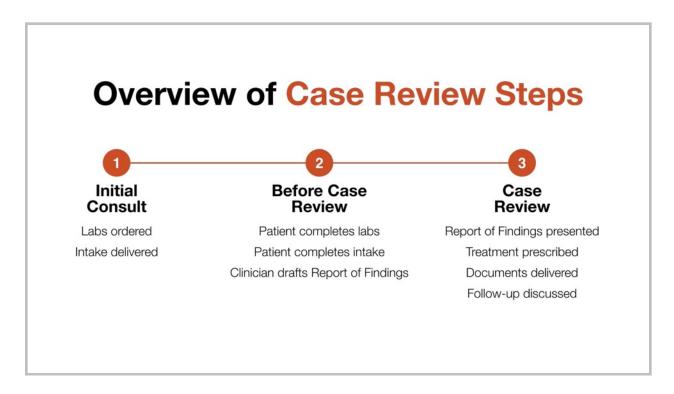


## PM Case Review — Part 1

Hey everyone, in this presentation we're going to go into a lot more detail about the case review appointment. We'll start with what happens before the appointment occurs, with the new patient intake and Report of Findings, and then we'll discuss how to structure the appointment, how to set expectations for treatment, and how to follow up after the case review appointment.

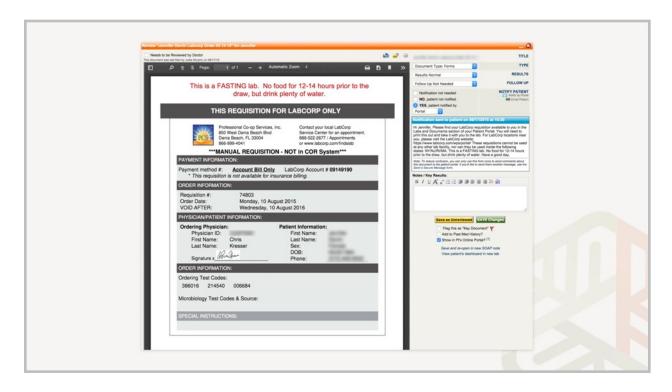
As you'll recall from earlier sections, the case review appointment is a 60- to 75-minute in-person meeting where you present the Report of Findings to the patient. My case reviews are 60 minutes, currently. Dr. Nett's are 75 minutes; she prefers slightly longer case review appointments because she does a physical exam and because she's a little newer to the process. I started with 60 minutes and I've stuck with that. This largely comes down to your own personal preference. In the Report of Findings, you cover the underlying patterns that are causing your patient's conditions and symptoms, recommendations for further testing, and then you review the treatment plan. So put simply, in the case review appointment, you tell the patient why they're sick and how you're going to treat them. You also set expectations for how long a treatment will take and what they can expect in rough outlines.



So, here I've outlined the timeline and overview of steps involved in the case review process. During the initial consult, you collect their chief complaints and then you order the appropriate labs based on those complaints. In the follow-up from that appointment, the patient also receives instructions on how to complete the intake paperwork, which is part of the case review, and the deadline for doing that, which should be at least 48 hours or preferably more prior to the case



review appointment, so you and your staff have time to get the forms ready and you have time to review them. Then before the case review appointment, I do this on the morning of the case review, but you can do it a day before or earlier if you prefer, you review the patient labs and all of the patient intake paperwork, and then you create the Report of Findings. At the case review appointment, you meet the patient; you present the Report of Findings; you order the necessary treatment, whether that's supplements or medications if you prescribe medication; you deliver the support handouts and documents; you deliver the Report of Findings; you provide access to the lab slips, the lab orders or the lab kits; and you discuss the follow-up, when the patient should schedule their first follow-up appointment. So let's talk about the key elements of this process in more detail.

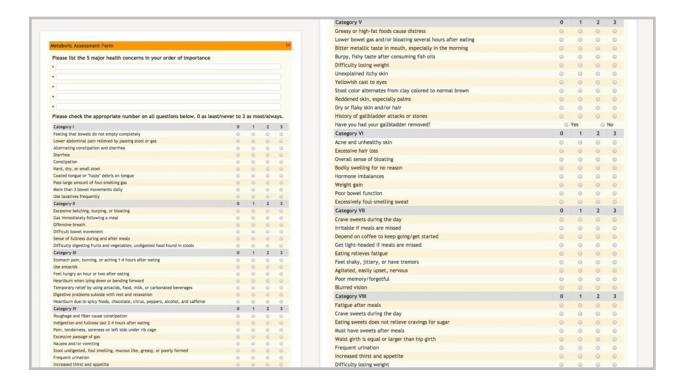


After the initial consult, you'll order the necessary labs for the patient, as we've already discussed, and deliver the intake forms that the health history questionnaires, etc., that they need to fill out through the patient portal. I'm providing working procedures that describe in a step-by-step fashion how to do this for your staff. For blood work requisitions, those are delivered via the patient portal, as you can see here on this slide, this is an example. And for kits like stool or breath or urine testing, the instructions are delivered via the portal, and the kits are drop-shipped, typically directly from the lab.

We also link patients to FAQ documents for each lab, and I'm providing these for you as well. They're hugely important, and they've cut down significantly on patient questions. The labs really can be quite overwhelming, they're a lot to coordinate, and you should tell patients to look at these FAQs and directions right after the initial consult, plan ahead, and even ask the staff if they have

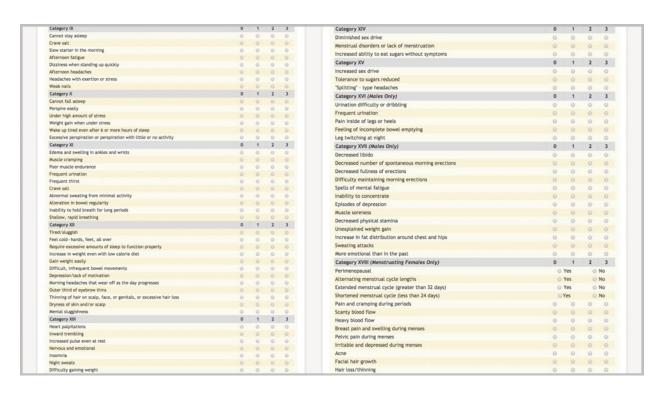


any questions, because this will help prevent any delay of them getting the labs done before the case review appointment.

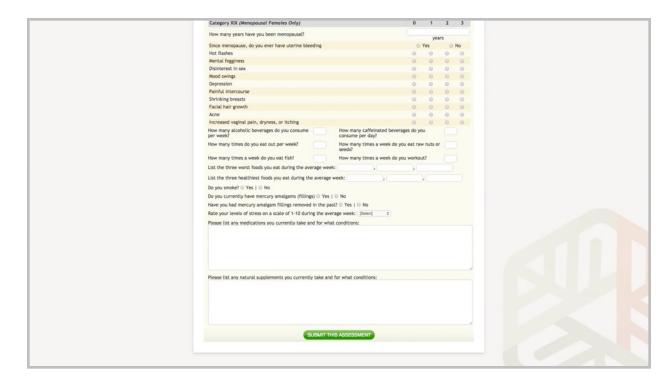


The new patient intake forms are also filled out in the portal. These are actually built into MD HQ. so as the patient fills them out, they will automatically appear for you in MD HQ. If you choose to use MD HQ, we're looking at ways that they can make these forms available to you along with some of the other customizations that we've done, so we'll let you know about that. Once a patient completes the forms, I have my staff combine them into a single document that's easy for me to review as I prepare the Report of Findings. If you use another EHR or different kind of system, I've provided these forms for you as Microsoft Word or PDF documents, so you can either prep them electronically within your own EHR's requirements, or you can deliver them electronically as Word documents, or paper, or however you want to do it. What you see here on the slide is adapted from the metabolic assessment, adapted and expanded from that. It's based on a questionnaire that was originally designed by Apex Energetics, which is a supplement company that also offers some training in functional medicine. It's a good survey of symptoms organized by a body system or category. For example, category I is mostly symptoms that would be related to colon health; number II and number III are reflux, GERD, hypochlorhydria symptoms; number IV is small intestine; number V is gallbladder; number VI is liver function; number VII is low blood sugar; and number VIII is high blood sugar.





Numbers IX and X are HPA axis dysregulation; number XI is cardiovascular system or heart; number XII is hypothyroid; number XIII is hypothyroid; number XIV is pituitary hypofunction; number XV is pituitary hyperfunction; number XVI is male reproductive health, prostate issues; number XVIII is other male reproductive issues like andropause; number XVIII is hormonal issues for menstruating females.



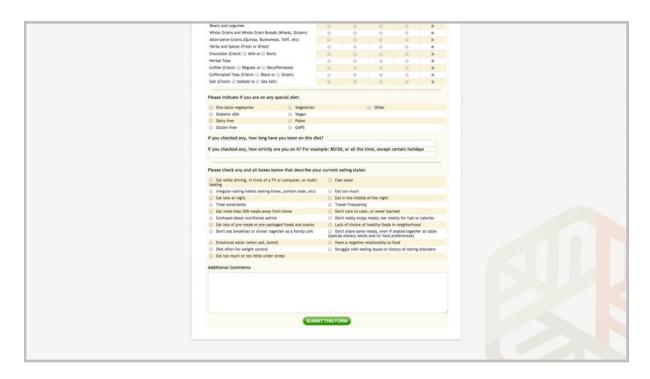


Number XIX is symptoms that might be experienced by menopausal females. So these are only signs and guidelines, you can't make a diagnosis from this; for example, if someone has a high score in a category that refers to high blood sugar, you can't diagnose them with high blood sugar based only on that, but it can give you some ideas for where to look more carefully, and that's really what it's designed for. So after all of that, I have questions about their dietary habits, whether they smoke cigarettes, their exposure to mercury, and medications and supplements.

| Food Survey   |                  |               |               |            | D.         |  |  |
|---|------------------|---------------|---------------|------------|------------|--|--|
|   |                  |               |               |            |            |  |  |
| Indicate the frequency with which you eat the follow<br>once a day, OFTEN= several times per week, OCCASI | ing foods by mar | nong in the a | ppropriate bo | x. FREQUEN | - at least |  |  |
| NEVER= total avoidance.   |                  |               |               |            |            |  |  |
|   | _                |               |               | Seldom     | _          |  |  |
|   | Frequent         |               | Occas.        |            | Never      |  |  |
| Alcoholic Beverages   | 0                | 0             | 0             | 0          |            |  |  |
| Eat Out at Restaurants  | 0                | 0             | 0             | 0          |            |  |  |
| Pastries, Cookies, Candy, Ice Cream and Other Sweets  | 0                | 0             | 0             | 0          |            |  |  |
| White Flour: Bread, Pasta, Pancakes, Crackers, Muffins, etc   | 0                | 0             | 0             | 0          |            |  |  |
| Add Sugar to Coffee, Tea, Cereals, or Other Foods   | 0                | 0             | 0             | 0          |            |  |  |
| Sodas or Soft Drinks  | 0                | 0             | 0             | 0          |            |  |  |
| Diet Soft Drinks  | 0                | 0             | 0             | 0          |            |  |  |
| Fruit Juices  | 0                |               |               |            |            |  |  |
| Artificial Sweeteners (NutraSweet, Saccharin, etc)  | 0                | 0             | 0             | 0          |            |  |  |
| Natural Sweeteners (Honey, Maple Syrup, Agave, etc)   | 0                | 0             | 0             | 0          |            |  |  |
| Breakfast Cereals (Hot or Cold)   | 0                | 0             | 0             | 0          | -          |  |  |
| Packaged Foods: Chips, Crackers, Puffs, Pretzels  | 0                | 0             | 0             | 0          |            |  |  |
| Vegetable Oils (Sunflower, Safflower, Canola, Corn, Soy)  | 0                | 0             |               | 0          |            |  |  |
|   | 0                | 0             | 0             | 0          |            |  |  |
| Margarine or Tub Vegetable Oil Spreads  | 0                | 0             | 0             | 0          |            |  |  |
| Deep-Fried Foods  | 0                | 0             | 0             | 0          |            |  |  |
| Olive Oil   | 0                | 0             | 0             | 0          |            |  |  |
| Avocados  | 0                | .0            | 0             | 0          |            |  |  |
| Saturated Fats (Butter, Ghee, Lard, Coconut, Palm,<br>Tallow)   | 0                | 0             | 0             | 0          |            |  |  |
| Fatty Fish (Salmon, Mackerel, Sardines, Herring)  | 0                | 0             | 0             | 0          |            |  |  |
| Nuts and Seeds, Nut/Seed Butters  | 0                | 0             | 0             | 0          |            |  |  |
| Pasteurized Dairy (Check: Nonfat, Low-Fat, Whole)   | 0                | 0             | 0             | 0          |            |  |  |
| Raw Dairy Products (Check: Nonfat, Low-Fat, Whole)  | 0                | 0             | 0             | 0          |            |  |  |
| Fermented Dairy Products (Yogurt, Kefir, Cheese)  | 0                | 0             | 0             | 0          |            |  |  |
| Eggs (Check: Free-Range, Pastured, Organic, or Conventional)  |                  | 0             | 0             | 0          |            |  |  |
| Poultry or Fowl (Chicken, Turkey, Duck, etc)  | 0                | 0             | 0             | 0          |            |  |  |
| Pork  | 0                | 0             | 0             | 0          |            |  |  |
| Red Meat (Beef, Lamb)   | 0                | 0             | 0             | 0          |            |  |  |
| Processed Meats (Bacon, Sausage, Salami, Ham, etc)  | 0                | 0             | 0             | 0          |            |  |  |
| Organ Meats (Liver, Kidney, Sweetbreads, etc.)  | 0                | 0             | 0             | 0          |            |  |  |
| Soy Products (Tofu, Tempeh, Soy Milk, Edamame)  | 0                | 0             | 0             | 0          |            |  |  |
| Salads, Uncooked Vegetables   | 0                | 0             | 0             | 0          |            |  |  |
| Fermented Vegetables (Sauerkraut, Kim Chi, etc)   | 0                | 0             | 0             | 0          | -          |  |  |
|   | 0                | 0             | -             |            |            |  |  |
| Non-Starchy Vegetables (Greens, Squash, Carrots)  | 0                | 0             | 0             | 0          |            |  |  |
| Starchy Vegetables (Potatoes, Yams, Sweet Potatoes)   | 0                | 0             | 0             | 0          |            |  |  |
| Fresh Fruits  | .0               | 0             | 0             | 0          |            |  |  |

The next is a very detailed dietary survey. So we ask them how frequently they eat these foods or consume these beverages and alcohol; how often they eat out at restaurants, pastries, cookies, candies, etc.; white flour; how often they add sugar to food; how often they consume vegetable oils; how often they consume more nutrient-dense foods like fatty fish, nuts and seeds, eggs, meat, etc. So it's a really helpful way of just getting an at-a-glance idea of what patients are eating.





Then I ask them to indicate if they're on a special diet—Paleo, GAPS, vegetarian, etc. I ask them to share any particular dietary habits or current eating styles, so do they eat late at night, do they eat while they're driving, in front of a TV or computer, and this can be really helpful because what we eat, of course, is important, but how we eat is also very important and can give you a lot of clues as to what's happening with a patient in terms of stress.

| Dietary Habits                               |   | DQ.  |
|--|---|--|
| 1) Describe a typical brea                   | ly the single-most important factor determining whether we are<br>nent, but instead to get an accurate idea of what you're eating<br>problems. The more accurate and honest you can be in your r<br>hat support health and well-being<br>kifast (including what time you eat it). | he healthy or ill. The goal of this<br>and how it may (or may not) be<br>esponses, the more I will be able |
| Please describe                              |   |  |
| 2) Do you have a morning                     | snack? ○ Yes ○ No ○ Sometimes   |  |
| Please describe                              | JUNEAU C 165 C 165 C JUNEAU C   |  |
| 2) Porceibo a tunical lunci                  | h (including what time you eat it).   |  |
| Please describe                              | Transaction from the same page and repr   |  |
| 4) Do you have an afterno                    | oon snack?   Yes   No   Sometimes   |  |
| Please describe                              |   |  |
| 5) Describe a typical dinner Please describe | er (including what time you eat it).  |  |
|  |   |  |



But beyond that, I also ask patients to give me a kind of day in the life of their diet, and I find this to be more enlightening than any other part of the food survey. You'll typically learn a lot from just seeing what a patient eats for their typical breakfast, the morning snack, typical lunch, afternoon snack, typical dinner. I have a little blurb at the top, just saying this isn't about judging them, it's about getting clear information about what they're eating so we can help and make appropriate recommendations, and I've found that most patients are really honest about this because they want help and they want me to be able to comment on what they're doing so that they can make improvements.

| 6) Do you eat a bedtime snack?   Yes   No   Sometimes   |  |
|---|--|
| Please describe   |  |
|   |  |
|   |  |
|   |  |
|   |  |
| 7) Do you get degreet after: () lunch? () disper? () hoth? () "I doe't get degreet"   |  |
| 7) Do you eat dessert after:    lunch?   dinner?   both?   "I don't eat dessert"   Please describe what you eat for dessert |  |
| Please describe   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
| 8) Do you wake up hungry in the middle of the night?   Yes   No   Sometimes  If so, do you eat? What do you eat?            |  |
| Please describe   |  |
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This is the last part of the diet survey. I ask if they're eating bedtime snacks, do they eat dessert, and are they waking up hungry in the middle of the night.