3 Steps to Engaging Patients in Advance Care Planning

1. PARTNER

- with patients to understand their preferences
- More than one-third of physicians are inaccurate in predicting their patients preferences
- 88% of patients with an advance directive did not receive input from their physician
- 60% of Americans want their end-of-life wishes respected
- Only 20% have an advance directive

2. PLAN

- by prescribing advance directives to patients
- Motivate patients to complete them: Patients who completed an advance directive after discussing educational material with a physician for 3–5 minutes
- What prevents patients from completing them?
  - lack of familiarity
  - think they’re too young or healthy to need them
  - uncertain of the process for adopting them

3. PROTECT

- patient preferences and your bottom line
- More than 25% of all healthcare dollars are spent in the last months of life
- The median cost of treating a non-hospice patient is 67% more than treating a hospice patient

In a survey of 2,515 Medicare patients:
- 84% did not want to take potentially life-prolonging drugs that made them feel worse
- 77% did not want to be on a ventilator, even if it added a month to their life

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60% of physicians are inaccurate in predicting their patients preferences

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Only 20% have an advance directive

Have the Conversation. PARTNER. PLAN. PROTECT.

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1 "Advance Care Planning." Shaylona Kirk, MD.
3 "The Public’s Perspectives on Advance Directives: Implications for State Legislative and Regulatory Policy." National Center for Biotechnology Information.
4 "Transforming End-of-Life Care." The Third Way Economic Program.