

# CardioSmart *OnCall*

Are you struggling to find the time, resources or infrastructure to provide meaningful lifestyle management services as part of regular office visits?

We have a solution for you — Provide your patients with guideline-based lifestyle management programs that work.

Offer your patients the opportunity to enroll in a proven lifestyle management program featuring:

- Health risk assessments
- Online baseline assessment providing lifestyle management and cardiovascular disease risk reduction goals and an action plan for achieving goals
- Comprehensive one-on-one telephonic coaching program or individualized web self-help programs
- Guided assistance with making and adhering to healthy lifestyle changes, including physical activity/exercise, nutrition, weight management, stress management and tobacco cessation
- Follow-up assessments with computer generated reports
- Participant tracking to increase compliance
- Option for physician involvement
- Aggregate outcomes reports

Together, the **American College of Cardiology** and **INTERVENT** provide immense expertise. This unprecedented partnership allows your practice easy access to trusted resources and content. Programs are integrated with each patient's regular medical care.

For more information, including program pricing options, please contact us at [cardiosmart@myintervent.com](mailto:cardiosmart@myintervent.com)

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# FREQUENTLY ASKED QUESTIONS

## What is INTERVENT?

Founded in 1997, INTERVENT is a physician-led global health management company that is dedicated to optimizing the health of as many people as possible by offering affordable and cost-effective access to credible, evidence-based lifestyle management programs and chronic disease risk reduction services. The ACC selected INTERVENT as its CardioSmart OnCall partner because INTERVENT programs have been proven effective in numerous published studies, including randomized and independently-conducted clinical trials. More than 1.5 million individuals have participated in INTERVENT programs, including patients from 50 medical centers in the United States as part of a recent multi-center clinical trial funded by the National Institutes of Health.

## As a cardiologist, why should I use CardioSmart OnCall for my patients?

Lifestyle management is an essential component of most cardiology patients' treatment plans. Our experience has shown that patients are more likely to participate in and adhere to a lifestyle management program when their physician recommends the program and stays involved in its delivery. And, because the patient may need to pay for the program out-of-pocket, it is critical that the program is affordable. By offloading patient education and counseling to CardioSmart OnCall, you and your staff are relieved of time burdens and overhead expenses while enhancing patient care.

Your practice receives the following benefits:

- Training for office staff

- Materials, supplies and tools to prescribe the program
- Improved quality of cardiovascular care
  - Adherence to clinical guidelines
  - Documentation for patient charts
- Improved patient outcomes
- Support of pay-for-performance and risk-sharing initiatives (including ACOs)
- Increased patient compliance with office visits
- Provision of additional needed services

## Are behavioral interventions included?

Yes. Two core sets of interventions are provided: coach-assisted interventions and individual self-help programs. Coach-assisted interventions provide one-on-one counseling over the telephone and Internet to patients by INTERVENT's specially trained non-physician health professionals. Patients receive up to 18 sessions during the first year of the program. These sessions are comprehensive in nature and target multiple behaviors and risk factors in an integrated fashion. Individual self-help programs are web-enabled and typically target a single major behavior.

## What areas are addressed by the programs?

In addition to comprehensive lifestyle management topics (such as nutrition, physical activity/exercise, stress management, weight management and tobacco cessation), the program addresses cardiovascular disease and its risk factors, especially coronary heart disease, stroke, high blood pressure, abnormal cholesterol/triglycerides, metabolic syndrome, prediabetes/diabetes and sleep disorders.

## What's included in the comprehensive coaching program?

Coaching is delivered using multimedia technology and state-of-the-art behavior change techniques. Components of the individualized coaching program include the following:

- Baseline assessment report
- Evidence-based risk factor goals and action plan
- Physical activity/exercise training plan
- Nutrition recommendations
- Meal plans for weight loss or weight management
- Stress management
- Tobacco cessation (if applicable)
- Schedule for preventive care
- Social support/motivation for behavior change
- Follow-up assessments and progress reports

## How do I respond when patients ask about the cost of the coaching program?

Explain that the cost per coaching session is about the same as a co-payment for a doctor visit or prescription medication on most health plans. Encourage them to think about cost vs. value. The average daily cost of the year-long coaching program is about the same as the cost of a can of soda or a cup of coffee. When asked about the value of good health, most people say "priceless!" Aren't they worth the cost of a program that is likely to make them healthier? Encourage your patients to think of this program as an investment in their health that will pay dividends beginning immediately and continue to pay into the future. Your recommendation is critical to the patient's decision to participate.

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