

# 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<sup>1</sup>



**88%** of patients with an advance directive **did not receive input** from their physician<sup>1</sup>



**60%** of Americans want their end-of-life wishes respected<sup>2</sup>



**Only 20%** have an advance directive<sup>2</sup>



## 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<sup>1</sup>

What prevents patients from completing them?<sup>3</sup>



60% lack of familiarity



14% think they're too young or healthy to need them



11% 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<sup>2</sup>

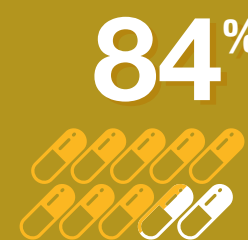


The median cost of treating a non-hospice patient is **67%** more than treating a hospice patient<sup>4</sup>

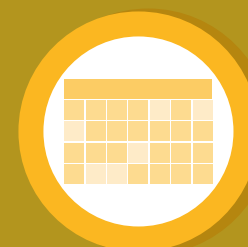
In a survey of 2,515 Medicare patients:<sup>4</sup>



**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

Have the Conversation. PARTNER. PLAN. PROTECT

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<sup>1</sup> "Advance Care Planning." Shaylona Kirk, MD.

<sup>2</sup> "American Journal of Public Health: End-of-Life Care Issues." Medscape.

<sup>3</sup> "The Public's Perspectives on Advance Directives: Implications for State Legislative and Regulatory Policy." National Center for Biotechnology Information.

<sup>4</sup> "Transforming End-of-Life Care." The Third Way Economic Program.