

Improving Adherence To Treatment Advice - The Health Coaching Approach

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My Journey

- Usual physiotherapy practice
- The difficulties encountered
- How my clinical practice has changed since gaining further health behaviour facilitation skills

Physiotherapists in 2010

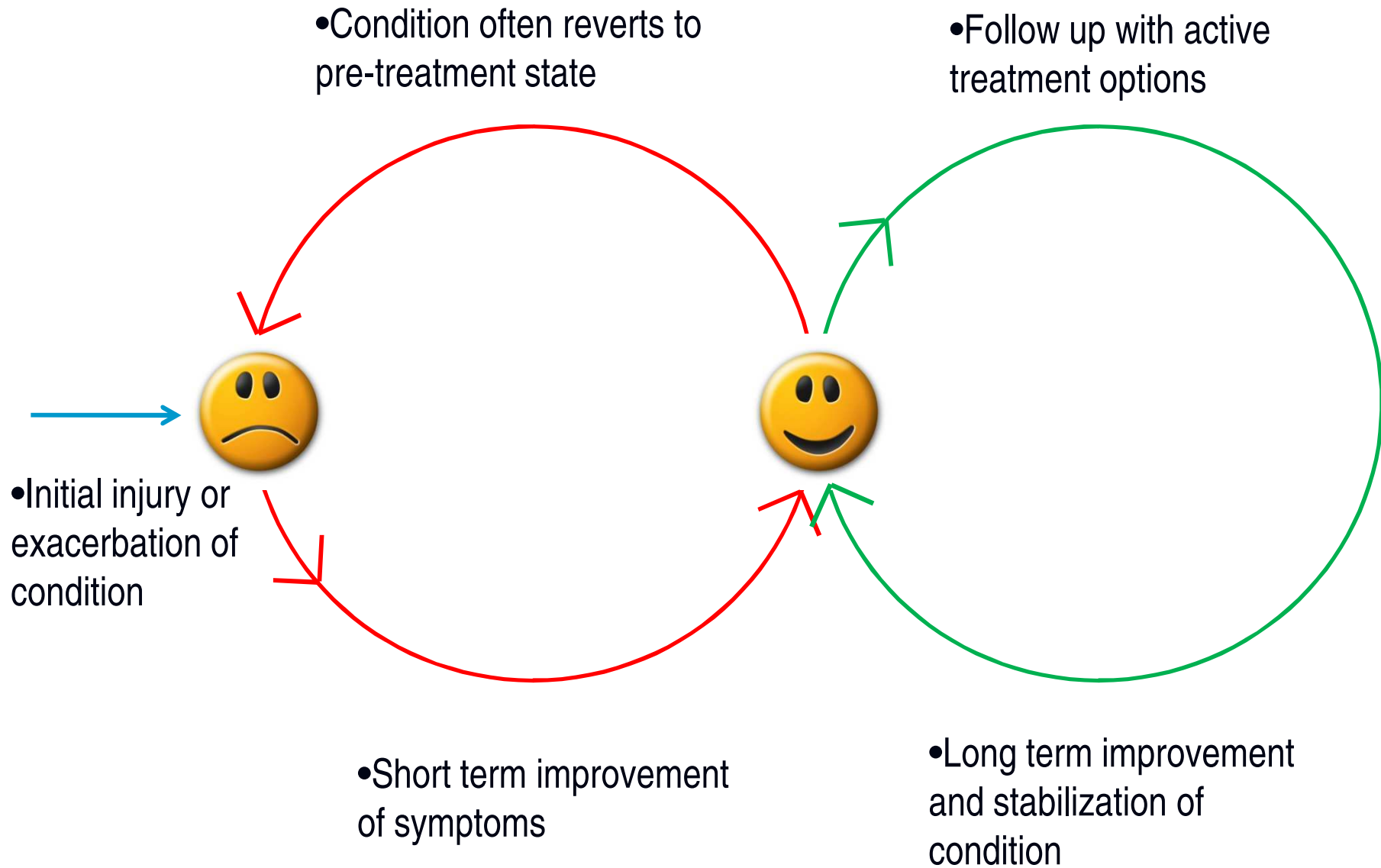
- Work across many different settings – ED, acute, sub-acute, chronic, health promotion and prevention
- Assessment and diagnosis
- Passive treatment (manual therapy, electrotherapy, acupuncture)
- Active treatment (exercise, advice regarding activity, problem solving)

Traditional Physiotherapy Consultation

- Assessment, diagnosis, education
- Offer a treatment plan (passive, active or combination)

How many “obey”?





How much of a problem is adherence to recommendations?

30-50% don't take medications in recommended manner

50% adherence to chronic conditions treatment including lifestyle changes

WHO 2003

60% Australians fail to meet the recommended guidelines for weekly physical activity

National Heart Foundation 2010

Types of non-adherent patients

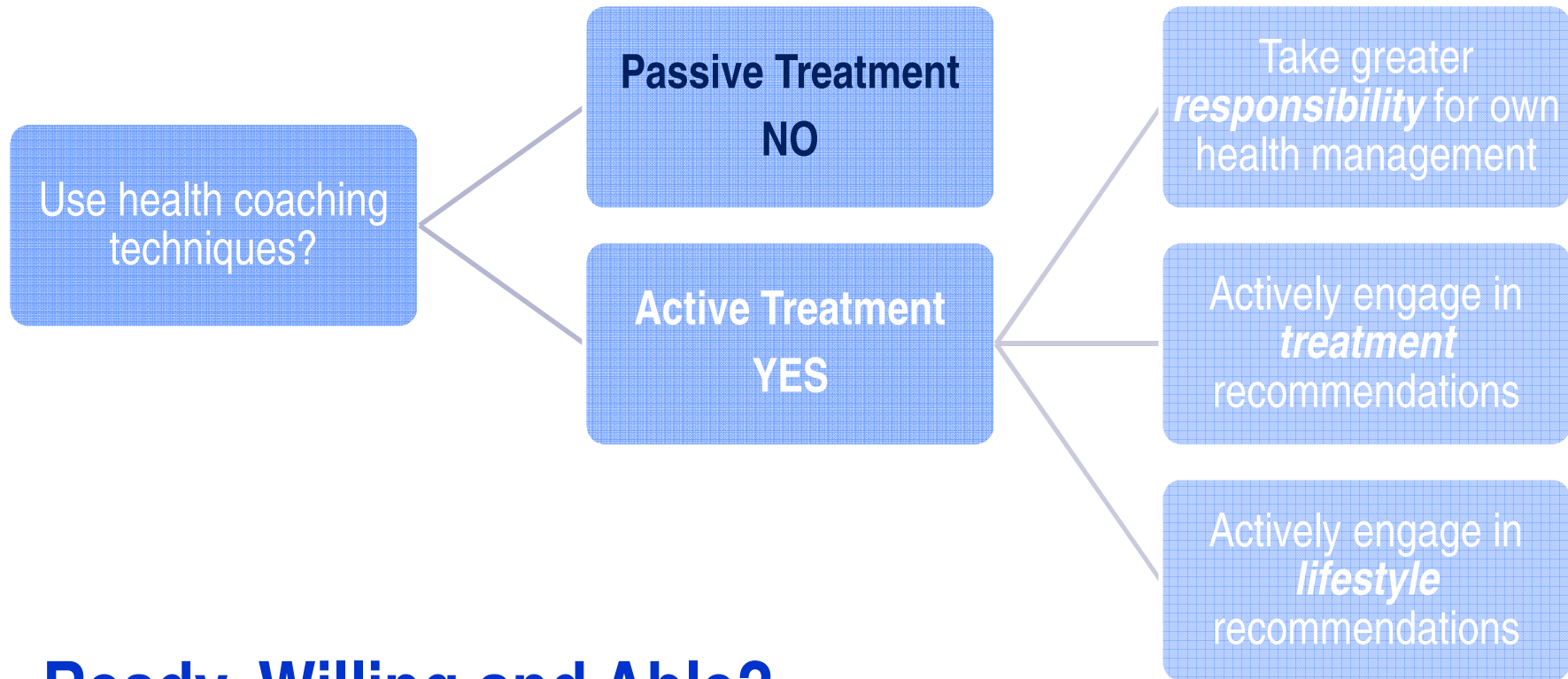
“Yes, Yes”



“Resistant”



Which clients would you use health coaching techniques with?



Ready, Willing and Able?

What's different?

- Looks the same, but client does the writing (if possible)
- Ask RIC![®] to assess if client is ready for active treatment or not
- Present information in a different way
- More skills to overcome cognitive and emotional barriers

Health Coaching Physiotherapy Consultation

- Ask what the patient expects today
- Ask RIC![®]
- Targeted assessment, education and treatment
- Record RIC and behaviour change
- Check Importance and Confidence before the patient leaves

What's the benefit?

- Improved work satisfaction
- Happier and more motivated clients
- Up-skill to play a larger role in chronic disease management and health promotion
- Track changes in motivation and confidence



Once you have integrated Health Coaching techniques.....



Move Well, Stay Well





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