

Director, Missouri Health Homes Project

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## Behavioral Health Home Team



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## Supporting vs. Treating

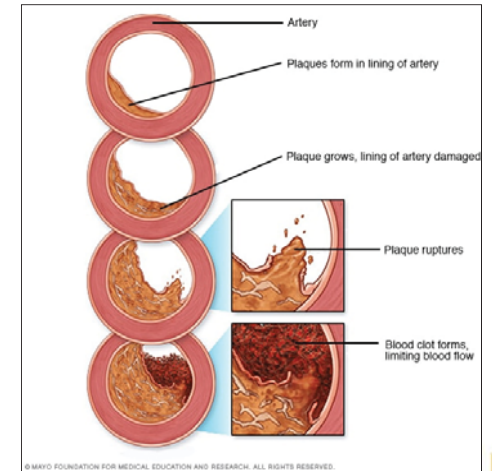
- Promoting basic health literacy
- Advocating for client
- Reducing health disparity
- Facilitating treatment goals
- Removing barriers to health care
- Preventing illness and complications

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## Cardiovascular Disease Defined

- Blocks blood vessels to heart or brain
- Causes heart attack or stroke



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## FINDING AND USING GOOD INFORMATION ABOUT COMMON HIGH RISK CONDITIONS

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## What Should a Case Manager Know About Medical Conditions?

“Coaches working with patients with cardiovascular risk (i.e. diabetes, hypertension, and high LDL-cholesterol) **need to know as much about these conditions as patients should know.** It is important that coaches have easy access to patient education materials on these topics.”

- “Health Coaching,” the UCSF Center for Excellence in Primary Care

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## Chronic Health Condition Guides: Commonly Asked Client Questions

- Brief, to be used as reference tool
- Common conditions important for cardiovascular risk:
  - Hypertension
  - Diabetes
  - Hyperlipidemia



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## Hypertension (High Blood Pressure)

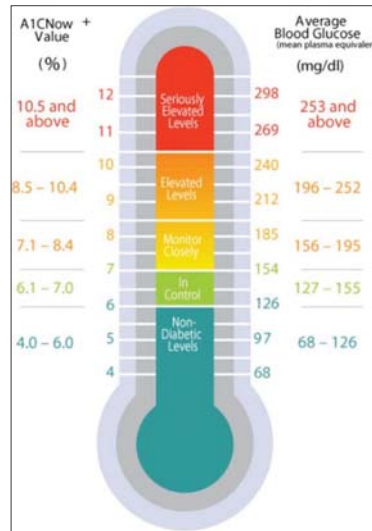
- Elevated pressure in blood vessels
- Increases the risk of death by stroke or heart attack
- Treating
  - Medication
  - Health behavior change
    - Weight management, exercise
    - Smoking cessation
    - Limiting alcohol

BLOOD PRESSURE CATEGORY	SYSTOLIC mm Hg (upper number)	and	DIASTOLIC mm Hg (lower number)
NORMAL	LESS THAN 120	and	LESS THAN 80
ELEVATED	120 – 129	and	LESS THAN 80
HIGH BLOOD PRESSURE (HYPERTENSION) STAGE 1	130 – 139	or	80 – 89
HIGH BLOOD PRESSURE (HYPERTENSION) STAGE 2	140 OR HIGHER	or	90 OR HIGHER
HYPERTENSIVE CRISIS (consult your doctor immediately)	HIGHER THAN 180	and/or	HIGHER THAN 120

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## Diabetes Mellitus (DM)

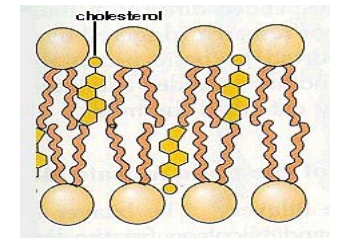
- Condition in which blood sugar is abnormally elevated
- Damages eyes, kidneys, blood vessels
- Usually related to overweight
- Treated with dietary management, meds
- Measurements of blood sugar followed closely



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## Cholesterol

- A normal fat like substance found in your blood
- A key component to cells
- Comes from foods we eat



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## High Cholesterol - Hyperlipidemia

- **Hyperlipidemia**
  - High levels of cholesterol in blood
  - Related to death by stroke or heart attack
- Risk factors include obesity and genetics
- Treated successfully with medication, weight reduction

Men age 20 or older:	
Type of Cholesterol	Healthy Level
Total Cholesterol	125 to 200mg/dL
Non-HDL	Less than 130mg/dL
LDL	Less than 100mg/dL
HDL	40mg/dL or higher

Women age 20 or older:	
Type of Cholesterol	Healthy Level
Total Cholesterol	125 to 200mg/dL
Non-HDL	Less than 130mg/dL
LDL	Less than 100mg/dL
HDL	50mg/dL or higher

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## Treat to Target: Physical Health Measures

Measure	Value	Condition
<b>BMI</b>	> 25	Overweight
	> 30	Obese
<b>Blood Pressure</b>	> 130/80	Hypertension/High Blood Pressure
	> 180/120	Hypertensive crisis (see MD or ER immediately)
<b>HbA1c</b>	> 5.7	Prediabetes
	> 6.5	Diabetes
<b>Lipids (LDL)</b>	> 190	Hyperlipidemia/High Cholesterol

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## Unreliable Sources of Information on Medical Conditions

to become pregnant.

Amlodipine can pass into breast milk, but effects on the nursing baby are not known. Tell your doctor if you are breast-feeding.

Amlodipine is not approved for use by anyone younger than 6 years old.

**How should I take amlodipine?**

Take amlodipine exactly as prescribed by your doctor. Follow all directions on your prescription label. Your doctor may occasionally change your dose to make sure you get the best results. Do not use this medicine in larger or smaller amounts or for longer than recommended.

You may take amlodipine with or without food. Take the medicine at the same time each day.

Your blood pressure will need to be checked often.

Your chest pain may become worse when you first start taking amlodipine or when your dose is increased. Call your doctor if your chest pain is severe or ongoing.

**4 BP Medicines To Avoid**  
How to Control Your Blood Pressure Naturally Primal Labs

[OPEN](#)

If you are being treated for high blood pressure, keep using amlodipine even if you feel well. High blood pressure often has no symptoms. You may need to use blood pressure medicine for the rest of your life.

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## Reliable Sources of Information on Medical Conditions

- AIMS training and support materials!
- Medical providers and nurses
- Use the Internet with caution
- Reliable sites include:
  - Medline Plus
  - American Heart Association
  - WebMD
  - American Academy of Family Physicians
  - Mayo Clinic
  - American Diabetes Association

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## Case Managers Do Not Diagnose Chronic Health Conditions in Clients

- Will be identified by medical or psychiatric teams
- Once identified, case managers support a client in managing these conditions
- If a client shares information about a condition you think your team doesn't know about, let the team know

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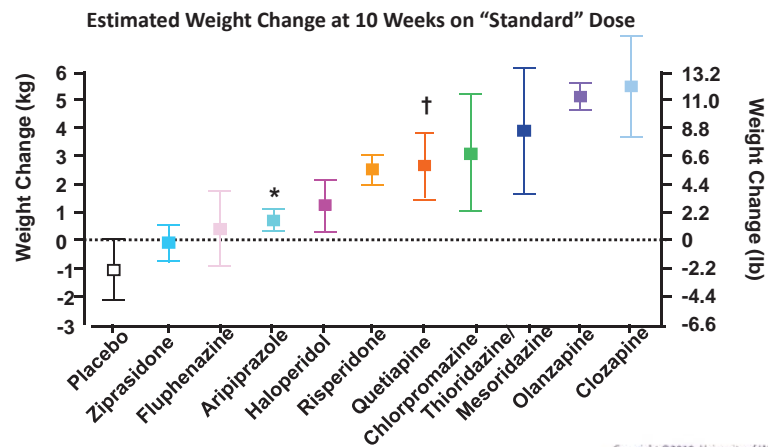
## Side Effects of Psychiatric Medications

- **Weight gain**
- Diabetes
- High cholesterol and abnormal triglycerides
- Insulin resistance



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## Obesity and Impact of Antipsychotic Medications



\*4-6 week pooled data (Marder SR et al. Schizophr Res. 2003;1:61:123-36; †6-week data adapted from Allison DB, Mentore JL, Heo M, et al. Am J Psychiatry. 1999;156:1686-1696; Jones AM et al. ACP. 1999.

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## So What Do We Do?

- Health Behavior Change
- Supporting Medical Care
- Wise Prescribing



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## Modifiable Risk Factors



- Obesity



- Meds that cause weight gain



- Smoking



- Lack of exercise

- Untreated medical illness



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## Supporting Health Behavior Change

- Not too much or too fast... you are in for the long run
- Suggest the simplest behavior change
- Help brainstorm to make change as effortless as possible
  - e.g. pills by the toothbrush or shoes by the bedside
- Get an early win
  - Think of something that will make the client feel better soon i.e. a short walk together

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## Obesity Management

- A reasonable goal may be to reduce weight by 10% in 6 months. This can be achieved by the following:
  - Exercise
  - Dietary Change
  - Behavioral therapy
  - Medication
- STRIDE program
  - A 30-Session group-based Weight Loss and Weight Maintenance Program for People who live with Mental Illness
  - Kaiser and NWMHTTC – coming soon!



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## Wise Prescribing

- Minimizing risk of obesity

**Choosing Wisely**  
An initiative of the ABIM Foundation

**AMERICAN PSYCHIATRIC ASSOCIATION**  
Five Things Physicians and Patients Should Question

- Don't prescribe antipsychotic medications to patients for any indication without appropriate initial evaluation and appropriate ongoing monitoring.**  
Medication, maintenance and continuation (long-term) use of antipsychotic medications for any indication. The benefit-risk ratio must be carefully evaluated, and ongoing monitoring to ensure that side effects are identified, and reported. Appropriate initial evaluation includes the following: (a) thorough assessment of patient presenting signs, symptoms, including general medical, psychiatric, developmental or psychosocial problems; (b) consideration of general medical conditions, development of body history of general medical conditions, severity of symptoms, and comorbid conditions; (c) appropriate ongoing monitoring; (d) inclusion of medication and discontinuation of side effects and adverse effects, and targeted assessment, including assessment of treatment burden or medication symptoms, weight, waist circumference and BMI, blood pressure, heart rate, blood glucose level, and lipid profile at periodic intervals.
- Don't routinely prescribe two or more antipsychotic medications concurrently.**  
Assess the need for each antipsychotic medication against a risk-benefit ratio. Consider the efficacy, toxicity, anticholinergic burden, and the efficacy and safety of using multiple antipsychotic medications (additive or synergistic effects, including sedation and anticholinergic effects). Generally, the use of two antipsychotic medications concurrently should be avoided except in cases of acute treatment of mania, which is noted per label for each antipsychotic, or when a second antipsychotic medication is added with a specific rationale to monitor for "stacking effect".
- Don't routinely use antipsychotics as first choice to treat behavioral and psychological symptoms of dementia.**  
Behavioral and psychological symptoms of dementia are defined as the non-cognitive symptoms and behaviors, including agitation or aggression, anxiety, emotional lability, apathy and apathy, delirium, depression, psychosis, compulsive or obsessive behaviors, and other symptoms. Antipsychotic medications, including atypical and typical antipsychotics, are not first-line treatments for these symptoms. Consider the benefits and risks of antipsychotic medications in this population. Clinicians should generally limit the use of antipsychotic medications to cases where non-pharmacologic measures have failed and the patient's symptoms may create a threat to themselves or others. This item is associated in the American Geriatrics Society's list of recommendations for "Choosing Wisely".
- Don't routinely prescribe antipsychotic medications as a first-line intervention for insomnia in adults.**  
There is inadequate evidence for the efficacy of antipsychotic medications to treat insomnia primary or due to another psychiatric or medical condition with the few studies that do exist showing mixed results.
- Don't routinely prescribe an antipsychotic medication to treat behavioral and emotional symptoms of childhood mental disorders in the absence of approved or evidence supported indications.**  
There are both an lack of data and contraindications for antipsychotic use in children and adolescents. FDA-approved antipsychotic medications are approved for use in children and adolescents with schizophrenia, bipolar disorder, and major depressive disorder. Children and adolescents should be prescribed antipsychotic medications only after having had a careful diagnosis and assessment with appropriate clinical, behavioral, and a review of the patient's past treatment. If they should be used to combine both evidence-based pharmacological and psychological interventions and support, limited availability of evidence-based psychosocial interventions may result in their use. For every child or adolescent with a dual diagnosis of a psychiatric disorder and a mental health condition, the benefits of medication treatment with the child and their guardian(s) should be clearly explained and documented in the medical record. The evidence base for use of antipsychotic medications in preschool and younger children is limited and further caution is warranted in prescribing in this population.

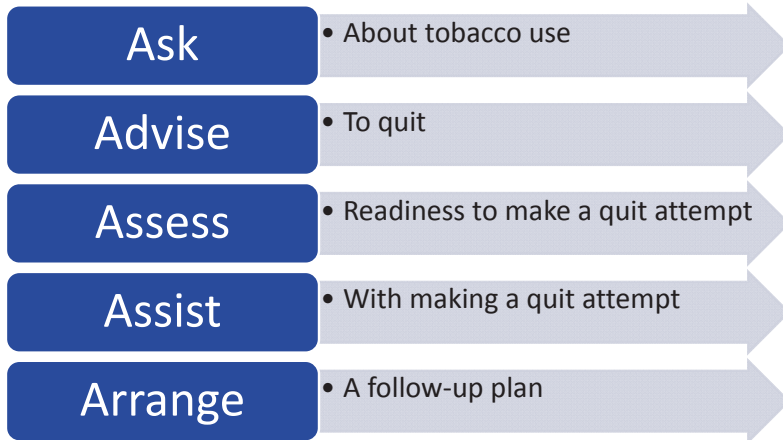
Revised September 2018. American Psychiatric Association. <https://www.psychiatry.org/patients-families/5-things-physicians-and-patients-should-question>

<http://www.choosingwisely.org/wp-content/uploads/2015/02/APA-Choosing-Wisely-List.pdf>

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## Tobacco Cessation



Resource:

<https://www.doh.wa.gov/ForPublicHealthandHealthcareProviders/HealthcareProfessionalsandFacilities/ProfessionalResources/TobaccoCessationResources>

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## Smoking Cessation in SMI

- Smoking prevalence has *not* decreased in SMI
- 50% of deaths in SMI attributable to tobacco
- Cessation **improves** cognition and mental health outcomes
- Chantix *not* associated with poor mental health outcomes

(Taylor et al. BMI, 2014; Am J Psychiatry 2013; 170:1460–1467)

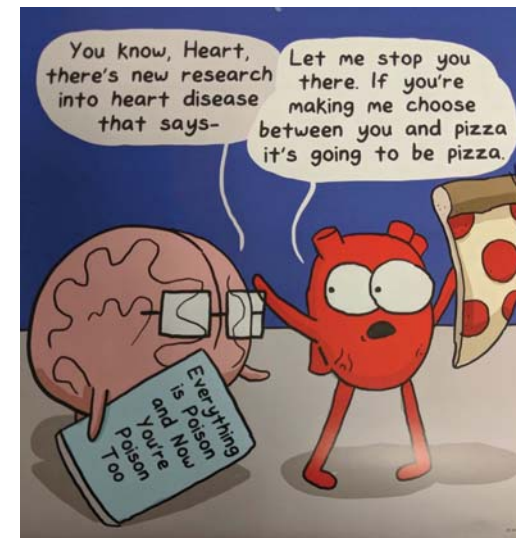
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## Supporting Health Behavior Change

- Motivational Interviewing
- Educating clients and staff
- Why we are doing this?
  - Remember your elevator speech?
  - Taking care of the whole person
- High level issues
  - Antipsychotic effects on weight
  - Major metabolic problems – Diabetes, Hypertension
  - Top 10 meds

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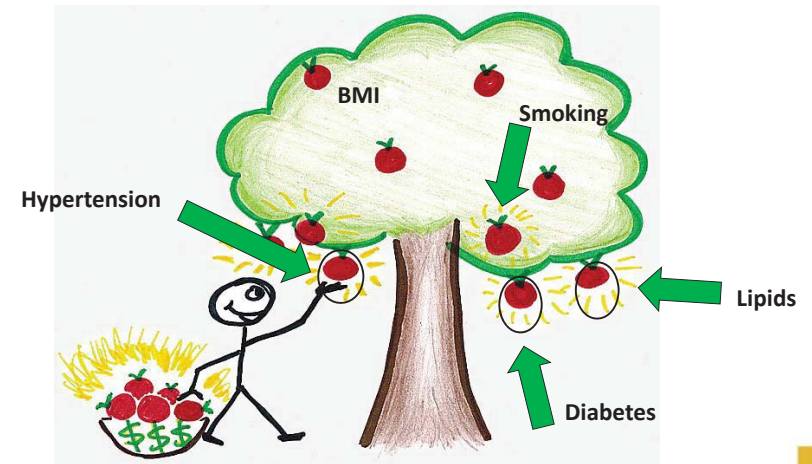
## Case Manager Role in Client Medical Care

- **Appointments**
  - Making, keeping, using
- **Building relationships**
  - With client, caregivers and primary care providers/teams
- **Healthy living**
  - Reminding, encouraging, frequent contacts
- **Navigating Medical System**
  - Interacting and interpreting
  - Advocating for your client

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## Low Hanging Fruit



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## Learning Activity: Choose the Low-Hanging Fruit! Win Fabulous Prizes!



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## Round 1: Which is the Low-Hanging Fruit?



Restarting  
preventative  
COPD meds

Weekly  
Zumba class

Group  
education  
about  
diabetes

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## Round 1: Which is the Low-Hanging Fruit?

Restarting preventative COPD meds

Weekly Zumba class

Group education about diabetes

“...inhaled corticosteroids (ICS) decrease hospital admissions, ED visits, and even deaths in children with persistent asthma.”

Popul Health Manag. 2015 Feb 1; 18(1): 54-60.

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## Round 2: Which is the Low-Hanging Fruit?

Healthy Workplace initiative at BHA

Ensuring blood pressure meds adherence

Searching clients apartment for frozen pizza collection

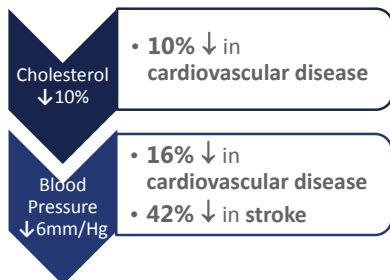
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## Round 2: Which is the Low-Hanging Fruit?

Healthy Workplace initiative at BHA

Ensuring blood pressure meds adherence

Searching clients apartment for frozen pizza collection



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## Round 3: Which is the Low-Hanging Fruit?

Instruction in Mindfulness meditation

Regular visits to local farmer's market

Successful engagement with case manager

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## Round 3: Which is the Low-Hanging Fruit?

Instruction in mindfulness meditation

Regular visits to local farmer's market

Successful engagement with case manager

**“Meaningful behavioral change always happens in the context of a personal relationship.”**

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## Pocket Tool: Support Your Client With a Primary Care Provider Call or Visit

**About This Pocket Tool**

When accompanying your client to meet with their PCP in-person or via phone, ensure that they are doing as much as they can - only provide support when needed. Maintaining a client's autonomy in treatment promotes wellness and recovery (SAMHSA, 2019).

This pocket tool provides guidance on how you can help your client prepare for, participate in and follow-up on an appointment or phone call with their PCP.

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**Support Your Client in Calling Their PCP**

**Before the Call**

- Review reason for call (i.e. schedule appt, lab results, check in, solve a problem)
- Determine CME question to ask
- Gather relevant information (i.e. client DOB, case numbers, insurance card, RX's)
- Write down/practice the CME question
- Be prepared to take notes

**During the Call**

- Remain cordial, even when frustrated
- Thank the staff you talk to by name
- Identify yourself & relation to client
- Give call reason in two sentences or less
- Ask for your clinic contact (if applicable)
- Take notes including: who was talked to, information received and next steps

**Support Your Client with a Primary Care Provider (PCP) Call or Visit**

Accompany Your Client to a PCP Visit	Accompany Your Client to a PCP Visit	Accompany Your Client to a PCP Visit
<p><b>1 - Before the Appointment</b></p> <p><input type="checkbox"/> Call the client the day before and check-in about:</p> <ul style="list-style-type: none"> <li>• Travel plans, arrival and appointment times</li> <li>• Payment for transport, co-pays, &amp; RX's</li> <li>• Purpose of appt.</li> <li>• Items to bring to appt.</li> <li>• How the client is doing</li> </ul> <p><input type="checkbox"/> Prepare with your client the following:</p> <ul style="list-style-type: none"> <li>• Diabetes: glucometer, food diary, glucose logs</li> <li>• Hypertension: blood pressure readings</li> <li>• Current medication list (or bring bottles)</li> <li>• Recent labs (esp. from psychiatric provider)</li> <li>• Recent hospital discharge summary</li> <li>• Upcoming or future specialty appointments</li> <li>• Written notes about how the client is doing</li> </ul>	<p><input type="checkbox"/> Write down how the client is doing:</p> <ul style="list-style-type: none"> <li>• New or ongoing problems?</li> <li>• How manageable is the care plan?</li> <li>• Questions about diagnosis or treatment?</li> <li>• Other relevant information?</li> </ul> <p><b>2 - During the Appointment</b></p> <p><input type="checkbox"/> Comfort client if process is stressful or frightening</p> <p><input type="checkbox"/> Support check-in, as needed:</p> <ul style="list-style-type: none"> <li>• Greet office staff &amp; remind of your role</li> <li>• Offer items brought to appt.</li> </ul> <p><input type="checkbox"/> Sit with your client in the waiting area</p> <ul style="list-style-type: none"> <li>• Scan for possible triggers and avoid</li> </ul> <p><input type="checkbox"/> Offer to the join client in exam room</p> <ul style="list-style-type: none"> <li>• Explain that it is for advocacy &amp; support</li> </ul> <p><input type="checkbox"/> If in exam room, refer to notes about how the client is doing only when needed to aid client</p>	<p><b>3 - At the end of the Appointment</b></p> <p><input type="checkbox"/> Ensure visit summary/treatment plan is in writing &amp; understandable to both your client and you</p> <ul style="list-style-type: none"> <li>• Review with client</li> <li>• Ask clarifying questions of PCP as needed</li> </ul> <p><input type="checkbox"/> Assist client with next steps per new plan</p> <ul style="list-style-type: none"> <li>• Schedule next appointment</li> <li>• Lab testing</li> <li>• Pick up new prescription</li> <li>• Plan next contact with your client</li> <li>• Write down contact date/time for the client</li> <li>• Specify necessary details i.e. where, who</li> </ul> <p><input type="checkbox"/> Ensure client has a transport for returning home</p> <p><b>4 - After the Appointment</b></p> <p><input type="checkbox"/> Report update to team or supervisor</p> <ul style="list-style-type: none"> <li>• Update psychiatric provider if more urgent or if medication change planned</li> </ul>

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## Learning Activity: PCP Visit Vignette

### Instructions:

- Follow along with Jeff's case
- Use the 'Pocket Tool' to help us support Jeff during his PCP visit
- Jot down ideas on the "Vignette: PCP Visit with Jeff" handout

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**Vignette: PCP Visit with Jeff**  
Instructions: Using the Pocket Tool and this worksheet, jot down your ideas for supporting Jeff during his PCP visit in the space provided below.

**Client Case - Jeff**

<p><b>45-year-old, Schizophrenia (S) - 10 years</b></p> <p><b>Medical Situation</b></p> <ul style="list-style-type: none"> <li>- Obese, BMI &gt;35</li> <li>- Pre-diabetic</li> <li>- Hypertension</li> <li>- Takes 2x/day</li> </ul> <p><b>Receptive to intervention?</b></p> <ul style="list-style-type: none"> <li>- Wants to be pleasant</li> <li>- Nervous if thinks he is "in trouble"</li> <li>- Easily flustered when asked questions</li> </ul>	<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>- Likes to exercise</li> <li>- Very active in Special Olympics</li> </ul> <p><b>Provider</b></p> <ul style="list-style-type: none"> <li>- Outside PCP</li> <li>- Not onsite or formally integrated</li> <li>- No shared EMR</li> <li>- Motivated to help</li> </ul>
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**Before the Office Visit**

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**During the Office Visit**

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**At the End of the Office Visit**

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**After the Office Visit**

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## Client Case – “Jeff”

- 45 yo man. Schizo affective – no hospital >10 years. Lives in supported apt. Some cognitive limitations.
- Medical situation
  - Obese; BMI >35
  - Pre-diabetic
  - Hypertension
  - Lipids high
  - Takes clozapine
  - Pizza 2x/day
- Receptive to intervention?
  - Wants to be pleasant
  - Nervous if thinks he is “in trouble”
  - Easily flustered when asked questions
- Strengths
  - Likes to exercise
  - Very active in Special Olympics
- Provider
  - Outside PCP
  - Not onsite or formally integrated
  - No shared EMR
  - Motivated to help

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21

## Before the Office Visit with Jeff



### Accompany Your Client to a PCP Visit

#### 1 - Before the Appointment

- Call the client the day before and check-in about:
  - Travel plans, arrival and appt. times
  - Payment for transport, co-pays, & RXs
  - Purpose of appt.
  - Items to bring to appt.
  - How the client is doing
- Prepare with your client the following:
  - Diabetes: glucometer, food diary, glucose logs
  - Hypertension: blood pressure readings
  - Current medication list (or bring bottles)
  - Recent labs (esp. from psychiatric provider)
  - Recent hospital discharge summary
  - Upcoming or future specialty appointments
  - Written notes about how the client is doing
- Write down how the client is doing:
  - New or ongoing problems?
  - How manageable is the care plan?
  - Questions about diagnosis or treatment?
  - Other relevant information?

- **Reminder call**
  - Jeff does not have a transport plan
    - Help Jeff arrange w/ community transit
- **Check-in & discuss**
  - Jeff wonders about his diabetes
    - Use diabetes guide to explain; write down that may want to discuss further with PCP
- **Plan to Bring**
  - Jeff will bring his:
    - Blood sugar records
    - Blood pressure records
    - Medication box
  - You will bring
    - Jeff's most recent labs
- **Ensure all concerns are addressed**
  - "Anything else before we go?"

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## During the Office Visit with Jeff



### 2 - During the Appointment

- Comfort client if process is stressful or frightening
- Support check-in, as needed
  - Greet office staff & remind of your role
  - Offer items brought to appt.
- Sit with your client in the waiting area
  - Scan for possible triggers and avoid
- Offer to the join client in exam room
  - Explain that it is for advocacy & support
- If in exam room, refer to notes about how the client is doing only when needed to aid client

- **Support client with logistics**
  - Jeff is nervous and doesn't want to bother front office staff
  - Kindly remind Jeff to check-in
  - You ask to join in exam room
  - Jeff agrees

- **In exam room with PCP**
  - Jeff explains he's been exercising and is trying to cut back on pizza
  - PCP advises
    - ADA plate
    - One pizza-free day possible?
    - Simplify med regimen to once daily
  - PCP points out that Jeff's #'s are better, if not normal
  - Remind Jeff of his question about his diabetes, referring to written notes

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## At the End of the Office Visit



### Accompany Your Client to a PCP Visit

#### 3 - At the end of the Appointment

- Ensure visit summary/treatment plan is in writing & understandable to both your client and you
  - Review with client
  - Ask clarifying questions of PCP as needed
- Assist client with next steps per new plan
  - Schedule next appointment
  - Lab testing
  - Pick up new prescription
- Plan next contact with your client
  - Write down contact date/time for the client
  - Specify necessary details i.e. where, who
- Ensure client has transport for returning home

- **Debrief visit with PCP**
  - Affirm Jeff for improved #'s; acknowledge hard work!
  - Write down summary

- **Assist with Next Steps**
  - Jeff re-arranges med box
  - Both identify which day he will try to not eat pizza; write down
- **Plan Next Contact**
  - Also write down & share all notes with Jeff
  - Affirm and encourage again, "What a long day!"

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## After the Office Visit with Jeff



### Accompany Your Client to a PCP Visit

#### 3 - At the end of the Appointment

- Ensure visit summary/treatment plan is in writing & understandable to both your client and you
  - Review with client
  - Ask clarifying questions of PCP as needed
- Assist client with next steps per new plan
  - Schedule next appointment
  - Lab testing
  - Pick up new prescription
- Plan next contact with your client
  - Write down contact date/time for the client
  - Specify necessary details i.e. where, who
- Ensure client has transport for returning home

#### 4 - After the Appointment

- Report update to team or supervisor
  - Update psychiatric provider if more urgent or if medication change planned

- **Update team**
  - Document and share plans
  - Update psychiatric provider about medication change

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## Reflection & Discussion



- Remember a time you accompanied someone to a doctor's appointment...
  - What was challenging?
  - How did it go?
    - What did you do that was effective?
    - What did you do that was not as effective?

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## Action Planning

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## LUNCH



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## USING WHOLE PERSON CARE TOOLS TO IMPROVE HEALTH OUTCOMES FOR PEOPLE WITH SERIOUS MENTAL ILLNESS

Session 4

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## Learning Objectives

By the end of this session, participants should be able to:

- Demonstrate different interventions to try when working with clients to improve health outcomes
- Use AIMS Center tools to create plans with clients to address specific barriers to care

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## What Do I Do When My Client Isn't Getting Healthier?

Identifying Barriers and Strategizing Intervention			
Ask your client how they feel about improving their health	1. Consider Possible Barriers	2. Explore Further	3. Initiate intervention strategy
Does not care or is apathetic		N/A	Motivational Interviewing
is hopeless or distracted by active psychiatric symptoms		N/A	Consult with psychiatric provider
Might not fully understand medical conditions and/ or treatment plan		Find out what they already know.	Share patient education materials about medical conditions E.g., Hypertension, Diabetes, Smoking cessation
Asses Adherence	1. Consider Barriers	2. Explore Further	3. Initiate intervention strategy
Inconsistent with medication		Find out why. – Too complicated or expensive? – Something else unpleasant? – Tactfully inquire about literacy	Make medications simpler. – Use med boxes, set alarms – Advocate for your client with the medical team.
Inconsistent with diet		Find out why. – Too complicated or expensive? – Something else unpleasant?	– Provide dietary teaching and support. – Advocate for your client with the medical team.
Inconsistent with activity plan		Find out why they are inconsistent. – Too complicated? – Too expensive? – Something else unpleasant?	– Behavioral activation – Advocate for your client with the medical team.
Inconsistent with another aspect of treatment plan, eg. CPAP machine		Find out why they are inconsistent.	eg. Fitting of CPAP machine Advocate for your client with the medical team.

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## Exercise: Generate Case Management Ideas

1. Pills are a mess
2. Client agrees, but doesn't function
3. Family opposed
4. Active psychiatric illness
5. Over-leveraging the relationship
6. Non-symptomatic client
7. Other BH staff disparaging
8. PCP not welcoming
9. Client adherent, but still not getting better
10. Child with diabetes and adherence problems

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## Directions

1. Read the vignettes
2. Talk to your team
3. What might barriers be?
4. What more information do we need?
5. Look at the intervention handout– are there ideas there?
6. Would this work back at your place?

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**Vignette Review Template**

1. What is the problem?

2. Barrier(s) considered:

1.

2.

3.

4.

3. Next steps

a. What more information might we need to clarify the situation?

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## Plans for Your “Vignette” Clients



Client	Date of next meeting with case manager	Coordination with outside provider	Assistance with meds	Health behavior support plans <input type="checkbox"/> Shopping <input type="checkbox"/> Cooking <input type="checkbox"/> Activity <input type="checkbox"/> Smoking cessation	Date of next appt with psych provider	Documents needed: <input type="checkbox"/> Discharge summary <input type="checkbox"/> Old charts <input type="checkbox"/> Last PCP <input type="checkbox"/> Labs from outside	Labs needed: <input type="checkbox"/> HbA1c <input type="checkbox"/> Lipid profile <input type="checkbox"/> TSH <input type="checkbox"/> Levels <input type="checkbox"/> LFT <input type="checkbox"/> other	Other

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## Now: Using the Tools for Your Challenging Client



- Challenging client you work with
  - Can you use the tools for ideas?
- Share with a partner
- Report out

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## Reflections



- List one thing you intend to change or bring back to your agency?
- What would you change or add to the AIMS Center tools?

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## Action Planning

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**Action Planning Worksheet**

Instructions: After each section write down ideas, inspirations, or other things you want to take back to your organization to shape your work.

**Team Approaches to Supporting Health Outcomes in a Behavioral Health Agency**

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**Partnering with Primary Care**

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**Working with Medical Conditions Relevant to Health Risk in People with Serious Medical Illness**

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**Action Planning Worksheet**

**Using Whole Person Care Tools to Improve Health Outcomes of Clients with Serious Mental Illness**

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# Evaluation

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**Working with Clients with Serious Mental Illness to Improve Health Outcomes Workshop**  
**Evaluation**

*Instructions: Please rate your agreement with the following statements based on your experience today.*

**Session 1: From Approaching to Supporting Health Outcomes in a Behavioral Health Agency**

	Strongly Agree	Agree	Disagree	Strongly Disagree
1. The presentation was effective in delivering the information.				
2. The information and materials were relevant to my work and/or practice.				
3. Overall, I am satisfied with my time spent in this session.				

**Session 2: Working with Primary Care**

	Strongly Agree	Agree	Disagree	Strongly Disagree
1. The presentation was effective in delivering the information.				
2. The information and materials were relevant to my work and/or practice.				
3. Overall, I am satisfied with my time spent in this session.				

**Session 3: Working with Health Conditions Related to Health Risk in People with Serious Mental Illness**

	Strongly Agree	Agree	Disagree	Strongly Disagree
1. The presentation was effective in delivering the information.				
2. The information and materials were relevant to my work and/or practice.				
3. Overall, I am satisfied with my time spent in this session.				

**Session 4: Using Health System Care Tools to Improve Health Outcomes of Clients with Serious Mental Illness**

	Strongly Agree	Agree	Disagree	Strongly Disagree
1. The presentation was effective in delivering the information.				
2. The information and materials were relevant to my work and/or practice.				
3. Overall, I am satisfied with my time spent in this session.				

**All the conclusion of this training you should be able to:**

- Describe specific for the site and background of the presentation
- List 3 things the learner should take away from the session about their whole person care journey
- Describe evidence for reduced the disparities in SMI populations
- List 3 key needs for reduced the disparities in SMI populations
- Explain rationale for mental health providers accepting responsibility for improving health outcomes
- Outline the structure of an integrated care team, and the functions its members carry out
- Articulate behavioral health agency goals with the medical office setting
- Describe steps to build relationships with primary care providers and teams

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THANK YOU