





Patient Information Sharing

Reviews - All about the Patient!

Perceived indifference is a killer to any practice!

Practices lose patients through:

- 4% Natural attrition (e.g. moved away, passed on, etc)
- 5% Referred to a competitor by their friend
- 9% Competitive reasons (e.g. price)
- 14% Product/service dissatisfaction
- 68% Perceived indifference

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Patient Information Sharing

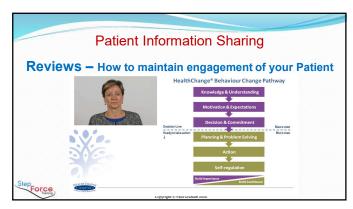
Reviews - Start with the end in mind...

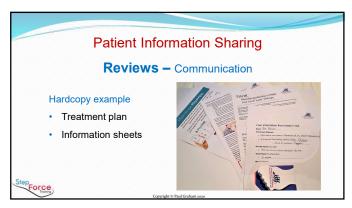
- Focus on ACTIVE Listening to find where they feel they are at
- Make the whole appointment about them and relate EVERY appointment to:
 - their Significant Emotional Motivator (SEM), and
 - their current goal
- Provide them with their improvement and plan for the next step in their treatment plan

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Information to update you

Reviews – Specific Assessment Procedure

- 1. Reviewing Diagnostic Action Outcomes. What to look for:
- Did the results of the pain diary confirm your hypothesis?
- Did the Diagnostic Action result in any other effects?
- Does it lead you to a clear Treatment strategy?
- Set out clearly the next steps and why they are important, (in relation to the patient's SEM)
- Make the next appointments that make up the plan

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Information to update you

Reviews – Specific Assessment Procedure

- 2. Reviewing regular treatment: what to look for:
- How the patient feels about their progress (focus on them)
- Regular update of patient's pain scale / Inflammatory presentation
- Joint function; Objective ROM measurement / Joint Stiffness
- Muscle strength: Objective testing (Weight bearing preferred)
- Soft tissue elasticity: Objective testing (Weight bearing preferred)
- Dysfunction: Is the function and loading of the tissues more normal?

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Information to update you

Reviews - Specific Assessment Procedure

3. Reviewing a Radiological report

- · Relate it to the patient's concern (focus on them)
- · Where possible have images that make sense
- · Explain how it affects your diagnosis and Treatment Strategy
- If it changes your previous diagnosis, very clearly explain:
 - · The change and the next step, and
 - · how you will help them through it

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Information to update you

Reviews - Specific Assessment Procedure

4. Review after treatment by another health professional

- A good relationship with other clinics are REALLY important
- Know what they have said / treated / advised prior to reviewing your patient
- Ask your patient how they felt the visit/s went (satisfied / understanding)
- Make sure you review their condition with an appropriate objective test
- · Relate it back to their treatment plan, altering it where necessary

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Information to update you

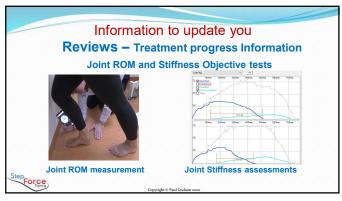
Reviews - Specific Assessment Procedure

5. Reviewing Orthomechanical treatment

- · How the patient feels about their progress (focus on them)
- Is the pain resolved, better, changed or worse?
- Assess the plantar pressure and function (Weight Bearing objective tests)
- · Discuss their experience and the results of the assessment
- Plan with them the next steps based on the outcome of the review

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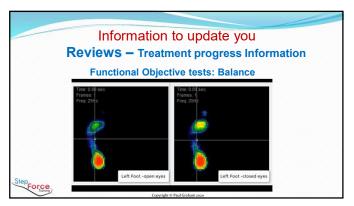
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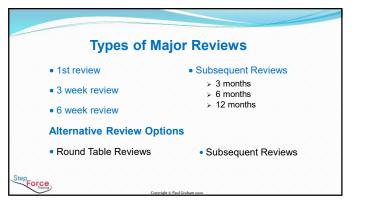












1st Review Procedure

- 1. Goals, goals, goals
- 2. Why it's important: education and planning
- 3. What needs to be done:
 - By you
 - By the patient
- 4. Next review

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3 week review

- 1. Review the injury / symptoms (is treatment succeeding?)
- 2. Reset / Re-establish the Patient's goals (Check engagement)
- Set out clearly the next steps and why they are important, (in relation to the patient's SEM)
- 4. Make the next appointment / next step of the plan

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6 week review

- 1. Discuss and confirm with patient their improvement using evidence
- 2. Reset the Patient's goals, noting their journey
- 3. Explain the process of return to some level of engagement of their SEM where possible
- 4. Outline the next stage of the strategy and make the appointments

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