

# THE CLINICAL HEALTH COACH® FUSION TRAINING

Clinical Health Coach Fusion Training has emerged from the experience of training hundreds of health care professionals across the country. Our goal is to provide the flexibility and valuable standalone elements of the Clinical Health Coach Training Online, with an engaging onsite Two-Day Live Intensive.

## CURRICULUM OVERVIEW

### Clinical Health Coach Training Online

Curriculum includes 5 modules. Foundational health coaching, practical application strategies and communication skills comprise 70% of content provided in 15-25 minute segments. Live coaching skills development and practice calls facilitated by experienced faculty are offered weekly. The balance of the curriculum integrates health coaching with population health and evidence-based care management strategies. Best practices in team-based care, self-management support, health literacy and outcomes evaluation are other key topics explored. A convenient 26 hour self-paced learning experience, it is recommended participants complete the majority of the online modules prior to the Two-Day Live Intensive.

### Two-Day Live Intensive

Two days of live onsite training provides students with access to leading faculty and extended learning which builds upon the online experience. Day 1 focuses upon Motivational Interviewing and coaching skills development. Day 2 highlights healthcare communication as well as leadership skills to effectively implement health coaching in your clinical setting.

### Certificate of Competency

Enrollees may earn a Certificate of Competency in Clinical Health Coaching upon successful completion the online curriculum (which includes receiving a passing score on three online exams) and completing and passing a live coaching performance evaluation. This Certificate provides validation of coaching skills, a benefit to organizations and individuals alike.

## CEU/CME CREDITS

Credits are available through the Interstate Postgraduate Medical Association for nurses and for most other healthcare professionals based upon AMA PRA Category I Credits™. This training is approved for up to 26.0 hours for both nursing CEU's and AMA PRA Category I credits. Full information on CME/CEU credits and disclosures are available at [www.clinicalhealthcoach.com](http://www.clinicalhealthcoach.com)

## PRICING

Individual Registration \_\_\_\_\_ \$1,400.00

Group Registration \_\_\_\_\_ \$1,260.00  
(Registering 3 or more)

*The basic pricing includes access to the online learning portal, resource and reference materials, module testing, weekly teleconference calls, CME/CEU credits, Two-Day Live Intensive and the opportunity for a clinical performance evaluation qualifying you for a CERTIFICATE OF COMPETENCY in Clinical Health Coaching. Travel and lodging for the Two-Day Live Intensive not included.*

## CHC CONTRACT FUSION TRAININGS

Are you an ACO, Integrated Health System, Healthcare Network, Public Health System or Collaborative and would like us to come to you? Our Clinical Health Coach training can be brought to your location. A minimum of 40 persons are required. For more information contact Kathy Kunath at 515-971-3234.

## SPONSORSHIP

Clinical Health Coach® training is provided by the Iowa Chronic Care Consortium (ICCC), a not for profit, population health consulting, training and planning organization. Our mission is to build capacity with other organizations to deliver effective, personalized health improvement and chronic care strategies that reduce the burden of chronic conditions.

## INFORMATION

To learn more about CHC, our programs, schedule of onsite trainings, pricing and more, visit us at:  
[www.clinicalhealthcoach.com](http://www.clinicalhealthcoach.com).



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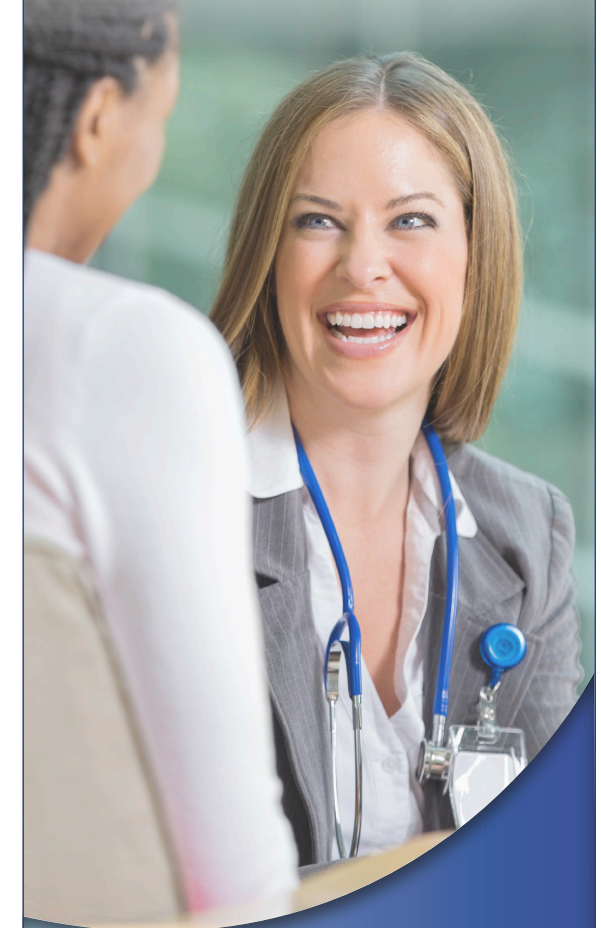
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# CLINICAL HEALTH COACH® FUSION TRAINING



*Transforming the Conversation  
Focusing the Care  
Improving Patient Outcomes*

# COACH TRAINING BUILDS CAPACITY IN YOU AND YOUR ORGANIZATION

**How can I as a busy practitioner be responsible for an entire population of patients, especially those with chronic conditions? How can my team use our brief time with patients to help them manage the 98% of care that takes place outside of the providers setting?** Patients are truly the great underutilized resource in healthcare. How can I actually engage them as partners in the care process?

**Future healthcare delivery is here. Success in value-based payment requires high quality person-focused care.** Quality and outcome driven care teams, focused care coordination and holistically engaged patients are proven strategies on this value-oriented path. Addressing patients' life circumstances, or social determinants, is increasingly seen as critical in creating overall health and well-being. Getting to person-focused care requires a new conversational skillset – one where listening is more important than talking, where building a trusting relationship is continuous. These new communications skills help us see the patient's health and well-being through their lens, rather than through ours.

**Clinical Health Coach's Fusion Training is designed to "Transform the Conversation" between care team members and patient, engaging them in a whole new way.** When we learn true motivations and needs of patients, it enables the team to "Focus Care" where it matters, activating a patient's health promoting behaviors and "Improving Patient Outcomes."

**PATIENTS ARE TRULY THE GREAT UNDERUTILIZED RESOURCE IN HEALTHCARE.**

## LEARNING FEATURES

- Emphasis on clinical patient engagement and activation strategies through a health coaching approach.
- Exploration of health coaching skills that can be learned and effectively used by all members of the healthcare team.
- Clinical assessments, tools and resources to support best practice care and patient centered goal setting.
- Population health strategies to engage your entire panel of patients.
- Leadership skills to promote team-based care, implement clinical health coaching strategies and address change management.

## WHAT IS CLINICAL HEALTH COACHING?

**First and foremost, it is a very particular set of skills and attitudes enabling healthcare professionals to truly partner with patients to achieve outcomes that matter.**

The intent is to develop a behavior change specialist talented in building a trusting relationship with patients. Then, leveraging that relationship around the patient's own expressed interest in improved behaviors, self-care skills and ongoing accountability.

Participants trained in Clinical Health Coaching achieve the most satisfaction from their training when they work in a clinical environment where they are actively engaging patients with chronic conditions.

Nurses, medical assistants, physicians, pharmacists, dietitians, social workers and others profit as individuals and care teams to move the needle improving patient health status and reducing risk.

## HOW WILL CLINICAL HEALTH COACHING MAKE A DIFFERENCE IN YOUR ORGANIZATION?

**Learning a patient's needs and preferences** results in aligning their personal health goals with best treatment options – building a trusting relationship is the base for effective person-focused care planning and coordination.

**Health coaching improves staff efficiency** through conversations that are intentional, guided and effective in small time increments.

**Health coaching supports key activities** in patient and family engagement and quality improvement in MIPS reporting.

**Health coaching supports meeting required standards** to achieve recognition as a Medical Home.

**Health coaching supports billing codes** for Annual Wellness Visits, Chronic Care Management, Advanced Care Planning, Behavioral Health Integration, care coordination, and other care models which are payer or state specific.

**Health coaching models are effective** in multiple settings; the skills are valuable for all patient-facing team members in both private and public healthcare settings; the application is accelerating in ACOs and other shared savings strategies.



Visit our website  
to register  
[www.clinicalhealthcoach.com](http://www.clinicalhealthcoach.com)