

Integrating Nutrition into Pediatric Practice

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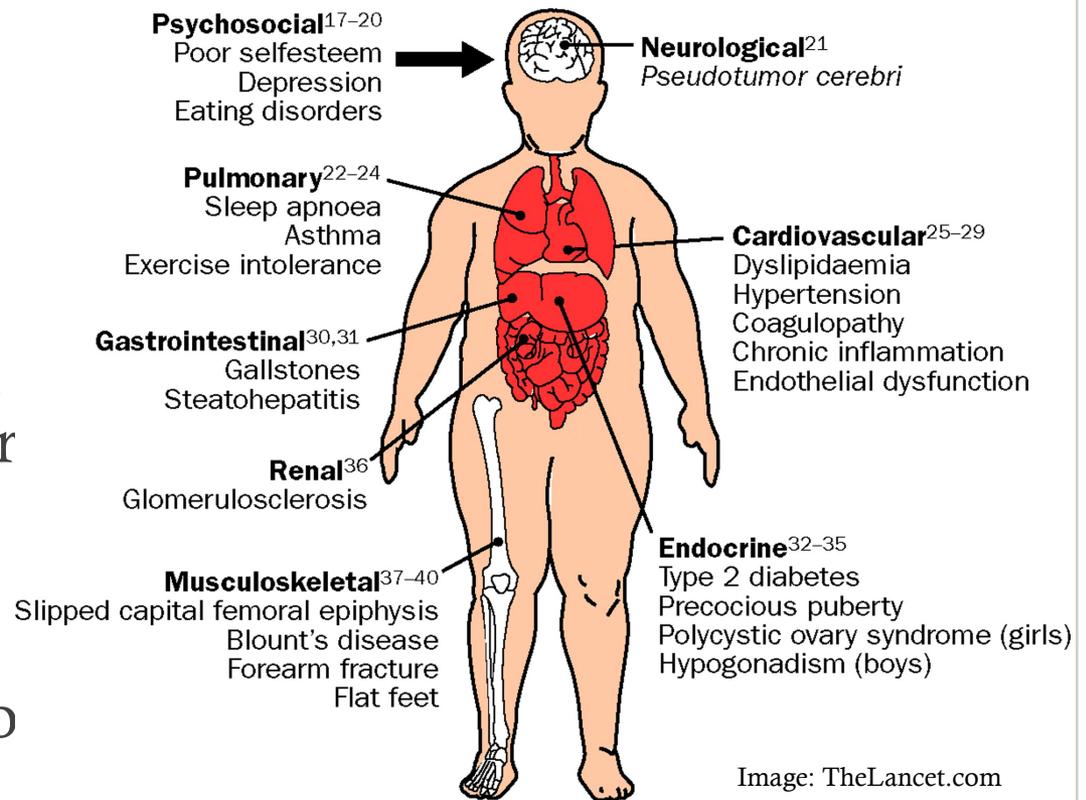


Outline

- Why add nutrition services to your practice?
- How can you pay for this service?
- Insurance coverage
- Shared medical appointments
- Individual counseling
- Classes
- Resources

Why Should we Do It

- The CDC states 1 in 5 school aged children are obese.
- The USPSTF (2010) recommends that clinicians screen children aged 6 years and older for obesity and offer them or refer them to comprehensive, intensive behavioral intervention to promote improvement in weight status.



The SAD American Diet



Image: HealthMedley

Nutrition Conditions that Can Be Helped By a RD

- Obesity/ overweight
- Underweight
- Sports nutrition evaluating dietary adequacy
- Irritable bowel disease and irritable bowel syndrome
- Weight loss as a result of ADHD medication
- Picky eating
- Eating disorders, ARFID
- Acid reflux
- Diabetes Type 1 and 2
- Gastroparesis



Image: www.healthykidschallenge.org

How Do we Pay for This Service?

- Many states have grant funds from the CDC & local insurance companies to support community health interventions.
- 1. If your state and medical practice have funds available you can use these to hire a dietitian on staff to provide services to your patients.
- 2. If you find a nutrition consultant you could have them do their own billing to see patients in your space.
- 3. You can hire a dietitian as an employee and bill out nutrition visits to insurance.



Insurance Coverage for Medical Nutrition Therapy

- Most private insurances: Blue Cross Blue Shield, Cigna, United Health Care, MVP cover 3 nutrition sessions per year (January-December). This is without referral.
- Medicaid in the state of Vermont provides unlimited nutrition sessions per year. No referral necessary.
- All coverage is determined by state and plan.
- If a patient has an eating disorder, unlimited sessions can be granted by Blue Cross Blue Shield with a prior approval.
- Patient sessions that are billed out are treated like any medical appointment and a copay will be due for a “specialist” and the patient may also be subject to paying their deductible as well. HSA funds are helpful for patients paying for nutrition services.



Individual Counseling

- Dietitians bill CPT codes 97802 and 97803 for medical nutrition therapy.
- Initial and follow up sessions are usually scheduled for 1 hour each.
- During a session a full nutrition assessment is completed with a dietary recall and a detailed individualized nutrition plan is created. Often including a meal plan and goals for a patient. Nutrition education will also be provided. Follow up sessions help to provide further education and work on goal attainment.



Office Flow

- Schedule initial and follow up appointments at the front desk, refer patients to make an appointment on their way out.
- Use business cards to facilitate the referral.
- Schedule reminder calls about appointments 24-48 hours in advance.
- Have patients check in at the front desk just like a medical appointment.



Image source: UCDavisdepartmentofnutrition

Motivational Interviewing Technique

- Telling a patient what to do doesn't usually work. Make sure you hire someone who is familiar with this technique.
- Helping a patient to work towards THEIR goals and get them out of a state of ambivalence can make the biggest difference. Work with intrinsic motivation, a collaborative process, work to guide a patient through pre-contemplation-contemplation-preparation-action-maintenance.
- Principles:
 - Show Empathy Toward Clients
 - Develop Discrepancy
 - Deal with Resistance
 - Support Self-Efficacy
 - Autonomy



Image: American Heart Association

What Works with Kids?



- Making food fun: have them play with food. For a picky eater this might be making a whole grain cereal bracelet in session.
- Use the myplate and show them portioning with their own hands.
- Mom and Dad have to be on board, at the end of the day they are providing lots of the foods that will be helping or hurting their kids.
- Decreasing stress around food. Read books about healthy eating in a fun way, have kids pick new foods in the grocery store, know that fun food counts too, reinforcing balance.
- Mindful eating: a technique to find out fullness and hunger for kids to know when to stop eating and when to start.

Shared Medical Appointment (SMA)

- 90-minute appointment
- Provider conducting individual visits in a group setting – these are required to be 15 minutes of face to face Medical Nutrition Therapy in a group setting.
- Patients sign a confidentiality waiver at every visit
- Consultations, f/u and physical exams can be completed as needed if this is an SMA
- Multidisciplinary team (MD, nurse or MA, behaviorist or RD) if SMA
- Anything completed in private office visit can be completed in a SMA
 - Change or renew prescriptions
 - Order tests/labs and receive test results
 - Discuss medication, treatment and surgery options
 - Private medical exam if needed
- A shared dietetic appointment can also be created using the same criteria above to get a group of patients together who might benefit from the same services/ support. Each patient receives 15 minute individual appointment, then the group time is used afterwards..

Classes

- Classes are a great way for patient support. If it is for children a group for parents or kids with parents is a good way to learn new techniques.
- Make food fun! We do a food demos and tastings at each class, this gets buy in for new foods as well.
- Plan activities that relate to kids: mindful eating is one of our favorites.
- Classes that we commonly provide: weight loss, meal planning for families/teens, picky eating, & sports nutrition.
- Practices can have patients pay for the class on their own or use community health funds to sponsor for patients.



Environmental Strategies

- Hang fun healthy eating & exercise posters around the office.
- Hang up fliers about local farmer's markets and a fun produce heavy recipe to try.
- Get a RD in house to provide nutrition services and make a referral while in your office visit to have them make an appointment.
- Hang up myplate in every exam room. It is simple but effective.
- Stock up nutrition specific handouts in each room: vegan, healthy eating, high cholesterol, picky eating.



Image: www.choosemyplate.org

Resources

- Wholehealthnutritionvt.com
- Choosemyplate.org
- Nutrition.gov
- Eatright.org
- eatright.org/resources/for-kids
- To find a dietitian in your area look at eatright.org then click on “find an expert”



Questions?

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