



to BaleDoneen Method® (BDM)
Practice Success

The Advantage Coaching Guide

FOR MEDICAL AND DENTAL MEMBERS

The purpose of this guide is to provide the framework you and your team need to either establish the BDM in your practice or take your current BDM practice to the next level. Following the steps in this guide and check list will help you take the patients from education all the way through EDFROG with testing, collaboration, consultation and action plan.

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SOLID FOUNDATION

- Influence your team and enlist team support of BDM in your practice.
- Establish a BDM project leader on your team and key roles of other team members.
- Review minimal requirements for comprehensive BDM care according to EDFROG-IRA. (Refer to BDM Syllabus - Preceptorship Day 1)
- Establish a collaborative relationship with your medical or dental colleague.
- Define goals, structure and target numbers in individual practice and in the collaborative relationship.
- Determine the mode of communication between medical and dental practices and to the patient.
- Identify and build relationships with key partners in the community or virtually to provide lifestyle support for patients.
- Determine your price and prepare intake forms and payment - Depending on practice model.
- Identify strategies for patient acquisition.
- Identify launch date.

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TESTING

- Plan the strategies that will work best in your office for the testing.
- Identify equipment, individuals, or partnerships (outside source), key contacts and patient resources needed for testing.
- Understand the patient preparation for each test and the information, forms and instructions to give to the patient.
- Understand payment options for each test and what/how to convey to the patient.
- Determine specimen collection procedure or location to send patients.
- Determine which labs to utilize for the testing and establish relationship with the local representative(s).
- See attached BDM Check List** and follow each step to move the patient through testing.
- See attached BDM Baseline Tests** (required & supplemental) as indicated.
- Order the tests at least one month prior to scheduled visit and obtain results 2-5 days prior to patient consultation for adequate review time.
- Organize and analyze the test results, medical history, medical records to formulate PowerPoint presentation or patient presentation with action plan.

ARTERIAL EVALUATION

- CIMT – Carotid and Femoral when indicated
- Additional vascular ultrasound as needed (carotid doppler, aortagram, ECHO, Lower extremity)
- CT Coronary Artery Calcium Score
- **See Step #3** for more details regarding CIMT and arterial evaluation tests

BLOOD AND URINE

- CHL/Quest
- Boston Heart Diagnostics
- Others

GENETICS

- CHL/Quest
- Boston Heart Diagnostics
- MyGenetx
- Others

ORAL SALIVARY DIAGNOSTICS

Partner with a BaleDoneen Dental office to allow for a BDM oral health work up which includes a pathogen test, genetic tests, exam and cone-beam evaluation as necessary.

- OraVital
- OralDNA
- Hain
- In 2019 ProSomnus looks promising

AIRWAY AND/OR SLEEP DISORDERED BREATHING

(Who will order – Medical or Dental Provider?)

- Home or Sleep Center?
- Which equipment?
- Sleep Test Company?

» EKG

» ABI

» **VS** - blood pressure both arms

» **Height, Weight, Waist and Neck Circumference**

» **Body Composition** - to include body fat, hydration, BMR, Visceral Fat, Muscle Mass

» **Ophthalmoscope and/or RetinVue**

» **Physical Examination** – in person for initial consult

» **Oral Health Evaluation** - previously mentioned

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CIMT

- Determine if you will send a team member for CIMT training or if you will bring in an outside technician.
- Determine which ultrasound company you will work with.
- Ensure the vendor you use is providing the information needed.
- Interpretation - what does the patient need to know about this CIMT? What does the patient need to know additionally (comparison to prior results, are additional tests needed)?
- Make an appointment to review first set of CIMTs with the selected vendor.
- Remember the presence and characteristics of any area measuring 1.3 mm or greater is the most important piece of information on the report.
- Establish the femoral IMT process for patients who exhibit no plaque in the carotid arteries.
- Establish the location for and ease of referral to local diagnostic center for CT coronary artery calcium score for those who need it.

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PREPARATION FOR THE COMPREHENSIVE EDFROG ASSESSMENT/ CONSULTATION

*Make sure ALL information
is gathered and compiled
for review. See Syllabus -
Preceptorship Day 1*

- Review Lab Results, H&P, previous records (look for disease), previous tests, etc.
 - Blood and urine and saliva for inflammation root causes, and genetics
- Oral Salivary Diagnostics
- Cone Beam CT
- Airway
- Sleep Disordered Breathing evaluation
- Categorize the patient accordingly; Primary, Secondary, Tertiary
- Determine next steps for engagement
- Ensure patients involve key support family and friends for success of action plan implementation, inflammation and root cause resolution, and disease avoidance or disease stabilization and reversal
- Use the BDM PowerPoint as needed and as desired based on your practice patterns to individualize the patient consultation and action plan
- Incorporate team members, video, pdf workbooks, BDM resources
- Slides, Visuals, Paper work – and/or electronic communication

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DELIVERING THE EDFROG CONSULTATION

Use provided slides to prepare a PowerPoint presentation with patients' data embedded into the results of each test relevant to the assessment.

- Ensure the patient knows he/she can Invite their significant other
- Allow a minimum of 1 1/2 hours (ideally about 4 hours)
- Consider Case Review with BDM Coach as results are completed on each patient.
- Collaborative (Dental and Medical) Review and Coordination between identified colleagues.

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EXCLUSIVE CARE

Set up one- year plan of follow-up – IRA (individual treatment, re-assess roots and inflammation regularly, and assess disease annually). See Syllabus – Preceptorship Day 2.

- Ensure the patient knows that a medical and dental provider are needed to provide care over the next year – with labs and adjustments to action plan every 3 months and a CIMT scheduled in one year to assess the status of the IMT – monitoring arterial wellness or stabilization and reversal of vascular disease.
- Ensure the patient understands the established goals – ensure clear and frequent communication with the patient.
- Reinforce identified inflammation, root causes, and the Plan of Action with goals.
- Schedule additional testing as needed, follow up labs in 90 days (6 weeks if needed - such as with new prescription). Plan for the year if annual care.
- Communicate with key health care providers, partners and colleagues regarding each patient and communicate coordinated on-going care to the patient (BDM medical, BDM dental, other specialists as needed in medical &/or dental, and all lifestyle coaches or support specialists).
- Compel patients to involve family members to also receive a BDM assessment.