

# Exercise is Medicine<sup>®</sup>

## Greenville, SC

### Executive Summary

#### Introduction

The Exercise is Medicine Greenville<sup>®</sup> (EIMG<sup>®</sup>) program is the first of its kind to partner a healthcare system (Greenville Health System), a community organization (YMCA of Greenville), a medical school (University of South Carolina School of Medicine Greenville), and a national association (American College of Sports Medicine) for optimal patient engagement in lifestyle behavior change. Together, this multicomponent program uses a Population Health Management model, where patients receive exercise and other lifestyle medicine interventions both in the clinical and in the community setting for the prevention and management of chronic diseases, obesity and sedentary lifestyles.<sup>1</sup>

The overarching goal of the EIMG<sup>®</sup> program is to:

1. To improve Greenville Health System's (GHS) patient population health around the System's four priority goals (reductions in HbA1c and blood pressures, improvements in lipid profiles, and decreases in obesity) through provider referral of GHS ambulatory patients into a clinical exercise program.
2. To improve patient behavior in healthy choices, increase self-efficacy in physical activity, and improve patient-reported quality of life.

EIMG<sup>®</sup> is a comprehensive 12-week medically-based clinical exercise program for adults experiencing or at-risk for chronic health conditions such as hypertension, obesity, hyperlipidemia, hypercholesterolemia, and musculoskeletal weakness and pain. Through EIMG<sup>®</sup>, participants learn how to reduce their risks and improve their overall health through exercise and health education led by qualified, credentialed EIMG<sup>®</sup> Professionals. Upon completion of the 12-week program, patients graduate with increased self-efficacy in physical activity behavior and are subsequently encouraged to continue with implementing exercise and healthy lifestyle choices.

#### EIMG<sup>®</sup> Toolkit

A toolkit is offered for purchase to aid in the implementation of the EIMG<sup>®</sup> program at your organization/institution. The toolkit includes:

- **EIMG<sup>®</sup> Policy and Procedures Manual:** Provides in-depth guidelines that ensure compliance with the rules and regulations of the program for all parties involved. Additionally, workflows in implementing the EIMG<sup>®</sup> program are provided. Please see appendix A for the EIMG<sup>®</sup> Policy and Procedures Manual Table of Contents.

1. Trilk, JL, Kennedy, AB. The power of physician-prescribed physical activity: the Exercise is Medicine Greenville program. *Aspetar Sports Med J.* 2017; 6:124-129.

- **EIMG® Professional Webinars and Training Manual:** The exercise intervention component is implemented by EIMG® Professionals (EIMG® Pros). In order to be eligible for program delivery of the exercise intervention, all EIMG® Pros must:
  - Possess an NCCA personal training certification
  - Receive the national EIM® credential (attending an in-person ACSM sponsored EIM® Credentialing workshop and passing the exam with a score of 80% or higher is required)
  - Complete seven webinars that educate on the EIMG® philosophies and development, policies, and guidelines and procedures for properly executing the exercise intervention following the EIMG® program design

A complimentary EIMG® Pro Training Manual is provided to all EIMG® Pros to complement the training webinars, which includes webinar power points, program forms, documents, and additional resources to assist the EIMG® Pro in implementing the exercise intervention. Please see appendix B for the EIMG® Professional Webinars and Training Manual Table of Contents.

- **EIMG® Clinical Workflow Education Guide:** The EIMG® program is integrated through the *Epic* electronic health record (EHR) system and a practitioner referral process. The Clinical Workflow Education Guide will demonstrate specifically how our team has created EIMG® Clinician Decision Modules incorporated into the *Epic* EHR. The Clinical Decision Modules include:
  - **Module 1** - The Physical Activity (PA) Vital Sign, to establish during each patient visit the minutes per week of PA obtained
  - **Module 2** - Order Sets, that include EIM® Prescriptions for chronic condition exercise doses
  - **Module 3** - EIMG® Referral protocol for physician to identify patients that lack physical activity (< 150 minutes per week of moderate intensity physical activity), and/or have or are at risk of one or more of the chronic conditions that are GHS's systems goals (Type 2 Diabetes, Hypertension, Dyslipidemia, Obesity).

Note: Due to *Epic* proprietary guidelines, screenshots of *Epic* EHR are prohibited. However, a flowchart has been created to ease in the programming of the Exercise Vital Sign and the referral process. Please see appendix C for EIMG® Clinical Workflow Education Guide Table of Contents.

- **EIMG® Consultation Services:** With the purchase of the EIMG® Toolkit, consultation with EIMG® staff is provided, to include one (1) hour of consultation for the Community component, and one (1) hour of consultation for the Clinical component. Please see appendix D for the EIMG® Consulting Staff Biographies, and the EIMG® Consulting Services Fee and Flow Structure.

<p><b><u>EIMG® Toolkit Cost</u></b></p> <p><b>Clinical and Community Components: \$4000</b></p> <p><b>Clinical Component: \$3000</b></p> <p><b>Community Component: \$2000</b></p>
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# Appendix A

## EIMG® Policies and Procedures Manual

### Table of Contents

#### Section 1 – Program Policy

- Policy Statement

- EIMG® Role Definitions

- Patient Policy Content

  - Participant Attendance

  - Confidentiality

  - Code of Conduct

- EIMG® Policy Content (Exercise is Medicine Greenville®)

- Professionals/Coordinating Staff)

  - EIMG® Certification Requirements

  - Continuing Education Requirements

  - Business Ethics

  - Code of Conduct

  - Confidentiality

  - Dress Code

  - Absenteeism and Tardiness

  - Cell Phone Use

  - Communication/Follow-up

  - Record-Keeping

  - Evaluation

#### Section 2 – Program Procedures

- EIMG® Role Definitions

- EIMG® Flowchart

- EIMG® Clinical Procedure

  - Obtain the Exercise Vital Sign (EVS)

  - Distribute Exercise Prescription Handouts

  - Create EIMG® Referral

  - Obtain Consent and Release of Information Signatures

  - Receive Feedback Information

- DSM/DPP Clinical Procedure

  - Obtain the Exercise Vital Sign (EVS)

  - Create EIMG® Telephone Referral

  - Obtain Consent and Release of Information Signatures

- EIMG® Coordinator Role Procedure

  - Orientation Procedure

  - Closing the Loop

- EIMG® Facility Coordinator Role Procedure

  - Orientation Procedure

  - Closing the Loop

- EIMG® Pro Procedure

  - Orientation Procedure

  - Session Preparation

  - Sessions

Closing the Loop  
Evaluation Procedure  
Reports  
    Clinical  
    Attendance  
EIMG® Pro Observation  
Exit Surveys  
    Clinical  
    Patient  
    EIMG® Pro

# Appendix B

## EIMG® Professional Training Manual

### Table of Contents

- EIMG® Pro Training Webinar PowerPoints
  - Webinar 1: Program Design
  - Webinar 2: Essential Building Blocks
  - Webinar 3: Recommended Building Blocks
  - Webinar 4: Policies
  - Webinar 5: Procedures
  - Webinar 6: REDCap
  - Webinar 7: Boundaries
- EIMG® Program Building Blocks
- EIMG® Program: Exercise Prescription Guidelines
- Class Session Design Examples
- Active Education Examples
- Worksheets and Guides
  - Heart Rate Reserve
  - Patient Tracking Sheets
  - Orientation Checklist
  - EIMG® Patient Code of Conduct
  - EIMG® Consent and Authorization
  - EIMG® Pro Consult Summary
  - EIMG® Patient Checklist for Contraindications
  - EIMG® Flowchart
  - EIMG® Workflow for Contraindications
  - Measurement Procedure
- Resources for Pros
- REDCap Training
- Boundaries
- Appendix A: Expanded EIMG® Program Design
- Appendix B: Patient handouts
- Appendix C: Patient handouts – EIM® Rx for Health Series
- Appendix D: REDCap forms

# Appendix C

## EIMG® Clinical Workflow Education Guide

### Table of Contents

Rooming Activity for Primary Care Practices

Exercise vital signs

Record vital signs at each visit

Flowsheet view of exercise vital signs

Graph trend view of exercise vital signs

EIMG® Readiness Scoring

Inappropriate Referrals for EIMG®

EIMG® Specialty Workflow

Provider Plan

BPA will appear for exercise < 150 minutes/week

EIMG® SmartSet

EIM® Rx for Health Patient Education Handouts

Referrals – Exercise is Medicine

Review patient condition list

Complete Risk Assessment Questions

Associate with diagnosis

Referral order and message for EIMG® Coordinator contact on AVS

Wrap-up Activity

EIM® Rx for Health Patient Education Handouts on AVS

EIMG® Consent and Release of Information Authorization forms print with AVS

Patient signs both forms

Scanning EIMG® ROI and Consent Forms into Epic

EIMG® Coordinator Referral Activities

Receives referral

Contacts the patient

Sets appointment with EIMG® Pro at YMCA and/or Life Center

EIMG® Program Design for Exercise Therapy

EIMG® Patient Information and Policies

EIMG® Pro Consult Summary – Closing the loop

Patient Checklist for Contraindications and PCP notification and evaluation

EIMG® Patient Clearance Instructions

Provider notification of participation contraindication

Provider assesses patient risk

EIMG® Release Form for EIMG® Coordinator

Attachments

Exercise Session Program Design

EIMG® Patient Information and Policies

Risk Assessment References

EIM® Rx for Health Patient Education Handouts

Patient Checklist for Contraindications

EIMG® Pro Consult Summary

EIMG® Consent and Release of Information Authorization

EIMG® Clinical Workflow Process Diagram

EIMG® Contraindications Workflow Process Diagram  
EIMG® Patient Brochure and Poster  
EIMG® Best Practice for Clinical Workflow

# Appendix D

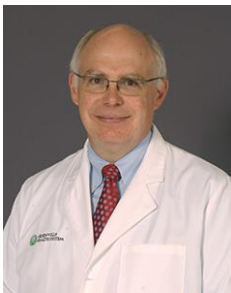
## EIMG® Consulting Staff Biographies



### **Dr. Jennifer Trilk, PhD, FACSM**

**Role:** EIMG® Program Director

Jennifer Trilk, PhD, FACSM, is an Associate Professor at University of South Carolina School of Medicine Greenville and Director of the [Lifestyle Medicine Core Curriculum](#) and [Lifestyle Medicine Distinction Track](#) (e.g. medical student training in nutrition, physical activity/exercise, behavior change, student/patient self-care, and resiliency to prevent and treat the nation's top chronic diseases such as obesity, type 2 diabetes, cardiovascular disease and various forms of cancer). Dr. Trilk also is Co-Founder and Co-Director of the [Lifestyle Medicine Education Collaborative \(LMEd\)](#), which provides leadership, guidance and resources to medical schools across the globe. Dr. Trilk has received national recognition by the Association of American Medical Colleges ([Press Release 2017](#); [Press Release 2018](#)), the [U.S. News and World Report](#), [Chicago Tribune](#), [CNN](#), among others, and she has been showcased internationally as an invited adjunct professor at the Università degli Studi del Piemonte Orientale (UPO) medical school in Novara, Italy. In 2017, Dr. Trilk presented at the [Lifestyle Medicine congressional briefing on Capitol Hill](#), in 2014 was awarded the [U.S. President's Council on Fitness, Sports and Nutrition Community Leadership Award](#), and in 2013 was an invited speaker for [Bipartisan Policy Center: "Teaching Nutrition and Physical Activity in Medical School: Training Doctors for Prevention-Oriented Care."](#) Dr. Trilk completed her post-doctoral fellowship at the University of South Carolina Arnold School of Public Health and earned her PhD in exercise physiology from the University of Georgia. She is a Fellow of the third class of the [Aspen Global Leadership Network's Health Innovators Fellowship Program](#) and is also a Fellow of the American College of Sports Medicine. Dr. Trilk's current research is evaluating the effects of exercise as a therapeutic intervention for cardiorespiratory and metabolic fitness, body composition, and psychosocial health in multiple clinical populations including survivors of cancer and spinal cord injury. (See hyperlinks for more information.)



### **Dr. Peter Tilkemeier, MD**

**Role:** EIMG® Chief Medical Officer

Dr. Tilkemeier is the Chair of [Medicine at the Greenville Health System](#) and a Professor at the [University of South Carolina School of Medicine Greenville](#) and the [Clemson University School of Health Research](#). He joined the Greenville Health System in 2015 after 25 years as a cardiologist and administrative leader in the Brown University program. He has numerous publications in the areas of exercise and behavioral change and is a strong supporter of the Exercise is Medicine concept, development, and implementation. He serves an EIMG® Advisory Board member and can provide valuable input regarding the importance and role of physician champions in all phases and aspects of EIMG® implementation.





**Dr. Saria Saccocio, MD**

**Role:** EIMG® Co-Chief Medical Officer

Saria Carter Saccocio, MD, FAAFP, MHA, was appointed Ambulatory Chief Medical Officer (CMO) and Department Chair of Family Medicine for Greenville Health System May 2017. Her leadership supports clinical integration, quality & patient safety, medical student and resident education. She joins GHS after serving as chief medical officer at Bon Secours St.

Francis Health System in Greenville, South Carolina. She has a consistent history of leading award-winning programs and improving the coordination and quality of care for patients. During Dr. Saccocio's tenure, she served on a team receiving the distinguished honor by Truven Health Analytics as one of the 100 Top Hospitals Award Winner for achieving lower mortality rates, fewer complications, shorter patient stays, and reduced readmission rates. Becker's Hospital Review recognized Dr. Saccocio as one of the top 100 Hospital and Health System CMOs to Know for 2016 and 2017.



**Dr. Ann Blair Kennedy, LMT, BCTMB, DrPH**

**Role:** EIMG® Program Creation and Evaluation, Implementation Monitoring, and Process Evaluation

[Ann Blair Kennedy](#) joined the faculty at the University of South Carolina School of Medicine Greenville as a Clinical Assistant Professor in May of 2017. She teaches in the Division of Behavioral, Social, and Population Health Sciences in the Department of Biomedical Sciences. She is also the

Co-Director of the [Greenville Health System Patient Engagement Studio](#). During her Postdoctoral Fellowship with Dr. Trilk's Human Performance Lab, she led the EIMG® Program Design Task Force in the creation of the exercise intervention and developed the Implementation Monitoring and Process evaluation plan for the project. She has [published](#) on the topics of [physical activity](#), [health promotion](#), and [lifestyle medicine](#) in several journals including the [Journal of the American Medical Association](#), [Current Sports Medicine Reports](#), and the [American Journal of Lifestyle Medicine](#).

Dr. Kennedy's specific research interests include: patient and stakeholder engagement in research, stress and wellness particularly in families with children with special needs, behavioral change interventions, as well as implementation monitoring and process evaluation. She is the recipient of an [Arnold and Colonial Life Fellowships](#), the [USC Dean's Award for Excellence in Leadership](#), and [Outstanding Volunteer Chair for the American Massage Therapy Association](#). She is also the Executive Editor of the [International Journal of Therapeutic Massage and Bodywork](#).



**Mary Jane Rogers, BSN, RN**

**Role:** EIMG® Provider Project Manager

Mary Jane is the GHS Manager EHR Informatics and brings 40 years of experience in clinical nursing in the areas of: NICU, Obstetrics, Labor and Delivery, Pediatrics, Home Health, Case Management, Quality/Risk, Management/ Director and most recently for the past 7 years in Clinical Informatics. As manager of the Electronic Health Record Clinical Informatics Department for the Greenville Health System, Greenville, SC she and her team support 900 + physicians and 3600 + nurses and clinical staff in: clinical documentation design, regulatory compliance, project management, clinical analytics reporting and clinical content development in the EHR. She has helped to lead her organization in the past 4 years for Incentive programs such as: Meaningful Use and Physician Quality Reporting System, Accountable Care, Patient Centered Medical Home and The Joint Commission. Mary Jane has a passion for health prevention through exercise, nutrition and functional medicine. Seeing patients being proactive with their health is most important! Her working vision: To be creative, informed and compassionate in order to care for the patients, staff and customers we serve!



**Jeff Knox**

**Role:** YMCA of Greenville EIMG® Site Director

Jeff Knox, District Executive and Association Director of Wellness for the YMCA of Greenville, is a 30-year YMCA professional with extensive experience in community health initiatives in Tennessee, Alabama, and South Carolina. His passion is improving the quality of life of each individual and the community, and the communities we serve.

- Jeff has worked in partnership with the Alabama State Alliance on Health and the Alabama Health Department to bring chronic disease management programs to underserved populations.
- In junction with the Pediatric Alliance and YUSA, he designed and developed the first youth fitness center in Montgomery specifically targeting obese youth in the community.
- Presenter at the Governor’s Conference on Obesity at the University of Alabama
- With the YMCA of Greenville, Jeff has focused on reversing the impact of chronic conditions through the partnership with national and community leaders in health and wellness
  - New Impact Lifestyle Management with the Greenville Health System
  - Parkinson’s Wellness Recovery
  - Blood Pressure Self-Monitoring
  - Oncology Rehab

Jeff is a 1990 graduate from the University of Alabama and has a 15-yr old daughter with his wife Leslie, who is also a health and wellness professional.



### **Jeannie Lee**

**Role:** GHS Life Center EIMG® Site Director

Jeannie Lee is the Manager of the Greenville Health System Life Center. She brings over 26 years of hospital based wellness and fitness experience to the team. Jeannie is a credentialed EIMG® Professional. Her fitness certifications include Peak Pilates Comprehensive Certification, ACSM certified Group Exercise Leader, ACSM Certified Personal Trainer, YogaFit Level 4 Instructor and workshops concerning Active Isolated Stretching (AIS) in the Aaron Mattes method. Jeannie has been with the GHS Life Center since 2000 and has been the manager since 2008. The Life Center is a 55,000 square foot medically based wellness facility that offers various programs, services and amenities. Jeannie is a graduate of Clemson University.



### **Stephanie Eskuri, RN**

**Role:** EIMG® RN Care Coordinator

Stephanie has been a Registered Nurse since 1995, spending the majority of her nursing career in Emergency Medicine and Cardiology. She came to the realization that prevention is crucial and often overlooked. She returned to school to study Exercise Science, then obtained her ACE Personal Trainer, Health Coach, and Functional Training Specialist certifications. Stephanie is also an IIN Health Coach, Nutritional Therapy Practitioner, and holds culinary certifications as a Professional Cook and Plant-Based Pro.



### **Torey Sonka**

**Role:** EIMG® Program Coordinator

Torey is an Exercise Physiologist with a background in Oncology Rehab and exercise for special populations. She holds a Bachelor's degree in Exercise Science from Metropolitan State University of Denver as well as Exercise Physiologist (EP-C), Cancer Exercise Trainer (CCET) and Exercise is Medicine Level II certifications from the American College of Sports Medicine (ACSM). She is currently working on her MBA at Clemson University. She is passionate about exercise as a means to combat disease and improve quality of life in all individuals.

## EIMG® Consultation Services Fee and Flow Structure

Institutions who have purchased the EIMG® Toolkit (either one portion or all) are granted unique access to EIMG® Program Leadership during the onboarding process. The two primary options for engaging in consulting per the fee schedule below fall into either (1) individual consulting arrangement, or (2) panel style consulting with a group of individuals. Total costs for these services will be agreed to prior to the consulting engagement and payment required at the time of service.

While every effort will be made to accommodate scheduling needs, it should be noted that the primary duties and responsibilities of the individuals listed below fall outside of this service. We kindly ask for your patience in scheduling matters accordingly.

Leader Title/Position	Institution	Hourly Rate	Contact for Scheduling
<b>Jennifer L. Trilk, PhD, FACSM</b> <i>EIMG® Program Director</i>	USCSOMG	\$400/hr	<b>Nicky Senn</b> <i>nsenn@greenvillemed.sc.edu</i>
<b>Peter Tilkemeier, MD</b> <i>EIMG® Chief Medical Officer</i>	GHS	\$400/hr	<b>Mitzi King</b> <i>mking3@ghs.org</i>
<b>Saria Saccocio, MD</b> <i>EIMG® Co-Chief Medical Officer</i>	GHS	\$400/hr	<b>Melissa Jones</b> <i>mjones24@ghs.org</i>
<b>Ann Blair Kennedy, LMT, BCTMB, DrPH</b> <i>EIMG® Program Creation and Evaluation, Implementation Monitoring, and Process Evaluation</i>	USCSOMG	\$400/hr	<b>Ann Blair Kennedy</b> <i>kenneda5@greenvillemed.sc.edu</i>
<b>Mary Jane Rogers, BSN, RN</b> <i>EIMG® Provider Project Manager</i>	GHS	\$100/hr	<b>Mary Jane Rogers</b> <i>mjrogers@ghs.org</i>
<b>Jeff Knox</b> <i>YMCA of Greenville EIMG® Site Director</i>	YMCA	\$100/hr	<b>Jeff Knox</b> <i>jknox@ymcagreenville.org</i>
<b>Jeannie Lee</b> <i>GHS Life Center EIMG® Site Director</i>	GHS	\$100/hr	<b>Jeanie Lee</b> <i>jlee@ghs.org</i>
<b>Stephanie Eskuri, RN</b> <i>EIMG® RN Care Coordinator</i>	GHS	\$100/hr	<b>Stephanie Eskuri</b> <i>seskuri@ghs.org</i>
<b>Torey Sonka</b> <i>EIMG® Program Coordinator</i>	GHS	\$50/hr	<b>Torey Sonka</b> <i>vsonka@ghs.org</i>

<b>Panel Style Consulting</b>	Total hourly cost will be based on discounted calculated total of individual hourly rates listed above. Each session will be individually calculated.
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