

How to Discuss Weight and Obesity with Patients: The 'Obesity and Me' Tool

◦ 11 July 2022

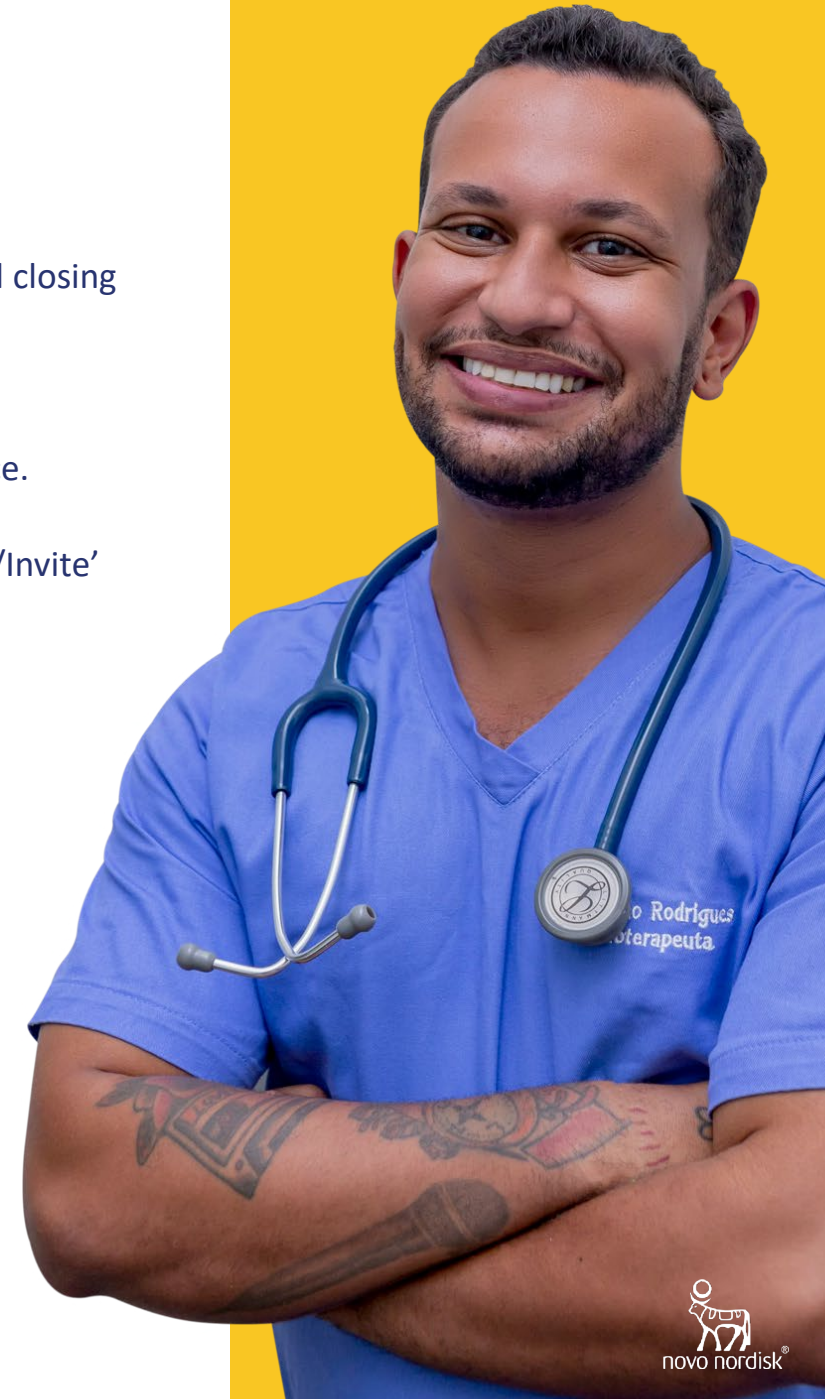


Introductions & Objectives

Speaker: Dr Michael Crotty, GP specialising in Bariatric Medicine, mybestweight.ie

Performance Outcomes

- Build confidence in opening, shaping and closing consultations with PwO
- Incorporate the latest evidence-based management of obesity in clinical practice.
- Apply the 'Ask-Listen-Summarise-Inform/Invite' method with various PwO Personas.



Dispelling Myths

Stop the stigma

- Patients feel “in it alone” and can’t bring up their weight with their HCP.
- Nearly 70% of patients would like their HCP to ask them about weight [Action-IO Study].*
- Let’s turn the conversation into a positive, focused plan.



Common pain points

KNOWLEDGE & SKILLS

"...access to latest guidelines"

PRICE OF MEDICATION

"Patients unaware medication available... can be sceptical. Patient immediately loses interest on hearing the price"

CONFIDENCE

"It's a difficult topic to bring up"
"Fear of causing unintended offence"

PATIENT AWARENESS

"Patient population poorly educated about food and timing of eating and portion control "

SUPPORT

"Need more support from dietitians/medical nutrition, therapy and psychological interventions"

TIME

"This consultation like any chronic disease, takes time and requires several visits"

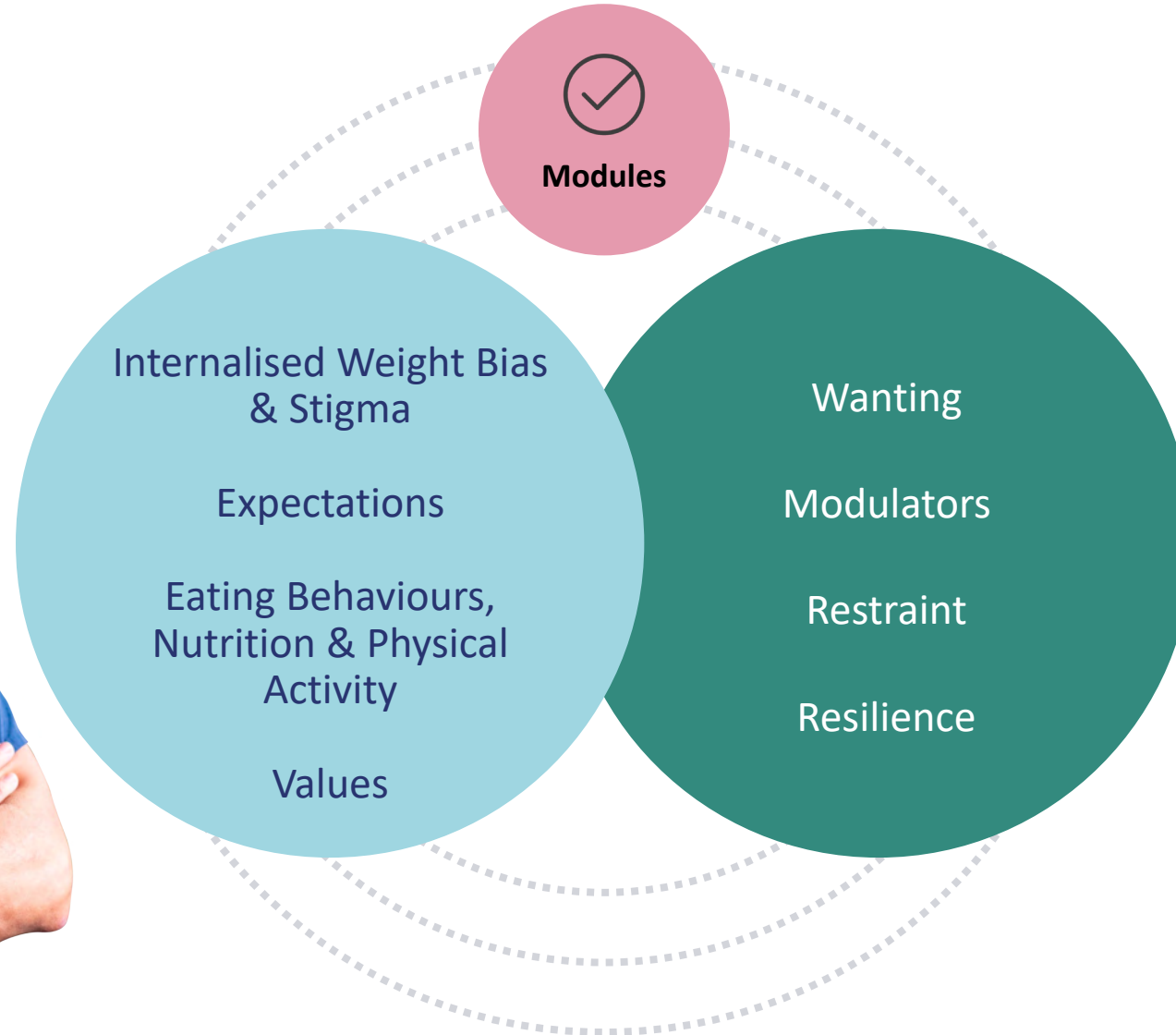
ACCESS TO SERVICES

"Needs a multi-speciality approach, dietician, counselling along with medical which can be hard to access. "

FINANCIAL SUPPORT

Opening, shaping and closing conversations using the latest evidence-based guidelines

Obesity Foundations



Obesity Management





From Medical Education to Medical Empowerment

Our mission: Empower more HCPs to manage obesity as any other chronic disease.



- ● How to Discuss Weight and Obesity with Patients:
- ● The 'Obesity and Me' Tool

Role-Play Introduction

Conversation Experience

A safe space to learn how to start and shape successful conversations with your patients throughout the weight management journey.

The Role-Play

Facilitator or
volunteer HCP to play
a patient persona

In small groups,
one HCP to lead a
mock consultation

HCPs to provide peer-
to-peer feedback



The ALSI Method

A simple, effective structure

- **Ask** – bring up the subject with our patient
- **Listen** – give them space to talk and share their journey
- **Summarise** – confirm with our patient that we understand what they've told us
- **Inform and Invite** – provide guidance, chat through treatment options and put next steps in place.



Demo Consultation

- Ask, Listen, Summarise,
Inform/Invite in practise



How the role play will work



The Consultation

- In small groups (3-5 people) - one person to be the HCP in a 7-min role play practising the ALSI method.
- Another person to play a patient persona from experience or a patient persona card (will be on-screen).



Optional Feedback

- HCPs to provide 3-mins feedback:
 - *How [well] the HCP used the ALSI method*
 - *1x great and 1x growth area*



Rotate

Rotate to a new lead HCP and a new patient persona.

A simple, effective structure for HCPs

- **Ask**
- **Listen**
- **Summarise**
- **Inform and Invite:**
 - Share the science of obesity
 - Chat through treatment options
 - Put next steps in place.

Patient Persona: Jamie

Use this persona card for the **patient you are role-playing.**



40-50 years old

Has tried it all and spoken to multiple HCPs

Avoids social activities and has little to no support from family & friends

Frustrated and disheartened, but believes simple changes can help with weight loss

A simple, effective structure for HCPs

- **Ask**
- **Listen**
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- **Inform and Invite:**
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Patient Persona: Anna

Use this persona card for the **patient** you are **role-playing**.



Late 20s – early 30s

Managing & prioritizing another condition. E.g. type 2 diabetes or high blood pressure

Strongly influenced by others.
Considering intermittent fasting as friend is doing it.

Wants to control food cravings and consumption properly.
Has tried weight loss programmes before.

Share your thoughts

- **Feedback on your role-play experience**



Next Steps

Feedback and find out more

Share your feedback on today's session by scanning the QR code with your phone or typing the URL.

Look out for ObesityandMe representatives if you want to find out more.



www.bit.ly/easo-ome

Close

Summary and Support

The ObesityandMe tool can complement and support what is happening in your region.

Contact an ObesityandMe Team Rep here today.

Key Points

The Ask, Listen, Summarise, Inform/Invite method can be used in any consultation

The HCP experience in treating obesity will differ by country, practice and HCP

Focus on obesity basics or obesity management when talking to patients about their weight



Thank you

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