# African American **Hypertension Care**

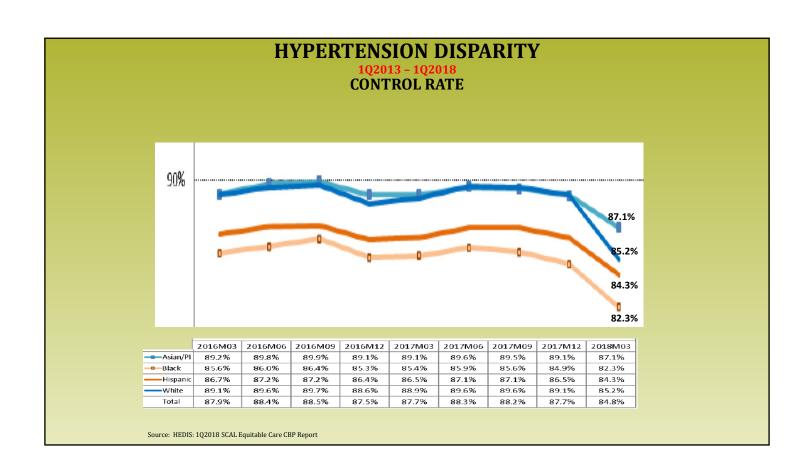
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September 14, 2018



# CASE #1



### Jada Jones



- 48 years old Female, married mother of 2
- History of HTN, currently on 2 medications
- After being contacted by the outreach nurse several times, a doctor visit was booked
- Patient has missed 2 prior appointments
- Feels overwhelmed
- Arrives to scheduled visit 15 minutes late
- HealthConnect Note: BP is 150/92 and MRAR for BP Medications is 65%

### Asking Open-Ended Questions

What additional information would be helpful to best care for Jada?

### Avoid:

- **Short Answers**
- Yes/No Response



A. How does she want to receive her care?

B. What is her family situation?

C. What are her stresses?

D. Does she have any transportation & financial challenges?

E. All of the above

### Asking Open-Ended Questions

She is not taking her medication as directed, how would you identify the barriers?



- **Short Answers**
- Yes/No Response



- A. How are you doing with your medication?
- B. Are you having any problems taking your medication and/or side effect?
- C. Do you have any concerns about the medicine?
- D. Sometime meds can be very expensive, many of my patients have difficulty paying the high cost co pays, is this a concern?
- E. All of the above

### How do I respond to?



Hello Ms. Jones, Is it okay if we talk about why it is so important for you to keep your blood pressure under control? I am here to help you in your care, is there any concerns scheduling and/or coming in for an appointments?

Dr. Tyler, The medication is expensive and hard for me to pay. It is sometimes hard for me to get here on time since I have two jobs plus taking care of my family.



### Medical Financial Assistance

What is Medical Financial Assistance Program (MFAP) and who is eligible?

Kaiser Permanente's Medical Financial Assistance Program provides financial assistance for qualifying patients who need help paying for emergency or medically necessary care they receive in a Kaiser Permanente facility or by a Kaiser Permanente provider.



Application may be downloaded in the following languages: Arabic, Armenian, Chinese, English, Farsi, Spanish, Tagalog,

http://share.kaiserpermanente.org/article/southern-californiamedical-financial-assistance-2

Financial Counselors are available to answer questions or assist with the application process.

MFAP Hotline: 866-399-7696

Please answer the following five questions and turn this form into your doctor's nurse or pharmacy staff. Your answers will help us determine whether you may benefit from one of Kaiser's programs.

#### Member Self-Assessment Questionnaire

- 1. Have you recently avoided seeking medical care or picking up a prescription because of cost? [Yes, No]
- 2. Have you recently cut pills or skipped a dose of your prescription medication to save money? [Yes, No]
- 3. Is cost a major barrier preventing you from taking your medication as prescribed? [Yes, No]
- 4. Have you recently failed to take a prescription medicine as directed more than 20% of the time? [Yes, No, N/A]
- 5. When you have not taken a medication as directed, would you say forgetfulness was the primary reason? [Yes, No, N/A] If No, what was the primary reason?

If your answer to three of the five questions is Yes, we can inform you about the resources that may be available to you!

Contact Us

Kaiser Permanente Medical Financial

Assistance Program
WestLA Office
6041 CadillacAve.
Los Angeles, CA 90034
Financial Counselor:

(323) 857-2708 24 Hours: (323) 857-3804

### **KP** Resources

Encourage patients to register on Kp.org

- It is essential to be constantly in touch with members
- Self-Register for CHL Education
- E-mail/Texting



Stress less

- Virtual Care
- Video Visit
- Telephone Appointment Visit
- Wellness Coaching by Phone 1-866-862-4295

A KAISER PERMANENTE

• Nurse Clinics/Health Fairs

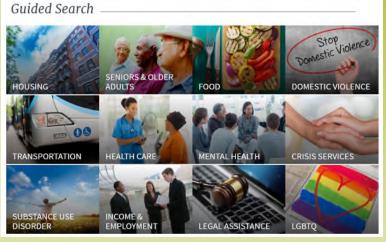
#### Warm Hand Off:

• Build trusting relationships through frequent follow up: Provide a warm hand off to other key partners/departments

https://thrive.kaiserpermanente.org/care-near-you/southern-california/center-for-healthy-living/bookshelf/

### **Community Resources**

Provider Refer to Social Medicine for External Community Resources:



Bus Routes
Ride Sharing Programs
Toll Lane/Metro Fastrak
Senior Transportation
Local Bus Information
Local Rail Information
TAP Cards
Discounted Fares

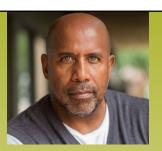
TRANSPORTATION EXPENSE ASSISTANCE
Bus Fare
Bus Tokens
Taxif Fare

Access Services/Dial-a-Ride Non Emergency Medical Transportation

## CASE #2



## William Davis



- 53 year old male, 10 year history of hypertension
- Came in for a physical with wife (Lisa) who feels Kaiser prescribes to many medicines just to make money.
- Lisa feels William is taking too many medications & wants to discuss some natural remedies.
- Last Medication refilled was 5 months ago.
- Currently prescribed Hydrochlorothiazide and amlodipine to take daily.
- William states his blood pressure medications "slow him down."
- He cut the water pill in half because he was urinating too frequently.
- A friend at work was taking the same medications and recently had a heart attack.
- Todays Exam: blood pressure 156/98.

### Asking Open-Ended Questions

Avoid:

What additional information would be helpful to best care for William?

- Short Answers
  - Yes/No Response



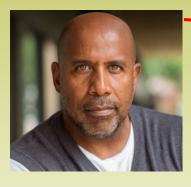
- A. What are the side effects Williams is experiencing?
- B. Role of the wife in relationship to William's care
- C. What other methods has he tried to lower his BP?

D. All of the above

### How do I respond to?

Mr. & Mrs. Davis,
Is it okay if we talk about your blood pressure
medication & how every medication may have a side
effect. I think reducing salt in your diet will help
control your hypertension & I can provide some
resources to help you.





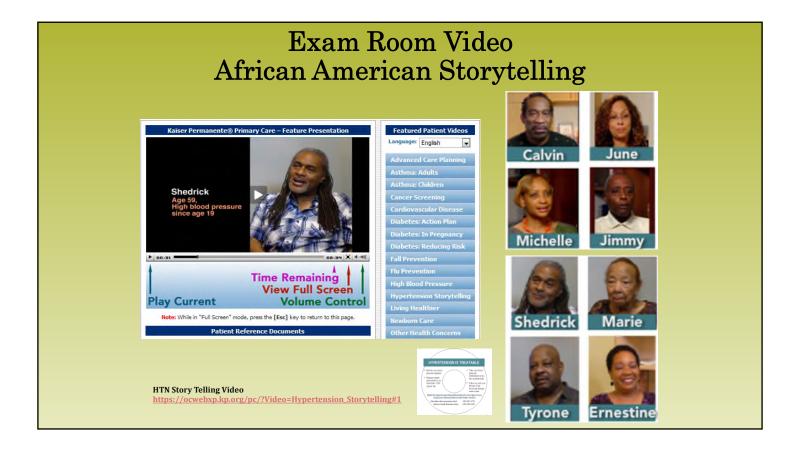
Dr. Clark, I feel like the blood pressure medications "slow me down." My wife does most of the cooking & suggests I try natural remedies since medications have side effects.

#### ${ m C.A.R.E~Skills}$ Use the C.A.R.E Skills Model to learn how to access the needs of your patients & communicate better with them C-Connect with the individual and family A - ASSESS (continued) A—Assess communication needs, health literacy, health beliefs and practices The flags below may indicate health literacy problems: Noncompliance with medication regimens. R-Respond with respect and empathy E-Empower the individual and family to follow the treatment goals and plan Lack of follow through with lab tests or referrals, Member taking a passive role in his or her care. Silence during an appointment. C - CONNECT WITH THE INDIVIDUAL & FAMILY Health Beliefs and Practices\* Health Beliefs and practices Elicit about health beliefs and practices without being judgmental or reacting. Assess health beliefs and practices using the following strategic questions • What do you call your problem? • What are the other problems that your illness Introduce yourself to patient/member, address him/her formally by using Mr., Mrs., Sir, etc., then beliefs and practices using the following strategic questions: What do you all your problem? What do you shink caused your problem? What do you suckness do to you? How does it work? How severe is it? Will it have a short or long course? What do you fear most about your disorder? What do you fear most about your disorder? What have you done so far to treat your sickness? ask for preference. Ensure name was pronounced correctly. Introduce yourself to the family present. Find out who they are and their role. . Be mindful of verbal and non-verbal cues (see verbal and non-verbal cues pocket card) Posture and hand/arm movements and facial gestures (see "Communication Tools" pocket card). A - ASSESS COMMUNICATION NEEDS, HEALTH LITERACY, HEALTH BELIEFS & PRACTICES R - RESPOND WITH RESPECT & EMPATHY Communication Language Assess for language preference and need for interpreter. Utilize the tools, "interpreter Respect Respect individual perception and beliefs about illness and health (non-traditional western/bio-medical models). Respect individual beliefs' about the "effect of the supernatural on illness and well being." Services Available" and/or "Language Identification Card." - Utilize interpreter for face-to-face interpretation, if available, if not available, utilize the Empathy Consider individual beliefs by using verbal empathetic res What is Empathy? It's NURS Naming the emotion: "Lan see that you are..." Understanding: "Thear what you are suying..." Respect: "May I ask you to tell me more..." Support: "I want to help". "You are doing great." Clinican verbal and non-verbal responses should match. Language Line for phone interpretation (see "Communication Tools" for tips when doing face-to-face vs. phone interpretation.) Hearing impaired Hearing impaired individuals may exhibit the following behaviors: - Talk loudly - Ask things to be repeated - Sits in silence If you suspect your patient is hearing impaired, refer him/her for auditory testing. When interacting with a hearing impaired patient: - Look directly at the person - A E - EMPOWER THE INDIVIDUAL & FAMILY TO FOLLOW on — Ask how to facilitate communication — Provide sign-language or written interpretation — Learn how to access the telecommunication devices (TTY/TDD). TREATMENT GOALS & PLAN - Do not shout 2. Educate within a personalized context. 3. Explore patient's perspectives, their health beliefs and practices, and explore potential resistance/barriers to negotiate for adherence. 4. End the visit with a clear and mutual understanding and agreement by: 5. Speaking in a normal voice, clearly, and not too fast. 5. Showing or drawing pictures. Limiting the amount of information provided, and repeat it. 5. Enumerical purestions. - Do not interrupt Health Literacy<sup>3</sup> Health literacy is the degree to which individuals have the capacity to obtain, process, undestand, and act on basic health information and services needed to make appropriate health decisions. Four out of ten patients leaving your office will not understand the basic information and Encouraging questions. Using the "teach-back" or "show-me" technique. Ask member to repeat the instructions or information in his or her own words.

instructions they receive.

### **EQUITABLE CARE HEALTH OUTCOMES (ECHO)** The AIDFT® Service Model • DO: Address the patient by Mr., Mrs., or Ms. and surname. DO: Touch, Shake hands, warmly greet. Create familiarity by asking general questions the member is comfortable talking about. **ACKNOWLEDGE** • DO: Include family members the member designates to be involved with their treatment • DO: Introduce yourself with your full name & your experience and qualifications to treat the medical condition of the patient. INTRODUCE DO: Introduce or talk about your team. • DO: Immediately get an interpreter if you suspect problems communicating the treatment plan • DO: Avoid being rushed, make sure all of the member's questions are answered **DURATION** • DO: Explain all diagnoses, tasks, processes and procedures, time for reports, time to recovery • ASK: What treatments do you use at home to make yourself feel better? What worries you? • DO: Explain side effects of medications and ask the member if he/she agrees with the treatment **EXPLANATION** • ASK: Can you get your medicine, food, transportation to the clinic, read pill bottles? · ASK: Did you get what you needed? THANK YOU • DO: End with a handshake, farewell, and personal conversation. ECHO WIKI: <a href="https://wiki.kp.org/wiki/display/equitablecarenatl/Home">https://wiki.kp.org/wiki/display/equitablecarenatl/Home</a> AIDET® is the property of The Studer Group Source: Culturally Tailored 4-Habits: Building Connections with Hispanic/Latino Members/Patients 2013





## CASE #3



### **Isabel Smith**

- 52 year old female
- 1st visit after changing providers for 4th time in 2 years.
- She has concerns & hopes you can help her as her previous doctors did not listen to her concerns and just wanted to give her "more pills" for her blood pressure.
- Her mother had hypertension and died of stroke at 51 before Isabel finished college. This
  affected her greatly.
- She is married, husband is s/p MI, and has 2 grandkids, 5 and 7, that she describes as "the joy of my life."
- Prescribed Prinzide 20/25 2 tablets daily, and her MRAR is 97%.
- In her opinion adding on amlodipine and metoprolol in the past really didn't help the blood
  pressure much, gave her side effects, and she's not interested in adding on medications right
  now.
- Vitals: BP is 164/102, BMI 35.7, pulse 99, Exercise 0 min /week, smokes, positive alcohol screen
- Sedentary data entry job works 9-5 with a 1 hour lunch break.
- Eats out on weekdays for at least breakfast (truck) and lunch (fast food).





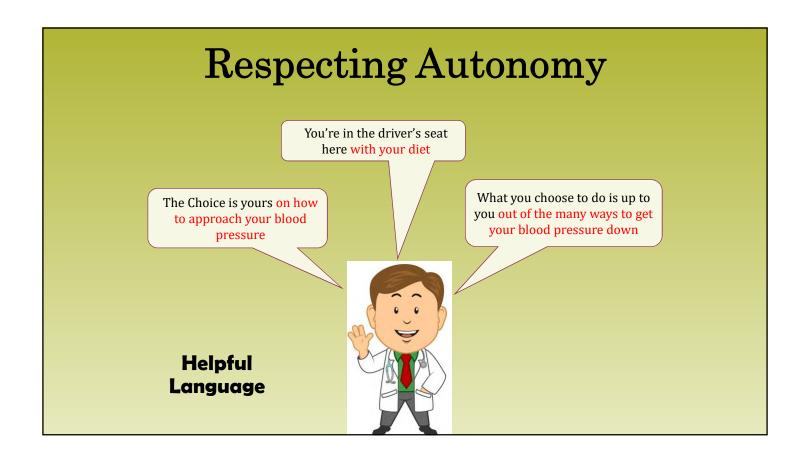
What additional information would be helpful to best care for Isabel?

What are this patients values/priorities at the moment?

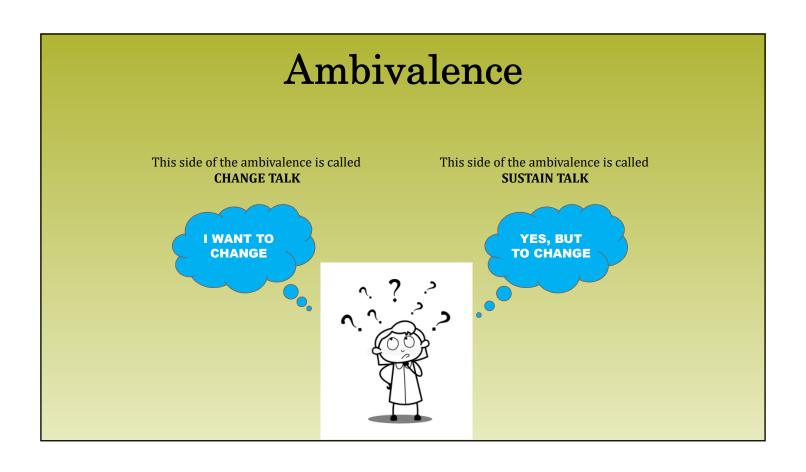


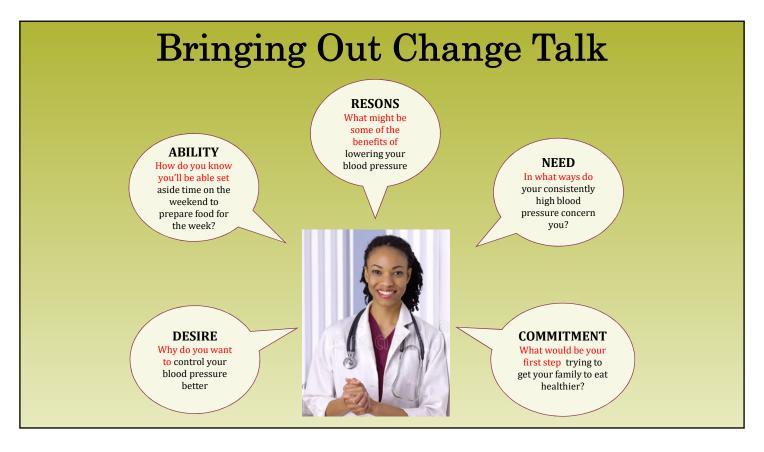
Are there non pharmacological interventions she might be receptive to?

Oh my, where do I even start with Isabel?









## Asking Open-Ended Questions

Are you still drinking half a bottle of wine at night?

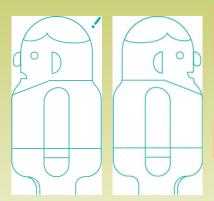
#### Avoid:

- Short Answers
- Yes/No Response

What role does alcohol play in your life?

Did you know your weight is unhealthy?

Are you still smoking a pack a day?



What concerns do you have about how your diet and activity level and how it may be affecting your blood pressure?

What things make it easy or hard to cut back on smoking?

## Choose a topic to discuss

- Reducing alcohol intake
- Improving dietary habits /weight loss
- Starting to be more physically active
- Reducing to quit smoking



### Giving Information: Healthy Eating/Weight Loss



#### **ASK PERMISSION:**

Would it be ok we talked about your health and eating patterns today? Would it be ok if we talked about your weight today?

#### TELL/INFORM:

It turns out what a person eats, how much, and how often can have a big effect on their blood pressure.

Studies show many people are able to reduce their blood pressure when they are successful with losing weight.

#### ASK FOR THOUGHTS:

What are your thoughts about that? Is this a subject that interests you?

### Giving Information: Healthy Eating/Weight Loss



#### **ASK PERMISSION:**

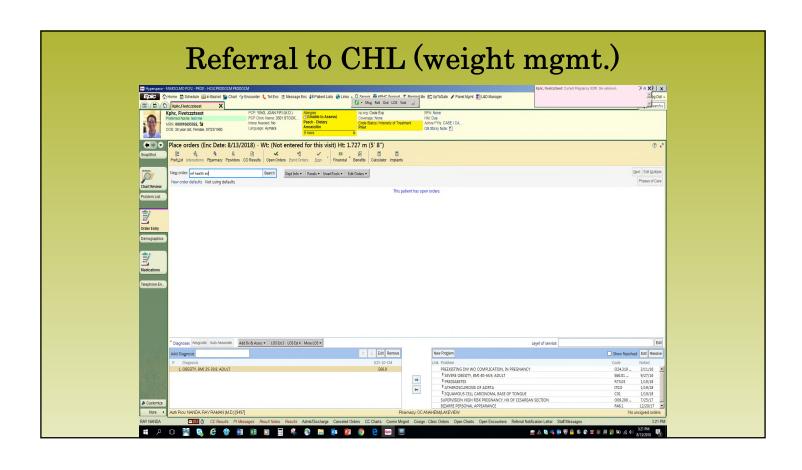
Would it be okay if I shared with you your benefits for resources to help people eat healthier & lose weight?

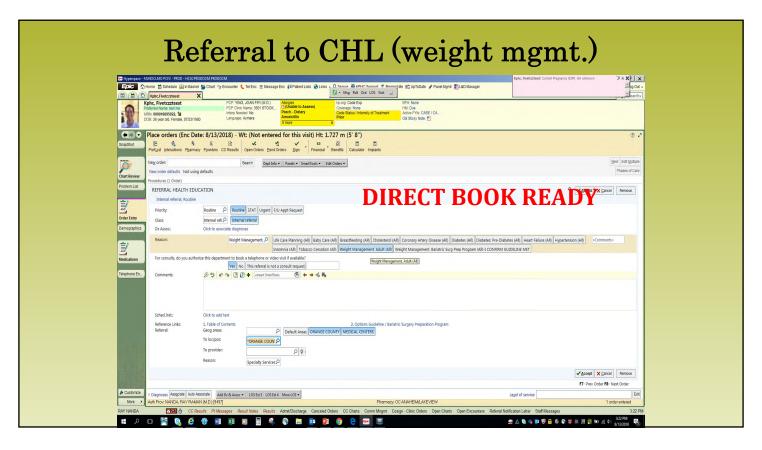
### TELL/INFORM:

At KP we have a scientifically based program staffed with experts that help people lose an average 1-2 pounds a week, & it's absolutely free. It's called Healthy Balance

#### **ASK FOR THOUGHTS:**

Does that sound like something you might want to try out to bring down your blood pressure?





### Removing Barriers to Weight Loss



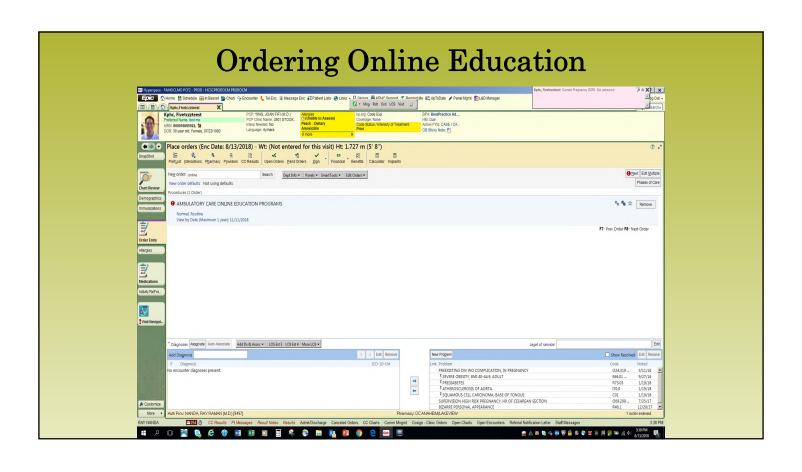
- Now NO CHARGE for members!
- 1 year program:
  - 16 weekly group-based, inperson workshops
  - Followed by monthly coaching calls
- Goal: achieve and maintain ≥ 5% weight loss
- Delivered in English and Spanish
- Members can start whenever they're ready

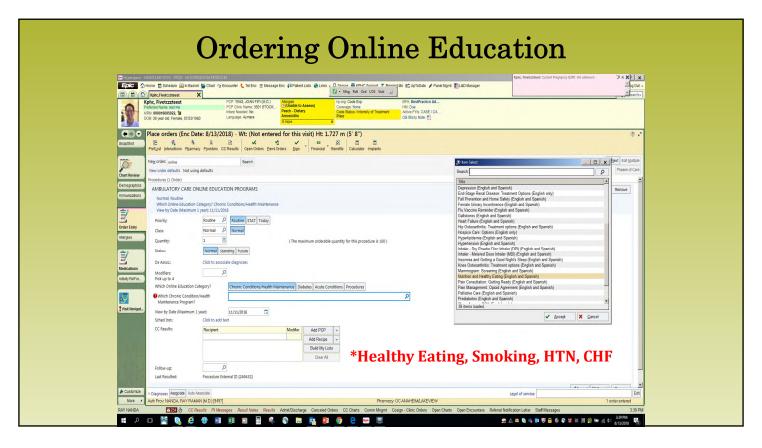
### Healthy Balance Self-Registration now available





Testimonial Video kp.org/healthybalance





### The Weight Conversation Tips

- Don't assume the patient hasn't tried to lose weight, many have many times
- Avoid using "fat" or "obese." If a word is required, members prefer "heavy" or "overweight."
- Affirm the patient for anything positive they are doing currently (i.e. physical activity, appointment attendance, dietary changes, etc.)
- Remind the patient that decision is ultimately up to them



## Exercise

### CREATING DISCREPANCY

How does NOT getting any exercise align with your desire to avoid taking more medications to control your blood pressure?

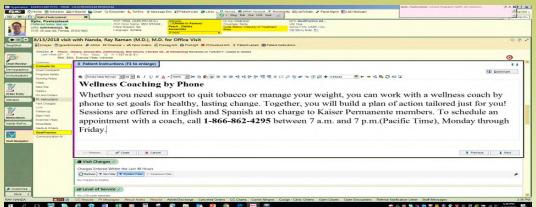
### **CHANGE RULER**

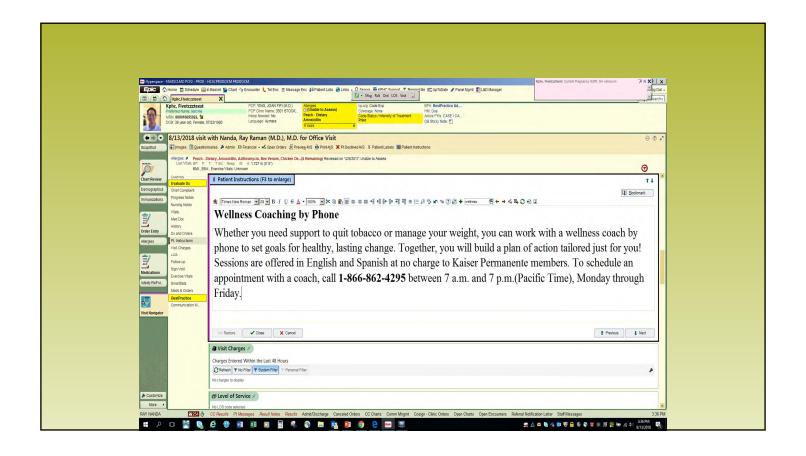
On a scale of 1-10 how important is it to you to try to increase your activity level to control your blood pressure?

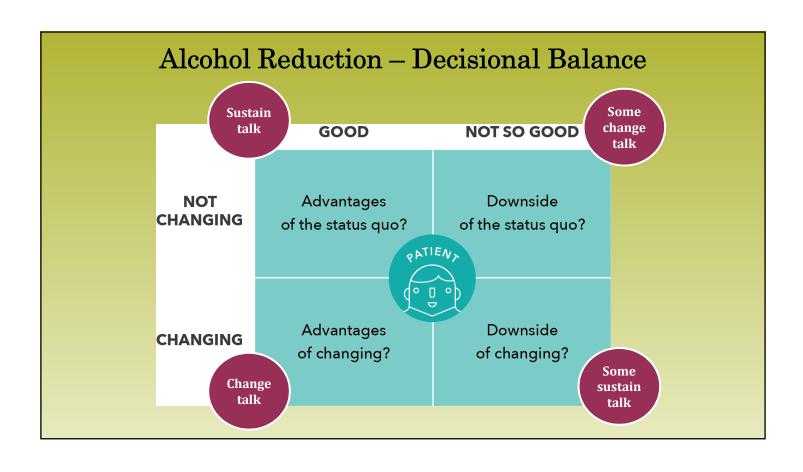
On a scale of 1-10 how confident are you that you can increase your activity level to control your blood pressure?

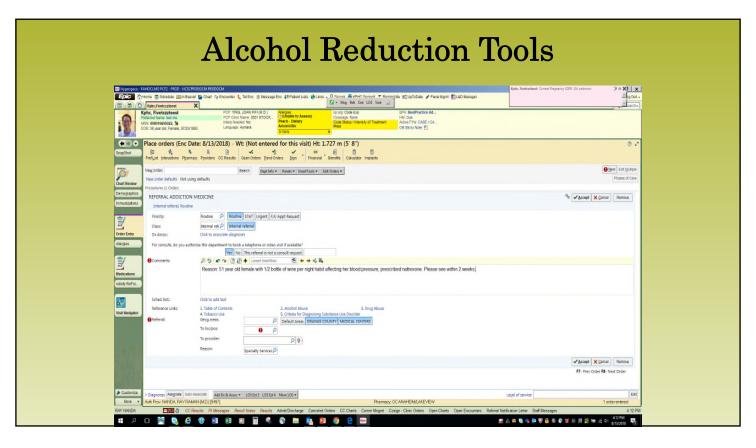
### Resources for Exercise

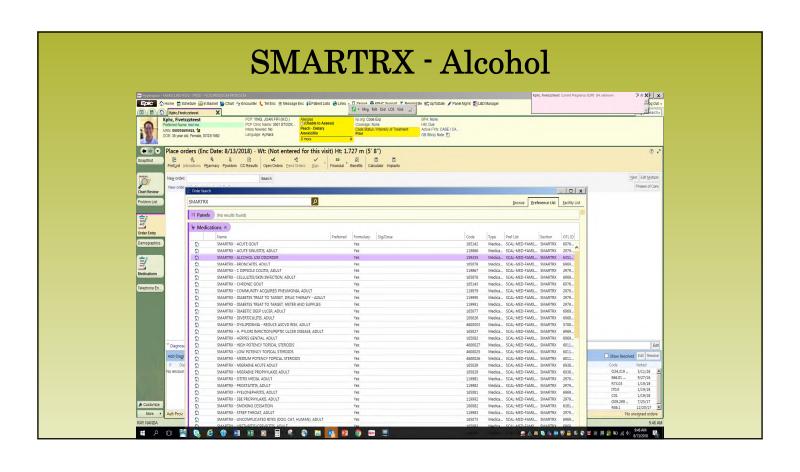
- Wellness Coaching by Phone direct referral
- Local community centers
- Commercial gyms
- · Everybodywalk.org
- Coming soon Opap GOAL TRACKER walking routes
- Free Smartphone apps



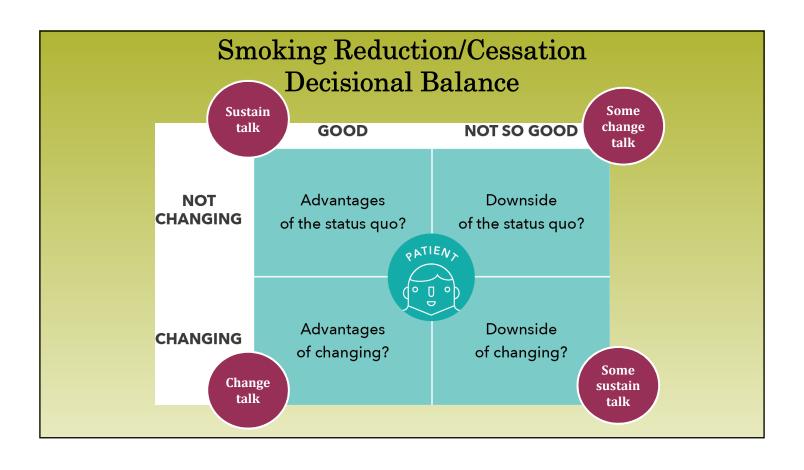


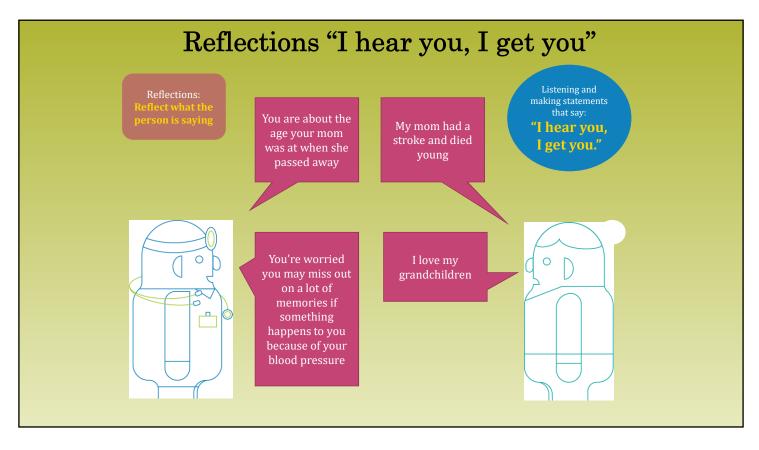


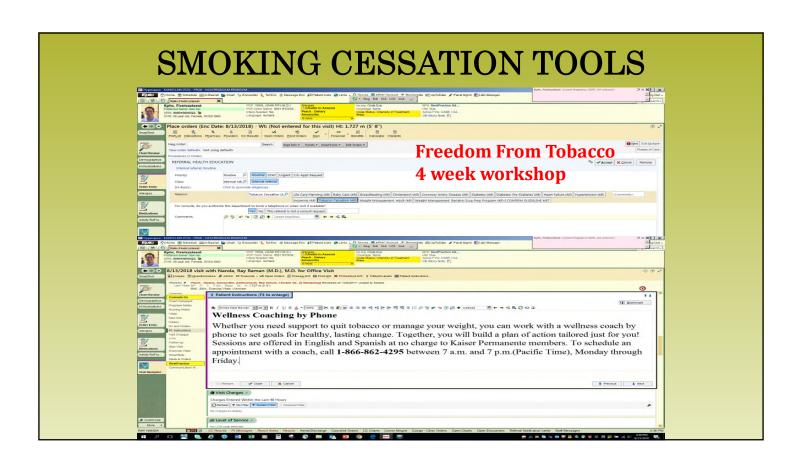


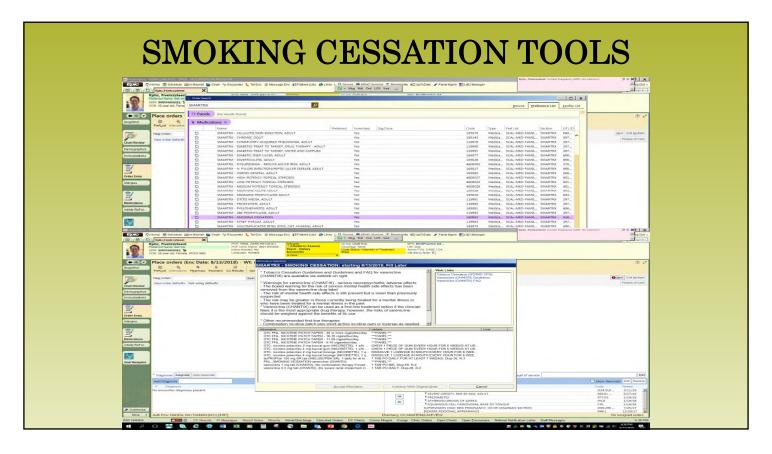


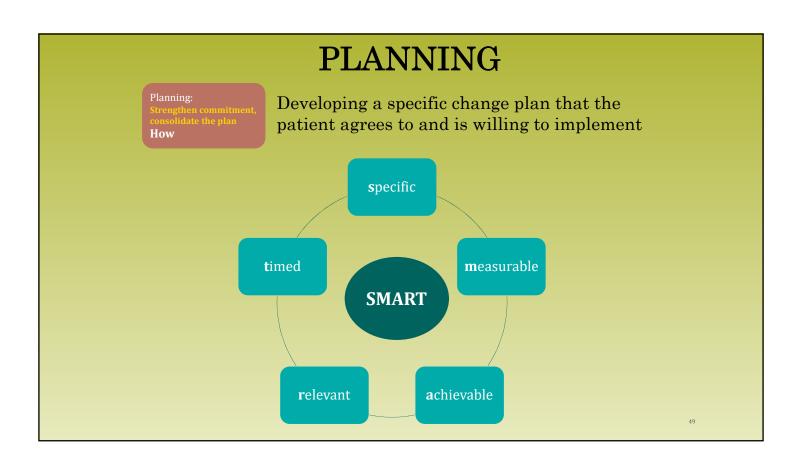


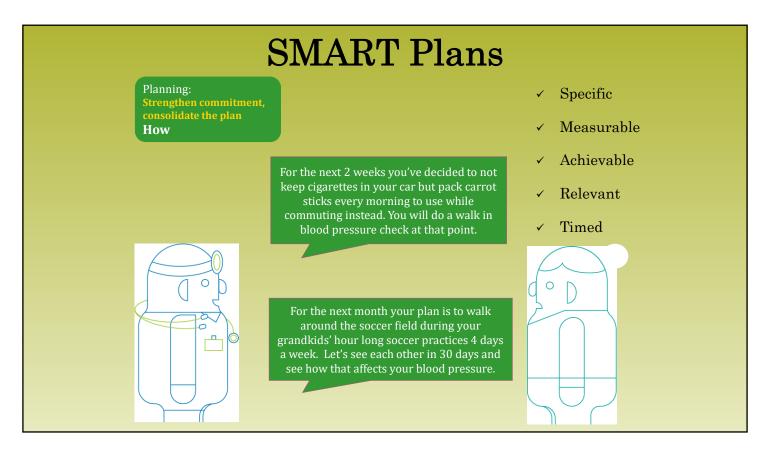












# Questions



# **APPENDIX**

#### KP RESOURCES/TOOLS: Strong Collaboration with Equity, Inclusion, & Diversity Champions, Complete Care Leads, & Center for Healthy Living Improve the Cultural Care Experience **Patient Centered Treatment** Provider/Care Team Education AIDET Culturally Tailored • Provide Emotional Support: Encourage patients to register on Kp.org: Communication Training · It is essential to be constantly in touch with • Involve the Family/Support in their care at all members and as it is the only way to keep them on track (or try to keep them on track). · 4 Habits - Communication · oPAP/Health Media • Warm Hand Off: Build trusting relationships Unconscious Bias Badge Inserts through frequent follow up: Provide a warm **Patient Centered Treatment & Education** hand off to other key partners/departments · SALT Test Ouestionnaire/"Eat Less Sodium" • Diversity Series Videos • Strong focus on Medication Titration · "Touching the Dream" • Medical Financial Assistance Program · Investigate how the patient feels about the care/treatment: Communicate optimistic · Nurse Clinics/Health Clinics/Health Fairs Equity, Inclusion & Diversity · Access/Extended Hours view of their ability to manage and succeed Scorecard Validated Parking Pass (LA) • PHQ9/Mental Wellness Assessment • Keep Educating: Reinforce messages over Poverty Simulation Education time, improve health literacy Center for Healthy Living Classes: Complete Care WLA · Healthy Balance - Weight Management HTN/Caring for the Heart Personalized Letter with MD photo Automated reminder calls with physician · Stress Management • Free from Tobacco Healthy Cooking Classes MORE TO COME: Waiting Room TV's Member centered: CSG's/Thrive Ads/Healthy Living **Exam Room Patient Videos:** Individual Medical Center Storytelling Videos KP Feature Presentation: https://ocwebxp.kp.org/pc/ HTN Story Telling Video <a href="https://ocwebxp.kp.org/pc/?Video=Hypertension\_Storytelling#1">https://ocwebxp.kp.org/pc/?Video=Hypertension\_Storytelling#1</a> Emmi Videos

### Best Practices - What has been adopted

### **Culturally Responsive Care Approach** Clinical Care Approach Physicians & Staff Education:

- "Touching the Dream" Diversity in Health DVD Series
- **MD-Patient Communication** 
  - MD photos on letters
  - Automated telephone calls in PCP voice
- **MD-Patient Trust Building** 
  - AIDET Model for cultural communication
- Patient Education: KP AA Storytelling
- Community Outreach: AA church, Barber
- POINT HTN Reports by Race/Ethnicity and Primary Care MD for member outreach efforts

- 1. Optimize Medication Titration for AA
  - Telephonic adjustments by provider and Care Manager
  - HTN clinics: 50 patients/provider per half day: adjust medication if BP high
- 3. Medication Adherence
  - · Monitor frequency of refills
  - Is financial aid an issue? (Member Financial Aid-MFA Form is available for pts in need)
  - Pill boxes
- 4. Low Salt Diet: AA more sensitive to salt
  - Educate patients, providers and nurse on 1.5gm Na diet
  - · Patient Education material
- 5. Accountability
  - · Provider level scorecards showing AA control rate and disparity
  - · Vital Sign report Medical Center