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:

  - 44% complete

What prevents patients from completing them?

- lack of familiarity: 60%
- think they’re too young or healthy to need them: 14%
- uncertain of the process for adopting them: 11%

**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:

- 86% preferred to have their last days at home instead of a hospital or nursing home.
- 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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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.