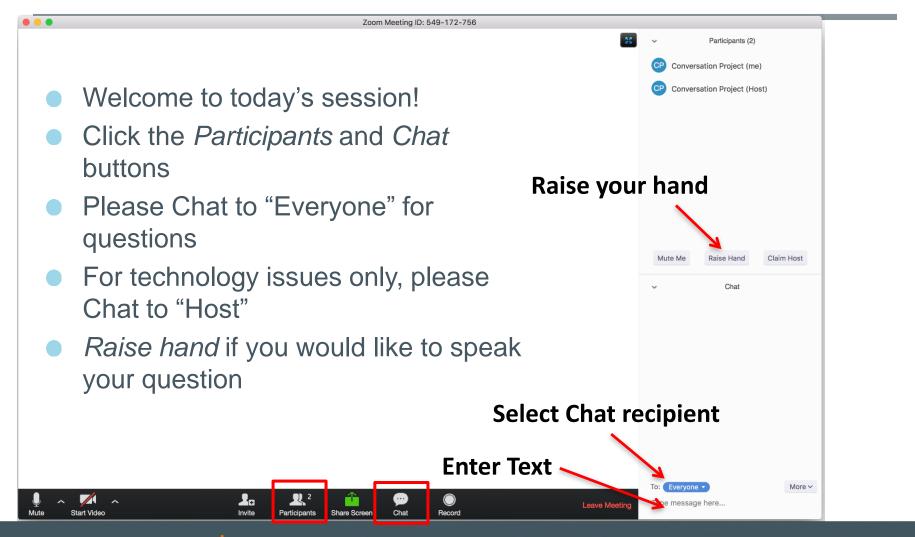


# The Conversation Project: Designing for Sustainability

October 16, 2019

Patty Webster Karen Barnett

#### Zoom Quick Reference





#### The Conversation Project Field Team



Patty Webster
Improvement Advisor



Karen Barnett
Project Assistant



#### Ice Breaker Question

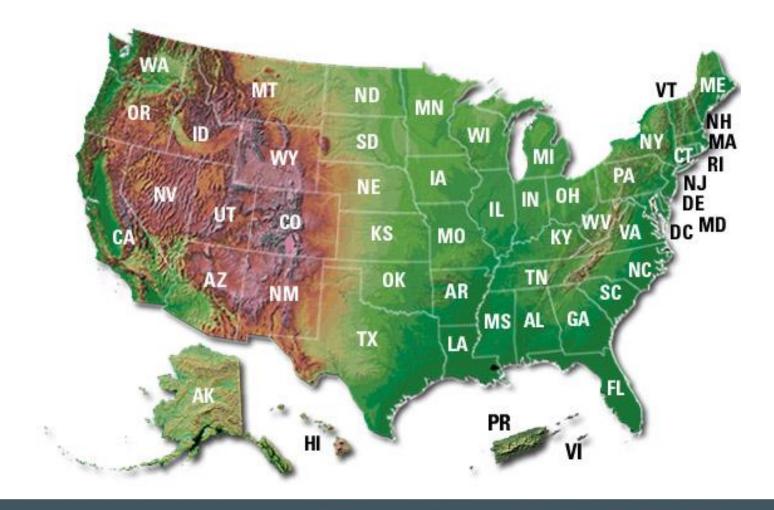
Type into the chat box your response to the following question:

How did you learn about this call? (TCP newsletter, web site, word of mouth, etc.)

Make sure you send your message to "Everyone."



#### In chat: Where are you located on the map?





#### TCP Community Updates

#### **New Blogs:**

- 11 Additional Must-Read Books About Death and End-of-Life Care:
   <a href="https://theconversationproject.org/tcp-blog/11-must-read-books-about-death-and-end-of-life-care/">https://theconversationproject.org/tcp-blog/11-must-read-books-about-death-and-end-of-life-care/</a>
- 10 Resources to Help Reach Spanish-speaking Audiences:
   <a href="https://theconversationproject.org/tcp-blog/10-resources-to-help-reach-spanish-speaking-audiences/">https://theconversationproject.org/tcp-blog/10-resources-to-help-reach-spanish-speaking-audiences/</a>

**Upcoming Event:** 





## **Upcoming Community Call**

The next Conversation Project Community Call will take place on:

Wednesday, November 20th, 3:00-4:00 PM EDT

Date and Time	Topic
Wednesday, November 20th, 3:00 – 4:00 pm ET	Special Interest:
	Reaching Solo Agers



### TCP Community REMINDER

Quarterly <u>Community Activity Survey</u> is open until

Friday, Oct 25<sup>th</sup>!

https://www.surveymonkey.com/r/L3GSFGL



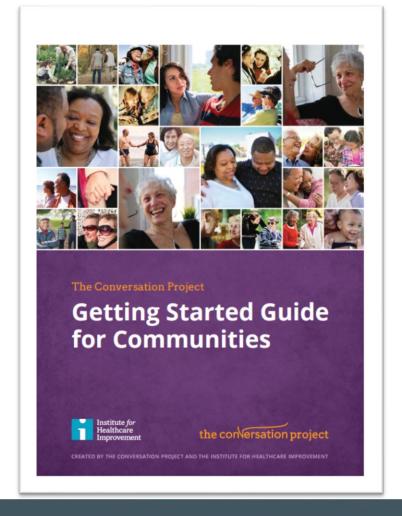
## Let's get started!

- Background
- Lessons from the field: NM, NC, CA
- Q&A and Discussion

What do you hope to learn on today's call?



#### **Building Local Community Engagement**





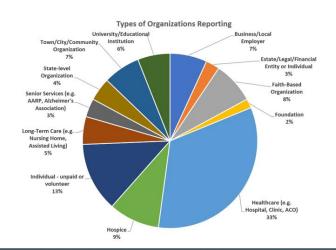
### 10 Getting Started Questions

- 1. Who do you want to reach? And by when?
- 2. What do you want to support them to accomplish?
- 3. How do you want to reach them? And with what message?
- 4. What is the context of this topic for population you're trying to reach?
- 5. Who else is already doing this work in your community? Who else could you be working with?
- 6. Who are respected leaders or organizations that could help you advocate for the importance of this work?
- 7. Who will be responsible for actually doing this work in your community?
- 8. How will you measure successes and challenges?
- 9. How do you plan to reach diverse groups of people in your community?
- 10. What can you do by next Tuesday?



## Sustaining Local Community Engagement

ne conversation	project
The Conversation Project Community Activity Survey Q1 2019	
he Conversacion	
quarter to share your prog have created a template for Please answer the following	the to help The Conversation Project learn about activity happening in your region to promote civing this information on an on-going, quarterly basis and hope you will take a few minutes each yess with us! Once collected and sorted, we will share results back with you via our newsletter. Veryou to collect this information on a monthly basis, if you need one. You can find it HERE.  Se How many events/activities have you either presented at or hosted on the importance of since care planning/end-of-life care? This includes in-person or virtual events (e.g. calis/webinars). And, this for your own staff) and external events (e.g. for those in your community).



#### Blog

#### 5 Things We've Heard and Things You Can Do to Ensure Sustainability

Posted on 06/10/2019



We've asked community members to share how they are planning their work (to spread the importance of end-of-life care conversations) so it continues in the long run. The five most common ways groups or individuals are ensuring this work lives on are listed below.

- 1. Ensuring a regular rhythm of sharing through recurring programming or media messaging: So this isn't just a "flavor of the month" topic, groups are hosting more than one event, creating recurring or follow-up events (reaching more people and/or creating multiple sessions for the same group to provide deeper support). This can help keep the topic part of the fabric of the community and, importantly, helps you identify others that you can team up with (and share your materials with) to spread further. If you only have the bandwidth for a one-time event that's OK! Try to identify at least one person, one "champion," at that event to help 'pay it forward' and commit to reaching 5 more people by hosting their own event or spreading the message or tools to followers on social media. For an example of regular rhythm, Bethel AME church leaders created a dedicated ministry and program called "Planning ahead" that brings groups of congregants together three times over three months. Read more on this work here.
- 2. Establishing a position (within an organization) or team dedicated to this work: Some groups are getting really serious and securing funding or organizational commitment to have a dedicated advance care planning (ACP) person or team within their organization. Groups such as Making Choices Michigan, The Conversation Project Boulder, Kitchen Table Conversations, and many more (see our Conversation Champion Map for more details) are forming formal, community-based ACP non-profits. Fundraising and networking are crucial components to sustaining this. For those of you who are solo,



Ellen Goodman

Talking Matters

#### Tags

Welcome

Health Care Proxy
Faith
Alzheimers
Health Plans
Millennials
Conversation Ready
Book Review
Family.
Guest Post
Health Professionals
NHDD
end of life
planning ahead
conversation

Bethel

### Components of Sustainability

- Weaving into the fabric of the community/organization: Building activities or providing tools as standard practice, part of culture
- Multiple and reoccurring touchpoints:
   Ensuring a regular rhythm of sharing through recurring programming or media messaging
- Dedicated nurturing: Establishing a position (within an organization) or team dedicated to this work





#### Components of Sustainability

- Creating/supporting local champions:
   Supporting others to take this forward (students to retirees, private and public sector, representing diversity of communities)
- Ongoing relationships/coalition building: tapping strengths of each
- Upfront and reoccurring strategy setting: to determine the right methods and people to keep this work going in any community (including funding)
- Recognizing this is a long runway



# Various Models for Starting and Keeping the Momentum



Joan Gibson
Founder,
The Conversation
Project in NM



Mary Lou Infinito
Community Outreach
Coordinator, AD & ACP,
Vidant Health, NC



Executive Director, East Bay Conversation Project & Alameda-Contra Costa Medical Association, CA

**Joe Greaves** 



The Conversation Project in New Mexico

Redefining Sustainability



#### ADVANCE CARE PLANNING IN NEW MEXICO: LESSONS LEARNED

WHAT IS YOUR COMMUNITY'S ACP HISTORY?

WHICH MAJOR PLAYERS ARE SELF-SUSTAINING?

WHAT HAVE YOU LEARNED?

#### **NEW MEXICO'S ANSWERS**

HISTORY COMMUNITY TCP

PRESBYTERIAN HEALTHCARE SERVICES

MY STORY YOUR STORY CONVERSATION

NOW

#### RESOURCES and CONTACTS

Joan McIver Gibson's e mail: miriam@unm.edu

Values History Form:

https://hscethics.unm.edu/common/pdf/values-history.pdf

New Mexico MOST Form: <a href="https://www.nmmost.org/dlform.php">https://www.nmmost.org/dlform.php</a>

How to use the Health Apps on iPhone/Android:

https://www.cnet.com/how-to/first-responders-can-help-you-even-when-your-phone-is-locked/

# The Conversation Project Community Call

**Advance Care Planning** 

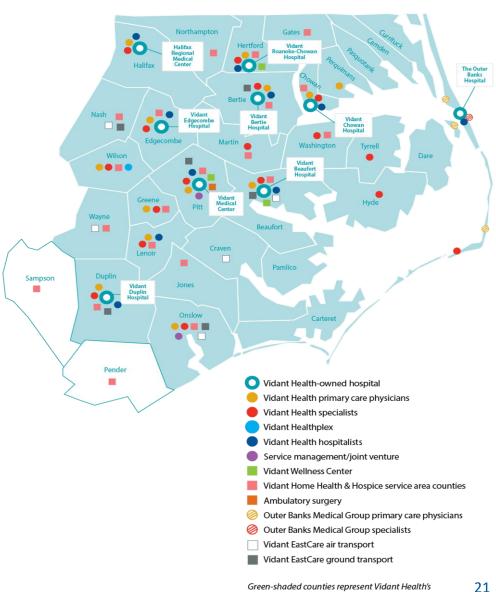
Mary Lou Infinito
Vidant Health, Eastern North Carolina
Outreach Coordinator



#### Who is Vidant Health



- Serves 1.4 million people in 29 rural counties in Eastern North Carolina
- A not-for-profit health system anchored by an academic medical center in Greenville with seven community hospitals across the region



#### History of ACP at Vidant Health



- In 2013, Vidant Health created an End-of-Life (EOL) Workgroup made up of patients, family advisors and a broad continuum of professionals across the health system.
- Our objective was to create a culture in which advance care planning (ACP) and goals of care conversations were normalized for patients, consumers and the health care team.
- Have engaged with both health care teams and community partners to promote understanding and completion of advance directives.

#### A glimpse at the last two years



**INPATIENT CONSULTS** 

FY 18 = 1010

FY 19 = 1135

**COMMUNITY INTERACTIONS** 

FY 18 = 11,001

FY 19 = 14,331

TERTIARY HOSPITAL CASE MANAGEMENT CONSULTS

FY 18 = 42

FY 19 = 125

INPATIENT

**ACP COMPLETION** 

FY 18 = 308

FY 19 = 374

INPATIENT COMPLETION RATE

FY 18 = 30%

FY 19 = 33%

COMMUNITY ACP COMPLETION

FY 18 = 328

FY 19 = 240

COMMUNITY HOSTED EVENTS

FY 18 = 343

FY 19 = 353

TERTIARY HOSPITAL CASE MANAGEMENT ACP COMPLETION

FY 18 = 30

FY 19 = 78

TERTIARY HOSPITAL CASE MANAGEMENT COMPLETION RATE

**FY 18 = 71%** 

FY 19 = 61%

#### Moving conversations upstream



- Requires expansion outside of the hospital and into the community
- In doctors' offices in wellness nurse appointments, health coach visits, and with transitional care coordinators

The Conversation Project says to reach people where they "LIVE, WORK, PRAY and LEARN"............
We go wherever we are invited.

#### Normalizing conversations



#### Planning at the community level results in:

- Personal engagement and ownership
- ✓ Family involvement and enhanced understanding of the person's preferences and priorities
- Reduction in negative impact for hospitals and health systems
- ✓ Increased patient and family satisfaction

#### Ideas for supporting ACP



# For the community

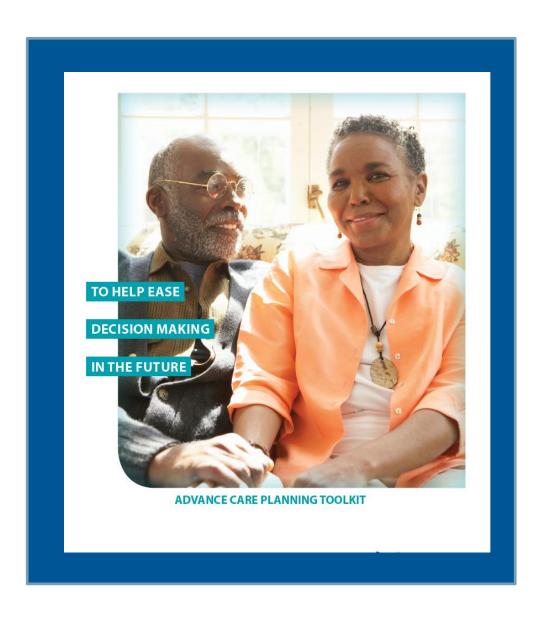
- ACP educational workshops
- Facilitated film screenings and book reviews
- Partner with faith leaders and their community
- Tailored presentations where people work, pray and learn

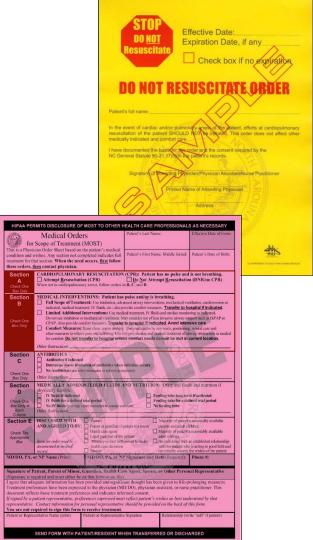
For health care professionals

- Respecting Choices®
- End of Life Nursing Education Consortium (ELNEC)
- Vital Talk<sup>®</sup>
- Advance directive tab in EHR
- Advance Care Planning Navigator
- Medicare and BCBS of NC billing

#### Sharing the necessary tools







# Networking with key community leaders and stakeholders



Introduction to topic

- Local hospital/FQHC administrators
- ALF/SNF administrators
- Home Health & Hospice leadership
- EMS and/or ambulance transport services
- ED staff

Next steps

- Identify win-win opportunities
- Work in collaboration and partnership
- Understand the rules and regulations of each entity

#### Final thoughts



"I have a healthcare directive not because I have a serious illness, but because I have a family."

-Dr. Ira Byock

For any questions, contact Mary Lou Infinito

Marylou.infinito@vidanthealth.com

Or visit

www.VidantHealth.com/AdvanceCare

Download a toolkit



### East Bay Conversation Project

Joe Greaves, Executive Director 510-654-5383 / jgreaves@accma.org / @joegreaves

#### **ACCMA Snapshot**

- Two-county metro/suburban medical association
  - SF East Bay
  - 2.8 million residents
- 4,600 physician members
  - 50-60% penetration; rapid integration/consolidation
- ACCMA also manages Napa and Solano medical societies
- 9 FTE staff
- ~\$1.7 million annual budget
- 501c3 Community Health Foundation

# East Bay conversation project



#### What is EBCP?

A community-wide coalition of organizations and individuals dedicated to providing the residents of Alameda County and Contra Costa County with the resources necessary to help them engage in Advance Care Planning.

## Origins in 2009





PHYSICIAN ORDERS FOR LIFE-SUSTAINING TREATMENT



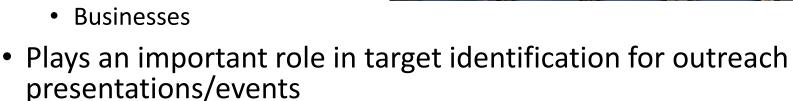




East Bay conversation project

#### **Steering Committees**

- Steering Committee
  - Faith-based organizations
  - Senior advocates
  - Health care organizations
  - Health care professionals
  - Estate attorneys
  - Fiduciaries
  - Hospices
  - Elected officials



- Also a forum for ACP champions and advocates
- Meets quarterly



### **Quarterly Trainings**

- Half-day training:
  - Concepts of ACP
  - Tools to engage in discussions
  - Health care agent
  - Form completion
- Rotates between Alameda and Contra Costa Counties
- Contract Instructor Teaches Course
  - Trained by CCCC
- Registration between 30-40 individuals per session
- Audience has changed from general public to health care workers wanting practical ACP skills
- Getting more requests for on-site trainings



The Alameda-Contra Costa Medical Association's (ACCMA)

East Bay Conversation Project

Is pleased to offer the following FREE workshop:

East Bay conversation project

MAKING CONVERSATIONS COUNT

Thursday, October 25, 2018 8:30 am - 12:30 pm

#### A WORKSHOP ON ADVANCE CARE PLANNING

Alameda-Contra Costa Medical Assn. 6230 Claremont Ave. 3rd Floor, Oakland

Cost: Free - CME/CE Available!\*

Advance care planning enhances quality of life by ensuring that plans are developed to address end-oflife care decisions in accordance with personal wishes. Join **Janet Thompson**, senior living counselor at St. Paul's Towers, to learn more about methods to engage others in this important conversation and to teach it effectively.

#### After attending this training, attendees will be able to:

- Identify the concepts and benefits of advance care planning.
- Utilize the tools available to engage in discussion of advance care planning
- ★ Distinguish the importance and characteristics of an effective Health Care Agent
- ★ Complete and assist others with advance health care directives and POLST forms
  - 3.75 CME Hours Available
  - Approved by the Nursing Home Administrator Program for 4 CE credit hours
  - Provider approved by the California Board of Registered Nursing, Provider Number CEP17013 for 4 contact hours. CE provided in collaboration with "Yes! Press Consulting and Education"

#### RSVP Information

Please RSVP online - no login required. RSVP at www.eastbayacp.org. Or complete and FAX this form to 510-654-8959. Questions: please call (510) 654-5383

Attendee: Organization:
Phone: Email:

Funded by Alameda County Measure A Essential Health Care Services Initiative and the Thomas J. Long Foundation.

"Non-ACOMA members who wish to claim OME credits for this program will be charged a \$167.50 admin fee to help cover the costs of providing OME.
ACOMA members will receive the OME free-of-charge as part of their members hip benefits.

Accreditation Statement: The Alameda-Contra Costa Medical Association is accredited by the Institute for Medical Quality/California Medical Association (MQ/ OMI) to provide continuing medical education for physicians.

Credit Designation Statement: The Alamoda-Contra Costa Medical Association designates this live activity for a maximum of 3.75 AMA PRA Category 1 Credits(s)\*\*. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

#### **Community Outreach**

- Goal of 30 Community
   Outreach Events Annually
  - Festivals
  - Street fairs
  - Community groups
- Volunteer supported
  - Using champions from steering committees and trainings
- Goal is to raise awareness, provide information on ACP resources
- Important to have a diverse volunteer network; cultural considerations need to be made in the approach to ACP







# Film Screenings

- Multiple screenings of Atul Gawande's "Being Mortal"
  - Includes audience discussion / sharing following the screening
- Also screened Jessica Zitter's "Extremis" and documentary "End Game"
- Volunteer supported
  - Using champions from steering committees and trainings





#### **Annual Summit**

- Daylong conference for ACP champions
  - Focuses of taking a deeper dive into aspects of ACP
- First summit held Nov 2017
  - Over 130 registrants, over 100 attendees
- Second summit held Oct 2018
  - Over 140 registrants, over 120 attendees

#### East Bay conversation project

A project of the Alameda-Contra Costa Medical Association (ACCMA)



#### CRITICAL CONVERSATIONS:

### AN ADVANCE CARE PLANNING SUMMIT FOR ADVOCATES

The East Bay Conversation Project's advance care planning summit is the premier event in the East Bay for anyone involved with advance care planning. Join us for inspiration and insight from topic experts, as well as the opportunity to refine the critical skills and knowledge to engage in "The Conversation."

#### THURSDAY, OCTOBER 11, 2018

Registration: 8:30 a.m.
Summit: 9:00 a.m. – 4:00 p.m.
The California Endowment
2000 Franklin St., Oakland, CA 94612
Registration FREE – Lunch Provided
CME/CE Available!\*

KEYNOTE SPEAKER: LOUISE ARONSON, MD, MFA, Geriatrician, author, and professor of medicine at UCSF.

Living with Dementia: Honoring Wishes

PM BREAKOUTS:

Conversation Starters

 Ethical & Legal Dimensions of "The Conversation" (2nd Chance)

#### GENERAL SESSION: CULTURAL CONSIDERATIONS

#### AM BREAKOUTS:

- Healthcare Agents & Surrogate Decision Makers
- End of Life Options
- Ethical & Legal Dimensions of "The Conversation"
- 5.5 CME Hours Available
- Approved by the Nursing Home Administrator Program for 5.5 CE credit hours
- Provider approved by the California Board of Registered Nursing, Provider Number CEP17013 for 5.5 contact hours. CE provided in collaboration with "Yes! Press Consulting and Education" More info at www.eastbayacp.org.

#### TO REGISTER

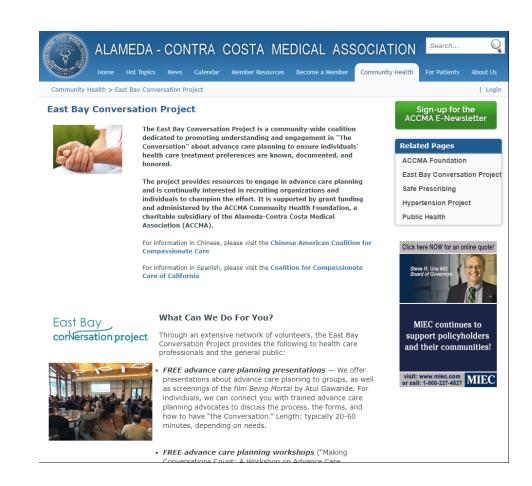
Go online to www.eastbayacp.org -or- FAX this completed form to (510) 654-8959.	
For questions, please call (510) 654-5383.	
Name:	Email:
Organization:	Phone:

"Non-ACCMA members who wish to claim CME credits for this program will be charged a \$300 admin fee to help cover the costs of providing CME. ACCMA members will receive the CME free-of-charge as part of their membership benefits. Accreditation Statement: The Alameda-Contra Costa Medical Association is accredited by the Institute for Medical Quality/Casifornia Medical Association [MQ/CMA) to provide continuing medical education for physicians.

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#### **Communications**

- Project webpage with resources located ACCMA website
  - www.EastBayACP.org
  - Simplified from prior version
- Quarterly newsletter
  - Project updates
  - Upcoming events
  - ACP related news
  - Photos from recent events



### **Other Info**

- Contract Staff for (most) Administration
  - Former student intern for the project
  - Passionate about ACP (we are fortunate!)
  - Handles most nuts and bolts
  - Management/oversight, communications, office support provided by medical association
- Modest budget supported with grant funds
  - Annual budget of \$40K (does not include in-kind support from medical association)
  - Half funding from Alameda County Measure A
  - Half of funding from private foundations in Contra Costa County
- Close Partnership with CCCC
  - Leverage CCCC's considerable subject matter expertise, resources, toolkits to support our work

### **Sustaining Our Momentum**

- Declining Demand
  - Attendance at trainings declining, audiences shifting
  - Requests for community presentations declining
  - Good news: More ACP activities elsewhere (success?)
- Less Funding
  - Initial funders have moved on to other priorities
- Engagement Challenges
  - Declining participation on steering committees
  - Merged cmtes, reduced frequency; more "steering"
  - Supplemented with more educational programming
- Taking Stock
  - Strategic planning w/ ACP thought leaders in Nov
  - Goal: revisiting how best to accomplish our goals
  - Likely to move into more convening/supporting role, fewer direct services; charging fees for educational programs; etc.



# Questions? Thank you!

Joe Greaves, Executive Director

510-654-5383 / jgreaves@accma.org / @joegreaves

### **Q&A** and Discussion

- Any questions?
- What model do you have and what pearls of wisdom can you share on sustaining momentum & local engagement?



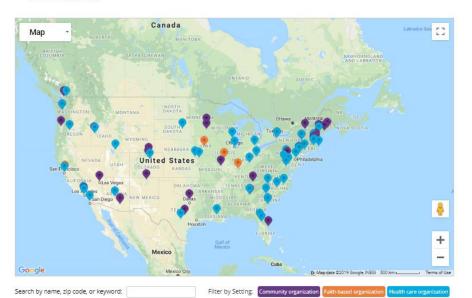
# TCP Conversation Champions Map

Search, connect/network and learn together

Conversation Champions Map

- Connect with others doing similar work in your area.
  - O You can search by location, organization, name, and filter by setting: faith, health care, or community. Feel free to reach out directly to members on the map via their listed contact information.
- . Apply here to be listed on the map if you are actively sharing TCP resources and/or messaging.

The Conversation Project (TCP) relies on the Conversation Champions, like the ones listed on the map below, to help spread the importance of end-of-life care conversations in their communities. These groups plan their own programming using TCP resources or messaging (in addition to their own). As a reminder, TCP has no preference for what someone's wishes for end-of-life care should be – we just want folks to start talking about it. Please read more about our principles HERE.

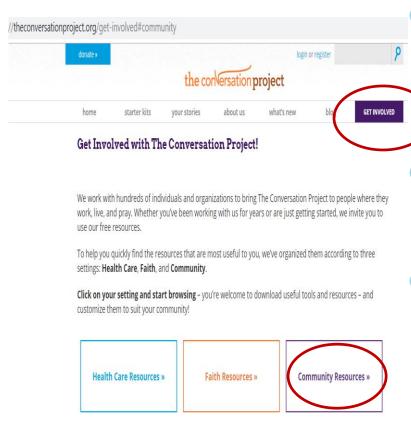


Add your pin!

https://theconversationproject.org/get-involved



# TCP Get Involved Page: Community Engagement Resources



#### Get started

- Community organizing guide and resources
- Case studies
- Template for tracking progress, suggested metrics
- Promote your message
  - Sample promotional materials (PSAs, ads)
  - Social media toolkit
- Host an event (planning, publicizing, facilitating, evaluating)
  - Invitations and agendas for events
  - Press release and flyer templates
  - Slide deck, videos, materials to bring
  - Movie screening guides

https://theconversationproject.org/get-involved





# Stay Connected!

Twitter: @convoproject

7

Facebook: The Conversation Project

G

- Instagram: convoproject
- Newsletters
  - General
  - Community Engagement
  - Conversation Sabbath
  - NHDD
- \*Coming soon: Conversation champions Facebook discussion group





# We want your feedback!

 After this call please take our survey (link in chat!)

Please take a few moments to answer the following questions:

- How useful was this session on a scale from 1-5?
- Given today's topic, what would you like to learn more about?
- Any other comments on today's session?



## Thanks and appreciation



### The John A. Hartford Foundation

Dedicated to Improving the Care of Older Adults



