

# 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 (Prisma Health—Upstate), 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 Prisma Health—Upstate 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 Prisma Health—Upstate 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, Training Manual Table of Contents, and EIMG® Patient Education Handouts 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 Prisma Health—Upstate’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.

**EIMG® Toolkit Cost**

**Clinical and Community Components: \$4000**

**Clinical Component: \$3000**

**Community Component: \$2000**

## **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® Professional New Staff Orientation Information
  - EIMG® Pro New Staff Orientation Checklist
  - EIMG® Policies & Procedures Acknowledgement Form
- EIMG® Policies & Procedures Acknowledgement Form
- EIMG® Program Definitions
- 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
- EIMG® Program Referral Process & Operational Workflow
- EIMG® Coordinator & RN Care Coordinator Procedures
- EIMG® Facility Coordinator Procedures
  - Facility Coordinator Instructions to Email REDCap Orientation Forms
- EIMG® Pro Procedures
  - Patients Exhibiting Contraindications to Exercise
- EIMG® Program Documents
  - Orientation Appointment Documents**
    - Orientation and Sessions Overview
    - Orientation Appointment Checklist
    - Consent and Authorization Form
    - Beginning Anthropometric-Biometric Assessment
    - Heart Rate Reserve Worksheet
    - EIM Greenville® Intake Form and Health History
    - Code of Conduct and Participant Attendance Policy
    - Contraindications Checklist
    - Patient Clearance Instructions
    - Pre-Test Promis Scale v1.2 Global Health
    - Pre-Test Patient Health Questionnaire 9
    - Pro Consult Summary Form
  - Class Documents**
    - Exercise Prescription Card Sample 1
    - Exercise Prescription Card Sample 2
    - Exercise Prescription Card Sample 3
    - Pro Daily Intake (REDCap) Form
    - Patient Physical Activity Behavior
    - Final Assessment Documents
    - Final Anthropometric-Biometric Assessment

Participant Exit Survey  
Participant Exit Survey Instructions  
Post-Test Promis Scale v1.2 Global Health  
Post-Test Patient Health Questionnaire 9  
EIMG Food Behavior Survey  
Participant Completion Certificate  
REDCap Guide  
Setting Healthy Boundaries  
Resources  
    Resting Blood Pressure and Heart Rate Measurement Procedure  
    Waist and Hip Circumference Measurement Procedure  
    Session Design Examples  
    Active Education Examples  
    Pro Consult Summary Form – Example 1  
    Pro Consult Summary Form – Example 2  
    Smartphone Apps  
    Outdoor Resources  
EIMG® Program Building Blocks (Expanded)

## **EIMG® Patient Education Handouts**

### **Table of Contents**

Planning for Success  
Identifying Barriers  
Set Goals  
Water Works Wonder  
Exercise and Weight Loss  
Flexibility  
Stress Management  
Stick To Your Plan  
Snacking  
Don't Go It Alone  
Intensity Intelligence  
Aerobic and Strength Training  
METS and WATTS  
Map Your Success  
Feeling Great  
Get More From Less  
The Truth About Carbs  
Fast Facts For Fat  
Build on Protein  
Packing Healthy Lunches  
S.M.A.R.T. Goals  
See The Finish Line

# Appendix C

## EIMG® Clinical Workflow Education Guide

### Table of Contents

- Rooming Activity for Primary Care Practices

  - Exercise vital signs

  - Inappropriate Referrals for EIMG®

- Provider Plan

  - BPA will appear for exercise < 150 minutes/week

- EIMG® SmartSet

  - EIMG® Rx for Health Patient Education Handouts

  - Referrals – Exercise is Medicine

  - Review patient condition list and complete Risk Assessment Questions

  - Associate diagnosis with EIMG® referral order

- Wrap-up Activity

  - EIMG® Rx for Health Patient Education Handouts printed on AVS

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

  - Patient signs both forms prior to leaving office

  - Scanning EIMG® ROI and Consent Forms into Epic

- EIMG® Coordinator Referral Activities

  - Receives referral and contacts the patient

  - EIMG® Pro Consult Summary upon completion of EIMG® sessions - Closing the loop

- Patient Checklist for Contraindications and PCP notification and evaluation

  - Provider notification of participation contraindication by EIMG® Care Coordinator

  - EIMG® Release Form to EIMG® Coordinators is required from Provider to return

- Attachments

  - EIMG® Exercise Session Program Design

  - EIMG® Patient Information and Policies

  - Risk Severity Assessment References

  - EIMG® 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

# Appendix D

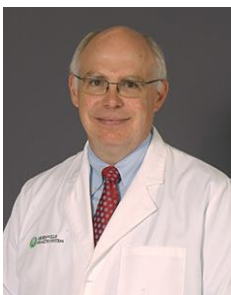
## EIMG® Consulting Staff Biographies



**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 Prisma Health—Upstate](#) and a Professor at the [University of South Carolina School of Medicine Greenville](#) and the [Clemson University School of Health Research](#). He joined Prisma Health—Upstate 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. Phyllis MacGilvray, MD**

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

Phyllis MacGilvray, MD, is an upstate native from Abbeville, SC. She received her medical degree from the Medical University of South Carolina, completed her residency at University of Vermont and is board certified by the American Board of Family Medicine and the American Board of Lifestyle Medicine. Dr. MacGilvray is currently the Chair of the Department of Family Medicine and is an Associate Professor with The University of South Carolina School of Medicine – Greenville. Dr. MacGilvray enjoys practicing full-scope family medicine including pediatrics, outpatient gynecology, and prenatal care at the Center for Family Medicine-Greenville. She strongly believes in the power of patient-centered primary care and frequently teaches her medical students and residents the following: “All patients have a unique story. The difference between a good doctor and a great doctor is how well you listen and truly understand each patient’s unique story.”



**Mary Jane Rogers, BSN, RN**

**Role:** EIMG® Provider Project Manager

Mary Jane is Prisma Health—Upstate Manager of 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 Prisma Health—Upstate, 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!



**Sam Franklin**

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

Sam has worked in the YMCA for 31 years. Currently he is the Chief Operating Officer of the YMCA of Greenville and manages all five membership branches, Camp Greenville, Judson Community Center, Youth and Government/Teen Services. He also has a budget responsibility of \$20 million dollars, supervises 11 FT staff and 600 PT staff.



**Libby Boerger, MBA**

**Role:** Prisma Health Life Center Manager

Libby has been with Prisma Health since 2013 in a variety of roles, and has been with the Life Center since 2018. Libby has a Bachelor of Science in Nutrition Science from The Ohio State University and a Master of Business Administration from Clemson University. Libby became a Group Fitness Instructor in 2018 in order to motivate and encourage people to find their love of fitness through Group Exercise – just like she did. When not working you can find Libby running, doing CrossFit, or practicing calligraphy.



**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.



**Jessica Driggers, MS, EP-C**

**Role:** EIMG® Coordinator

Jessica has a Bachelor of Science and Master of Science in Exercise Science and is a Certified Exercise Physiologist through ACSM. She began her career in 2017 and quickly became involved with Exercise is Medicine. After coordinating an EIM program in Tennessee for nearly four years, she moved back to her native state of South Carolina to continue her career with EIM Greenville. She also has experience with group fitness as a Level 1 Certified Spinning Instructor.

## 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>Frankie Bennett</b> bennet24@greenvillemed.sc.edu
<b>Peter Tilkemeier, MD</b> <i>EIMG® Chief Medical Officer</i>	Prisma Health—Upstate	\$400/hr	<b>Mitzi King</b> Mitzi.King@prismahealth.org
<b>Phyllis MacGilvray, MD</b> <i>EIMG® Co-Chief Medical Officer</i>	Prisma Health—Upstate	\$400/hr	<b>Susy Fonte</b> Susy.Fonte@prismahealth.org
<b>Mary Jane Rogers, BSN, RN</b> <i>EIMG® Provider Project Manager</i>	Prisma Health—Upstate	\$100/hr	<b>Mary Jane Rogers</b> Mary.Rogers@prismahealth.org
<b>Sam Franklin</b> <i>YMCA of Greenville EIMG® Site Director</i>	YMCA	\$100/hr	<b>Sam Franklin</b> sfranklin@ymcagreenville.org
<b>Libby Boerger</b> <i>Prisma Health Life Center EIMG® Site Director</i>	Prisma Health—Upstate	\$100/hr	<b>Libby Boerger</b> Libby.Boerger@prismahealth.org
<b>Stephanie Eskuri, RN</b> <i>EIMG® RN Care Coordinator</i>	Prisma Health—Upstate	\$100/hr	<b>Stephanie Eskuri</b> Stephanie.Eskuri@prismahealth.org
<b>Jessica Driggers</b> <i>EIMG® Program Coordinator</i>	Prisma Health—Upstate	\$50/hr	<b>Jessica Driggers</b> Jessica.Driggers@prismahealth.org
<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.		