Module 3:
Successful Weight Management Strategies for Clients
Objectives

By the end of this module, students will have learned...

• Why the allied health professional is important
• How to overcome barriers to behavior change
  A. Prochaska’s Stages of Change
  B. Specific patient education strategies, helping to develop a plan for change
  C. Intervention examples
• Some resources available on-line
• Sharing of experiences
Why the Community Health Worker is Important?

- Patients come to trust the CHW
- The CHW is someone from within their community.
- CHW educates and explains the information in a way that the patient can understand.
  - Especially important when it comes to patients taking their medications.
  - The patients that CHW work with are sometimes the highest risk patients because they have more than one chronic disease.
How to Overcome Barriers?
How to overcome barriers?

- Identify
- Acknowledge
- Address
- Monitor
Stages of Change
Understanding Change

• Prochaska’s Stages of Change
  - Pre-contemplation
  - Contemplation
  - Preparation
  - Action
  - Maintenance
Pre-contemplation

- Individuals are unaware of problems or that there is a need for change.
- Uninformed or under-informed of the consequences of their behaviors.
- Not being diagnosed with diabetes.

Examples:
- Mass media campaign (T.V. newspaper, radio)
- Health fair
- Posters
Pre-contemplation

• During the pre-contemplation stage, patients do not even consider changing
  – Smokers who are “in denial” may not even see that the advice applies to them personally.
  – Patients with high cholesterol levels may feel “immune” to health problems that strike others.
  – Obese patients may have tried unsuccessfully so many times to lose weight that they may have simply given up.

Published by: American Academy of Family Physicians
Contemplation

• The stage where people become aware of the problem and are now contemplating or thinking about changing or/not changing their behavior.

• There is an intention to change behaviors in the next six months that affect their cardiovascular health.

Examples:
  - Client-focused education
    • Focus on the importance of healthy lifestyle and screening.
Contemplation

• During the contemplation stage, patients are ambivalent about changing. Giving up an enjoyed behavior causes them to feel a sense of loss despite the perceived gain. During this stage, patients assess barriers (e.g., time, expense, hassle, fear, “I know I need to but. . .”) as well as the benefits of change.

Published by: AAFP
Preparation

• The stage that combines intention and behavior.
• These individuals are intending to take action in the next month for the first time or in the past have been unsuccessful.
• Specific plans of action are developed in this stage as the individual chooses among alternative potential solutions. (i.e. perform physical activity for 30 minutes 4 times a week).
• Should be recruited for action-oriented activities

Examples:
  - Support services- resources
    • Support group, referral to specialist, health educator
Action

• The stage where individuals change their behavior, experiences, or environment in order to help with their diagnosis.
• Requires commitment, time and energy.
• The question being asked “is this new plan (behavior change) working?

Example
– Support group
– Motivation
Maintenance

- The stage in which people work to prevent relapse and consolidate gains attained during actions.

- An example would be to maintain increased physical activity level, which brought both weight and LDL down. Helping to relieve the risks associated with cardiovascular disease.

Example
- Support group
- Motivation
Maintenance

- Maintenance and relapse prevention involve incorporating the new behavior “over the long haul.” Discouragement over occasional “slips” may halt the change process and result in the patient giving up.

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Specific Patient Education Strategies

- One-on-one strategy
- Cultural strategy
- Familial strategy
- Strengths strategy
- Collaboration strategy
Intervention Examples

- Regular visits with Doctor
- Healthy cooking classes (interactive)
- Supermarket tours (interactive)
- Label reading (interactive)
- Exercise (classes, walking groups etc)
- Know your numbers (BP, BS, etc.)
The Basics

• Eat real food
• Watch Portions
• Turn TV off
• Sit down to eat
The Basics

5 2 1 0

FRUITS & VEGGIES
HOURS OR LESS OF RECREATIONAL SCREEN TIME
HOUR OR MORE OF PHYSICAL ACTIVITY
SUGARY DRINKS; MORE WATER AND LOW-FAT MILK

“Weight Loss Tips From Our Experts” by Laurie Scudder, DNP, NP
Suggestions

• Avoid middle grocery store aisles
• Eliminate sugary drinks:
  Soda ➔ Juice ➔ Flavored H2O ➔ H2O
• Teach how to use a measuring tape
• Give an “exercise prescription”
• Set a memorable start date
• At least 2-minute nutrition talk every visit
• Notice signs of depression
• Don’t leave patient alone after diagnosis
5 Things to Keep in Mind When Starting to Set a Goal

1. Be Realistic
   • No one can eat healthy and be active 100% of the time.

2. Keep it Doable
   • Start with small and gradual changes. Small changes will lead to big changes.

3. Be Specific
   • When making a plan help your client to decide: what, when where, and how long.

4. Be Flexible
   • Plan ahead to handle things that might come up, such as bad weather, sickness, or work and family responsibilities.

5. Make it Enjoyable
   • Change doesn’t have to be painful, it should be fun.
Healthy Weight Maintenance

Diet changes

- **Ask yourself these questions:**

  - Does it include various foods from the major food groups: fruits, vegetables, grains, low-fat dairy products, lean protein sources and nuts?

  - Does it include foods you like and that you would enjoy eating for a lifetime — not just for several weeks or months?

  - Can you easily find these foods in your local grocery store?

  - Will you be able to eat your favorite foods, or better yet, all foods?

  - Does it fit your lifestyle and budget?

  - Does it include proper amounts of nutrients and calories to help you lose weight safely and effectively?

  - Is regular physical activity part of the plan?
“KEEP FIT”
Basic Health Behavior Change Principles

Knowledge = Accurate and empirically supported information are necessary but not sufficient for behavior change and maintenance.

Efficacy = A person must have confidence in making and maintaining healthy behaviors.

Effect = A behavior needs to be important to and benefit the person.

Planning = Taking a problem-solving approach (e.g., self-monitor) to making and maintaining a behavior is important.

Fit = Behavior needs to match the person’s lifestyle and economic realities.

Implication = A behavior must have personal benefits and meaningful consequences.

Incentive = Behaviors are more likely to be maintained if rewarded right.

Team = A person affects and is affected by others in his or her environment – reciprocal determinism or person-environment interaction.
Goal Setting in Action.

**Scenario/Task 1:** Your menopausal client of Asian descent with limited English was recently told she has a BMI of 26. She is confused as to what that means but will follow her physician’s advice to eat better and exercise more. *Help her to create a positive action plan.*

In creating her action plan, you should help your client to decide:

- What is the one thing she can do, or keep doing, to manage the amount of calories she is burning off?
- What does her BMI mean?
- How often will she do this? (Be specific)
- What will she need to do to make it happen?
- When will she start?
- What are things that might get in her way (roadblocks)?
- How will she handle the roadblocks?
- Who can she turn to for support?
Addressing Barriers. . .

**Scenario/Task 2:** Your client has been struggling with managing his obesity for years. You notice signs of depression. Reasons expressed for his inability to manage include: being a single father, exhaustion after working, long/stressful commutes, and feeling self-conscious to exercise in front of people. **Help him to overcome these barriers.**

**Community health worker –**

Taking what you learned earlier today, work with the patient on a way to understand:

- Why it is important to keep a positive attitude?
- What can he do at work or at home to improve his situation?
Scenario/Task 3: Your client of Polynesian descent has a BMI of 30 and was recently diagnosed as diabetic. He informs you that he is taking weight-loss supplements, eating well, but is always tired due to sleep apnea. He is seriously considering bariatric surgery to prevent future weight gains. *From the information provided, what do you suggest to improve his condition?*

**Community health worker –**
Taking what you learned earlier today, work with the patient on a way to understand:

- What does his BMI mean?
- What is preventing progress?
- Should bariatric surgery be considered?
Questions or Comments