



HEARTS IN THE AMERICAS



Regional Workshop

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Healthy-lifestyle counselling

Healthy-Lifestyle Counselling

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MODULES OF THE HEARTS TECHNICAL PACKAGE

| Module | What does it include? | Who are the target users? | | |
|--|--|---------------------------|-------------|--------------|
| | | National | Subnational | Primary care |
| H ealthy-lifestyle counselling | Information on the four behavioural risk factors for CVD is provided. Brief interventions are described as an approach to providing counselling on risk factors and encouraging people to have healthy lifestyles. | | ✓ | ✓ |
| E vidence-based protocols | A collection of protocols to standardize a clinical approach to the management of hypertension and diabetes. | ✓ | ✓ | ✓ |
| A ccess to essential medicines and technology | Information on CVD medicine and technology procurement, quantification, distribution, management and handling of supplies at facility level. | ✓ | ✓ | ✓ |
| R isk-based CVD management | Information on a total risk approach to the assessment and management of CVD, including country-specific risk charts. | | ✓ | ✓ |
| T eam-based care | Guidance and examples on team-based care and task shifting related to the care of CVD. Some training materials are also provided. | | ✓ | ✓ |
| S ystems for monitoring | Information on how to monitor and report on the prevention and management of CVD. Contains standardized indicators and data-collection tools. | ✓ | ✓ | ✓ |

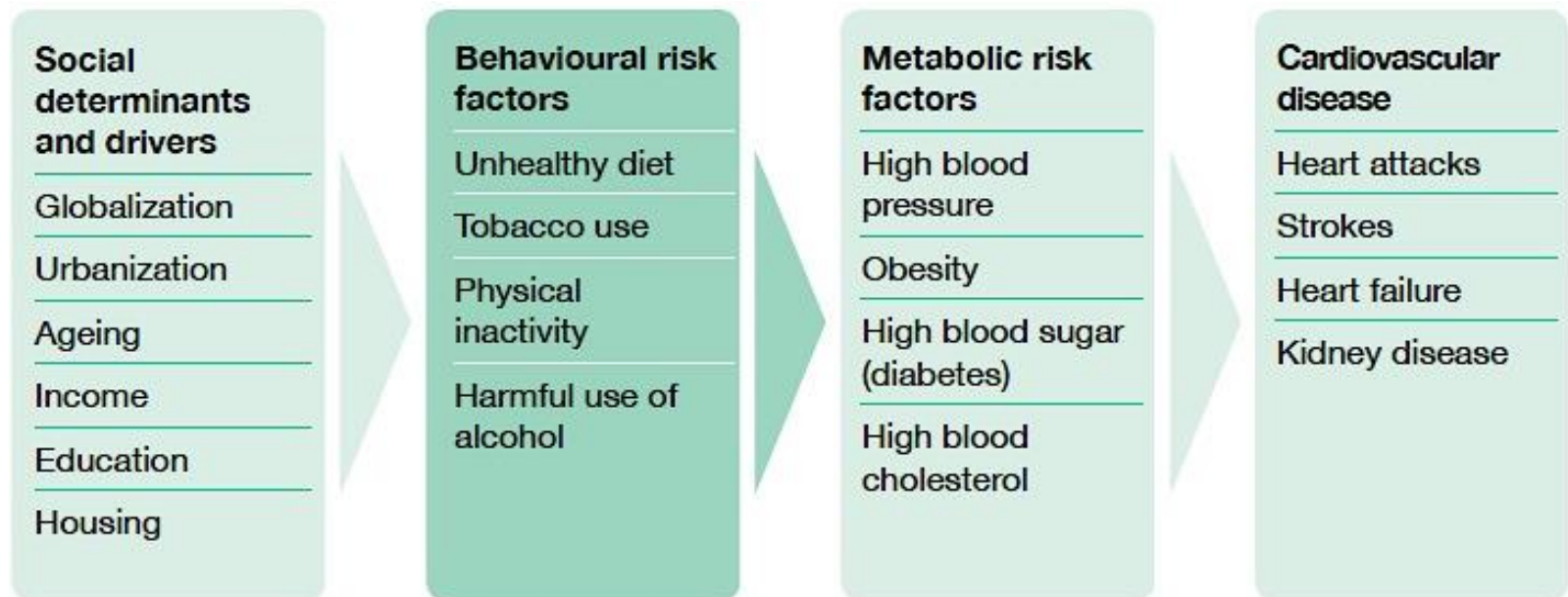
Learning Objectives

This module focuses on the behavioral risk factors and provides information on:

- ✓ tobacco use, unhealthy diet, insufficient physical activity and harmful use of alcohol as important contributors to CVDs
- ✓ behavioral change, brief interventions for counseling and key points for motivational interviewing
- ✓ the theory of the 5As for brief interventions, as well as sample brief interventions for each risk factor, using the 5As.

Introduction

- The risk factors for CVD include behavioural factors, such as tobacco use, an unhealthy diet, harmful use of alcohol and inadequate physical activity, and physiological (metabolic) factors, including hypertension, high blood cholesterol and high blood sugar or glucose. Both kinds of factor are linked to underlying social determinants and drivers.
- **Figure 1: Factors contributing to the development of cardiovascular disease and related complications**



The four main behavioural risk factors for CVD

- 1) Unhealthy diet
- 2) Insufficient physical activity
- 3) Tobacco use
- 4) Harmful use of alcohol



<http://www.who.int/news-room/fact-sheets/detail/healthy-diet>

What is a healthy diet?

- a) Variety of foods: fruits, vegetables, legumes, whole grains, etc
- b) At least 400 g (five portions) of vegetables and fruits per day
- c) Less than 5 g of salt per day (equivalent to approximately 1 level teaspoon)
- d) A total daily energy intake from fats of less than 30%
- e) Total daily energy intake from free sugars of less than 10%

Eat healthy (low-salt diet)

Patient education

- A balanced diet is very important for people with hypertension. It is also vital to eat less salt.
- For example, instead of drinking the soup broth, eat only the ingredients in the soup.
- Also cut back on pickled and processed foods like ketchup, sausage and ham.
- It is highly recommended to eat fresh and healthy local food.

- Eat less soup broth
- Eat less pickled and processed food
- Eat fresh, local food



X



X



O

The four main behavioural risk factors for CVD

- 1) Unhealthy diet
- 2) **Insufficient physical activity**
- 3) Tobacco use
- 4) Harmful use of alcohol

What is physical activity?

Any movement produced by the skeletal muscles of the human body that uses energy. It covers a range of bodily movements and activities of daily life, such as playing, working, walking, household chores and recreational activities.

Physical activity includes exercise, a subcategory of physical activity that is planned, structured and repetitive, with the objective of improving or maintaining physical fitness (WHO)

The four main behavioural risk factors for CVD

- What are the benefits of physical activity?
- **What are healthy levels of physical activity for adults?**

Adults should perform:

- ✓ At least 150 minutes of moderate physical activity (a mild increase in HR or breathing rate resulting from, i.e, brisk walking, climbing stairs, dancing, gardening or doing household chores) spread throughout the week, or
- ✓ At least 75 minutes of vigorous physical activity (including vigorous gardening, running, fast cycling, fast swimming, or playing sport) spread throughout the week, or
- ✓ An equivalent combination of moderate and vigorous activity: muscle-strengthening activities involving major muscle groups on two or more days a week.

Good exercises for patients with hypertension

Aerobic exercise

- Strengthens heart and lung function
- Strengthens joints and increases body flexibility
- Strengthens bones and muscles

Examples of recommended exercises



Walking/
Jogging



Running



Cycling



Swimming

The four main behavioural risk factors for CVD

- 1) Unhealthy diet
- 2) Insufficient physical activity
- 3) Tobacco use**
- 4) Harmful use of alcohol

Tobacco kills nearly half of its users and causes **6 million deaths every year**. Ten per cent of these deaths are the result of inhaling secondhand smoke in homes, restaurants, offices or other enclosed spaces.

What is tobacco use?

Tobacco can be smoked, sucked, chewed or sniffed. Tobacco products can generally be divided into two types:

- smoked tobacco (in cigarettes, cigars, pipes and water pipes)
- smokeless tobacco (in chewing tobacco and snuff).

All tobacco products contain the addictive substance nicotine that is absorbed into the bloodstream when a tobacco product is used.

The four main behavioral risk factors for CVD

- 1) Unhealthy diet
- 2) Insufficient physical activity
- 3) Tobacco use**
- 4) Harmful use of alcohol

What are the benefits of quitting tobacco use?

- a. Benefits to health**
- b. Financial benefits**
- c. Social benefits**

Figure 2: Calculation of money spent on tobacco



The four main behavioral risk factors for CVD

- 1) Unhealthy diet
- 2) Insufficient physical activity
- 3) Tobacco use
- 4) **Harmful use of alcohol**

The risks related to alcohol are linked to:

- The pattern of drinking
- The amount of alcohol consumed and, sometimes
- The quality of the alcohol consumed.

What is harmful use of alcohol?

As a public health problem, refers to “drinking that causes detrimental health and social consequences for the drinker, the people around the drinker and society at large, as well as patterns of drinking associated with increased risk of adverse health outcomes”

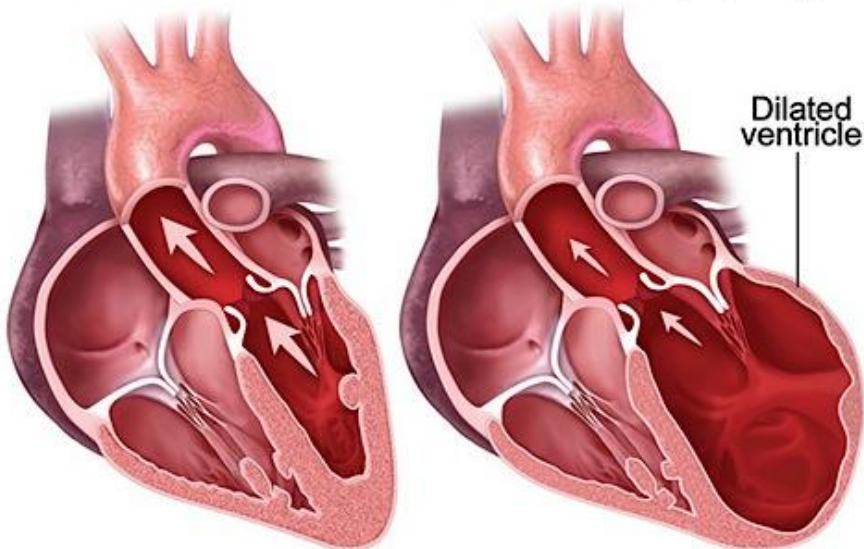
Harmful use includes high-level drinking each day, as well as single or repeated episodes of drinking to intoxication.

What are the risks of harmful use of alcohol?

High levels of alcohol consumption and regular heavy episodic drinking are clearly associated with increased risk of CVD, since harmful use of alcohol damages the heart muscle, increases the risk of stroke and can cause cardiac arrhythmia. There may also be an increased risk among light-to-moderate drinkers who have irregular heavy drinking episodes.

Normal Heart

Dilated Cardiomyopathy



➤ Counselling for behaviour change through brief interventions

- **HOW?** refers to the communication style that the health worker uses to interact with the patient during the brief intervention.

Box 3: Communication techniques – “OARS”

- Open-ended questions
- Affirm
- Reflective listening
- Summarize

Box 4: Key principles of motivational interviewing

- Don't tell the person what to do
- Listen and show empathy
- Help the patient see the gap between where they are and where they want to be
- Let the patient tell you they need to change
- Help the patient to feel confident about changing
- Roll with resistance

➤ Counselling for behaviour change through brief interventions

- **WHAT?** refers to the structure of the counselling process and the content that should be covered during the brief intervention.

Motivational interviewing

- Motivational interviewing is a style of talking with a person that can help in motivating them to change. In motivational interviewing, **the counsellor does not try to convince the person to change**, but instead guides them to reach conclusions themselves, and draws out the internal motivations unique to the person.



Brief interventions to encourage behaviour change

General theory of the 5As brief interventions

- Primary health care workers play an important role in helping patients to change their unhealthy behaviours and maintain healthy behaviours.
- **The 5As is a tool used for brief interventions.** It summarizes what a health worker can do to help someone who is ready to change. This can be integrated into regular visits by health providers of any level, either at community or facility level.
- Risk-factor counselling should be integrated with existing programme delivery at all levels of care.

| 5As | What to say/do and how to say/do it | | | | | | | | |
|------------|--|------------|-----|----------|----|------------|-----|----------|----|
| Ask | <p>Ask the patient about the relevant risk factor(s) at every visit.</p> <p>Ask in a friendly way, without being judgmental.</p> <p>Keep the questions simple.</p> <p>Record the information in the patient's medical record/notes.</p> <p style="text-align: center;">▼</p> | | | | | | | | |
| Advise | <p>Health workers have special authority because of their training. Patients usually respect this expertise</p> <p>Provide information, key messages and advice in a clear, simple, and personalized manner. Link the advice to something that is relevant for the person. For example:</p> <ul style="list-style-type: none"> • a person with hypertension may be interested in the benefits of reducing salt intake • people with young children may be concerned about the effects of secondhand smoke. <p style="text-align: center;">▼</p> | | | | | | | | |
| Assess | <p>Assess the patient's readiness to start making a change by asking two questions:</p> <ol style="list-style-type: none"> 1. Are you ready to have a diet that includes more healthy options? Be more physically active? Be a non-smoker? Be a lower-risk drinker? 2. Do you think you will be able to make the change? <table border="1" data-bbox="164 1049 985 1263"> <tbody> <tr> <td>Question 1</td> <td>Yes</td> <td style="background-color: #d9ead3;">Not sure</td> <td>No</td> </tr> <tr> <td>Question 2</td> <td>Yes</td> <td style="background-color: #d9ead3;">Not sure</td> <td>No</td> </tr> </tbody> </table> <p>Any answer in the shaded area indicates that the person is not yet ready to change. In this case, effort needs to be made to increase motivation for change.</p> <p>Answers in the white area suggest that you and the patient can move on to the next step.</p> <p style="text-align: center;">▼</p> | Question 1 | Yes | Not sure | No | Question 2 | Yes | Not sure | No |
| Question 1 | Yes | Not sure | No | | | | | | |
| Question 2 | Yes | Not sure | No | | | | | | |

| | |
|---|--|
| <p style="writing-mode: vertical-rl; transform: rotate(180deg);">Assist</p> | <p>Help the person to develop a plan that can increase the chance of success.</p> <p>Provide practical counselling that focuses on:</p> <ul style="list-style-type: none"> • provision of basic information about the risk factor • identification of situations that could trigger relapse • ways of coping with trigger situations. <p>Provide social support including:</p> <ul style="list-style-type: none"> • providing encouragement • communicating interest and concern • encouraging the person to talk about the change process with family and friends. <p>Provide and ensure availability of health education materials and details about additional resources, such as support groups, quit lines, etc.</p> <p style="text-align: center;">▼</p> |
|---|--|

| | |
|--|---|
| <p style="writing-mode: vertical-rl; transform: rotate(180deg);">Arrange</p> | <p>Arrange a follow-up contact, by phone or in person. Discuss timing of follow-up with patients. At follow-up for all patients:</p> <ul style="list-style-type: none"> • identify problems already experienced as well as new ones that could arise • remind them of the additional support that is available • schedule next follow-up visit. <p>Refer to specialist services if needed and available.</p> <p>For those who have made the planned changes:</p> <ul style="list-style-type: none"> • congratulate them on their success. <p>For those who have challenges:</p> <ul style="list-style-type: none"> • remind them to view this as a learning experience • review their circumstances and motivate them to re-commit • link to more intensive support, if available. |
|--|---|

Take-home message Healthy lifestyles



Eat healthy
Eat less salt
Eat a low-fat diet



Be physically active
More than 150 minutes
a week walking, cycling,
swimming



Quit smoking

**Stop harmful
use of alcohol**
Maximum of
one or two
drinks per day



**Manage your
stress**

Conclusions

- 1. The HEARTS healthy lifestyle package focuses on 1) smoking, 2) unhealthy diet, 3) physical inactivity, and 4) alcohol consumption**
- 2. Structured interventions, using evidence based interventions of behavioral change, should be used by HCP**
- 3. Such interventions should form part of the usual health care provider encounter with patients.**



Thank You

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