

## Outline

### Introduction

### Importance

- Diabetes – current and predicted prevalence, costs
- Depression – current prevalence, costs
- Impact on individuals, families, and organizations (including payers)

### Relationship

- Cyclic nature of comorbid depression and diabetes  
depression → reduced motivation → decreased social interaction → unhealthy behaviors → increased DM  
→ increased depression → decreased energy → increased hopelessness → increased nonadherence
- Correlation or causation?

### Best Practices

- Framework – holistic, person-centered
- Identification
- Program traits
  - Interdisciplinary team – a blend of telephonic and face-to-face support
  - Address safety and emotional/behavioral health needs first
  - Offers evidence-based treatment
    - therapy
    - psychiatry for pharmacotherapy if needed/appropriate
- Results
- Experiential – coaching exercise

### Conclusion

- Questions & discussion

## Experiential

### Case Studies

- 28-year-old member with diabetes and depression, enrolled in for weight management. The member has an acrimonious relationship with her ex-boyfriend, the father of her 1-year old daughter. She is now living with her new fiancé and is a stay at home mother. Some days the member struggles to check her blood sugar and take her medications. She has a BMI of 49 and wants to lose over 100 pounds. She feels overwhelmed by this and is struggling with high blood pressure as well. The member does not have a car and must rely on public transportation to appointments.
- 60-year-old male with pre-diabetes and depression, enrolled for tobacco cessation. The member has a BMI of 32 and smokes ½-1 pack of cigarettes daily. The member lives alone and works full time. He feels he has no time for anything else after he gets home from his stressful job. The member feels exhausted at the end of each day and eats fast food for most meals to get home as soon as possible and lay down. His commute to work is 45 minutes each way.

### Instant Influence Questions

1. Why might you change?

You can rephrase this question to focus on the present, “why are you starting to cut down on your cigarettes?” or the past, “why did you used to exercise regularly?” Do not focus on HOW – we want to know their WHY. Reflect back to them their motivation for change, “You want to cut back on cigarettes because they are so expensive, and you are worried about your health.” Acknowledge any resistance.

2. How ready are you to change – on a scale of 1 to 10?

You might be surprised that even resistant individuals are more motivated than you thought. Do not attach too much importance to the number, it is just a tool to elicit change talk. This approach allows individuals to really imagine the possibilities.

3. Why didn't you pick a lower number?

Because individuals are used to being pressured into doing what others want, this question often surprises them. We acknowledge that there is at least a little motivation for change – we want them to tell us WHY.

4. Imagine you've changed? What would the positive outcomes be?

You may be surprised to see how this question helps the individual to find more personal, and powerful, reasons for change. “Suppose we waved a magic wand and this change just happened – no cost, no effort. How would you benefit?”

5. Why are those outcomes important to you?

Consider asking “why is THAT important to you” at least 2-3 times to reveal the deeply personal reasons for change. Then reflect back to the member their motivation – choosing to emphasize the reasons why and to de-emphasize the resistance to engender a sense of hope. “So, if I understand you correctly, even though you were initially unsure about seeing the therapist, now you are saying that it could really benefit you.”

6. What’s the next step, if any?

This is where we begin asking about how they might make the change. Encourage individuals to choose a manageable step and help them to make a plan. “I believe that you want to do this, but it can be helpful to identify how. Would you be willing to think for a minute about what strategies you might use?”

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