

Overcoming the firewall! Clinical tips on how to engage and retain patients in the prehabilitation process

Dr Simon Morris
Clinical Psychologist

I have no potential conflict of interest to report



XXVII Ifso World Congress



Melbourne 2024



XXVII Ifso World Congress



Melbourne 2024

Barriers and facilitators to participation in prehabilitation

Component
Psychological capability
Physical capability
Physical opportunity
Social opportunity

[Int J Behav Nutr Phys Act.](#) 2023; 20: 75. Published online 2023 Jun 21. doi: [10.1186/s12966-023-01474-6](https://doi.org/10.1186/s12966-023-01474-6)

Component	Barriers
Psychological capability	<ul style="list-style-type: none"> • Lack of knowledge of the benefits and concept of prehabilitation • No awareness of prehabilitation options
Physical capability	<ul style="list-style-type: none"> • Physical symptoms • Age-related limitations • Physical and exercise limitations
Physical opportunity	<ul style="list-style-type: none"> • Hard to find time • Limited financial capacity • Transportation and parking limitations
Social opportunity	<ul style="list-style-type: none"> • Lack of social support

[Int J Behav Nutr Phys Act.](#) 2023; 20: 75. Published online 2023 Jun 21. doi: [10.1186/s12966-023-01474-6](https://doi.org/10.1186/s12966-023-01474-6)

Component	Barriers	Facilitators
Psychological capability	<ul style="list-style-type: none"> • Lack of knowledge of the benefits and concept of prehabilitation • No awareness of prehabilitation options 	<ul style="list-style-type: none"> • Knowledge of the benefits of prehabilitation
Physical capability	<ul style="list-style-type: none"> • Physical symptoms • Age-related limitations • Physical and exercise limitations 	
Physical opportunity	<ul style="list-style-type: none"> • Hard to find time • Limited financial capacity • Transportation and parking limitations 	<ul style="list-style-type: none"> • Having access to physical activity resources • Home-based prehabilitation • Tailored approach
Social opportunity	<ul style="list-style-type: none"> • Lack of social support 	<ul style="list-style-type: none"> • Social support • Encouragement by family and friends • Encouragement by a health care professional

Int J Behav Nutr Phys Act. 2023; 20: 75. Published online 2023 Jun 21. doi: [10.1186/s12966-023-01474-6](https://doi.org/10.1186/s12966-023-01474-6)

Component	Barriers	Facilitators
Psychological capability	<ul style="list-style-type: none"> • Lack of knowledge of the benefits and concept of prehabilitation • No awareness of prehabilitation options 	<ul style="list-style-type: none"> • Knowledge of the benefits of prehabilitation
Physical capability	<ul style="list-style-type: none"> • Physical symptoms • Age-related limitations • Physical and exercise limitations 	
Physical opportunity	<ul style="list-style-type: none"> • Hard to find time • Limited financial capacity • Transportation and parking limitations 	<ul style="list-style-type: none"> • Having access to physical activity resources • Home-based prehabilitation • Tailored approach
Social opportunity	<ul style="list-style-type: none"> • Lack of social support 	<ul style="list-style-type: none"> • Social support • Encouragement by family and friends • Encouragement by a health care professional

Int J Behav Nutr Phys Act. 2023; 20: 75. Published online 2023 Jun 21. doi: [10.1186/s12966-023-01474-6](https://doi.org/10.1186/s12966-023-01474-6)



XXVII Ifso World Congress



Melbourne 2024

Metabolic and bariatric surgery is demanding

DEMANDS

Dietary	Behavioural	Psychological and relational demands	Organisational	Self-care demands	Exercise
<ul style="list-style-type: none"> - Stick to 3 meals and 3 snacks - Stick to recommended portion sizes - Eliminate foods that trigger dumping - Meet daily protein requirements - Continue taking a dietary supplement for life 	<ul style="list-style-type: none"> - Cessation of eating before being overly full - Separation of eating and drinking - Limiting alcohol intake - Remaining abstinent of smoking or vaping for life 	<ul style="list-style-type: none"> - Adjust to life in a different and unfamiliar body - Cope or deal with loose skin - Be satisfied with less of desirable foods - Continue eating in a routine way despite life's challenges - Navigate changes in relationships - Navigate social situations involving food 	<ul style="list-style-type: none"> - Ongoing planning and food preparation - Follow up with healthcare team 	<ul style="list-style-type: none"> - Prioritise oneself and one's own needs. - Taking better care of oneself 	<ul style="list-style-type: none"> - Regular cardiovascular exercise - Progressive resistance training



Possible outcomes:

- Expected weight loss followed by progressive weight regain
 - Sub-optimal weight loss followed by weight regain
 - Demands are initially met however there is a regression over time as this cannot be maintained due to their individual capacity.
 - Capacity reduces over time (related or unrelated to surgery)
- YOU ARE NOT READY!!!!**



XXVII Ifso World Congress



Melbourne 2024



XXVII Ifso World Congress

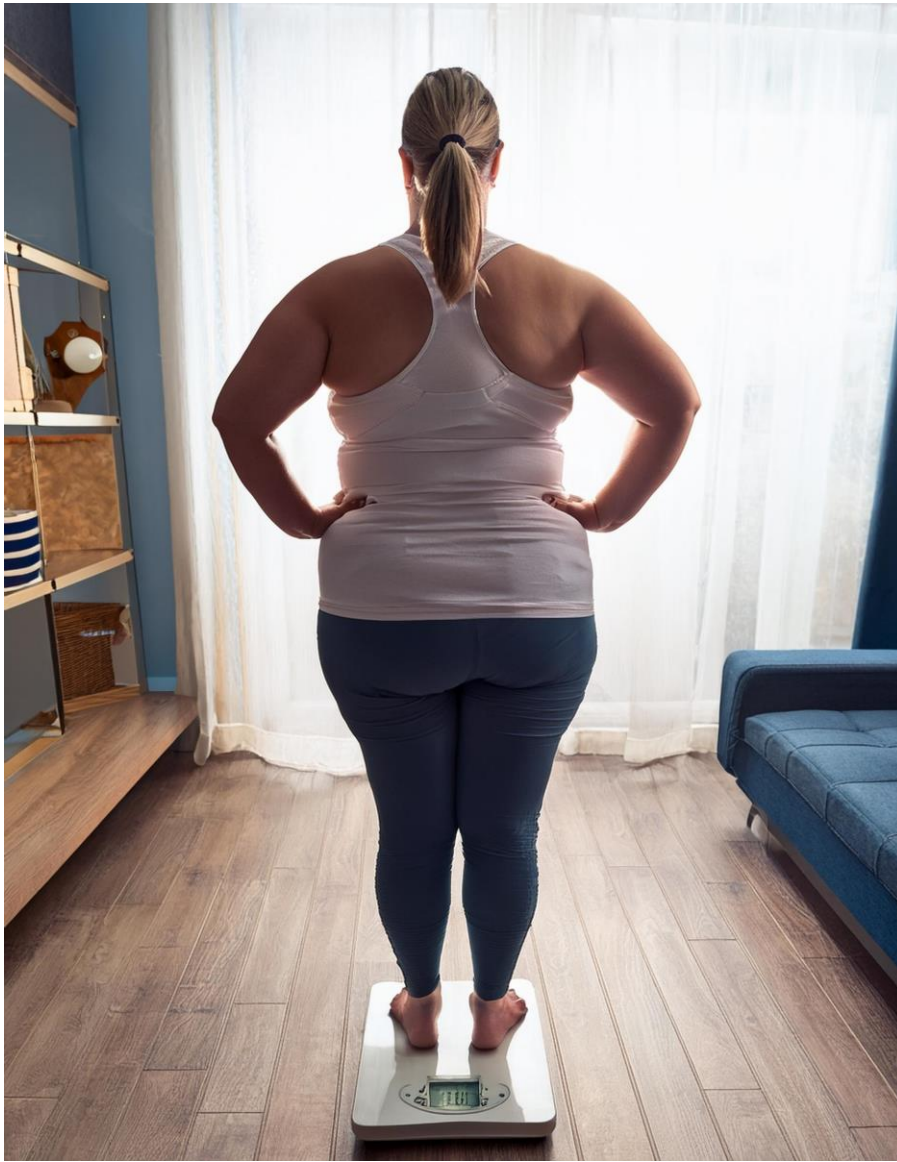


Melbourne 2024

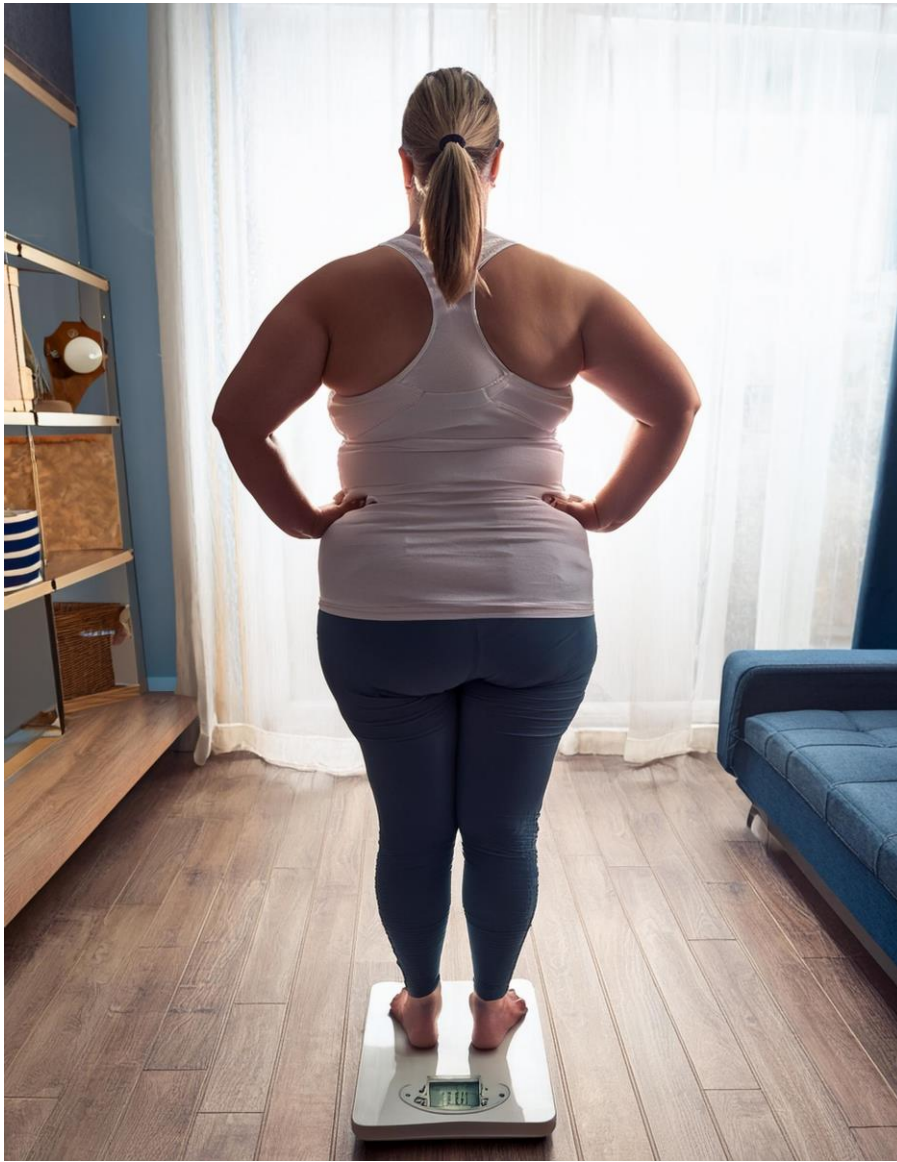
The psychology of selling

Sales psychology

- considers the psyche of your target market to sell your products and services
- appeals to *current wants and needs*, rather than convincing someone they need the product or service
- recognises that most people buy based upon emotion rather than logic

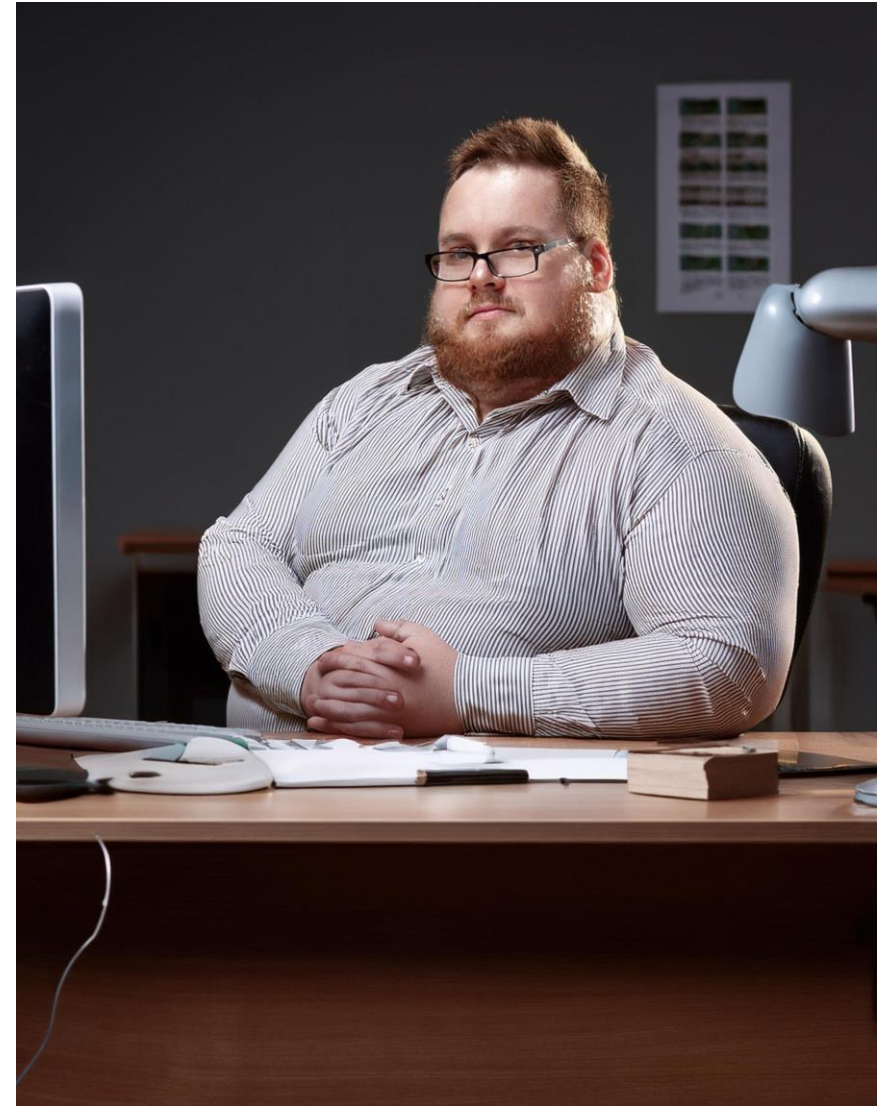


- Sophie is pursuing her desire for bariatric surgery, and meets us as an allied health professional as part of the assessment.
- We identify her unstable mental health, PCOS, absence of exercise history, and care of two children with disabilities are likely to impact her capacity to meet the demands of bariatric surgery.
- We think she is a strong candidate for our prehabilitation program to improve her readiness for the challenges that lie ahead. We are concerned about her existing capacity to meet these demands.

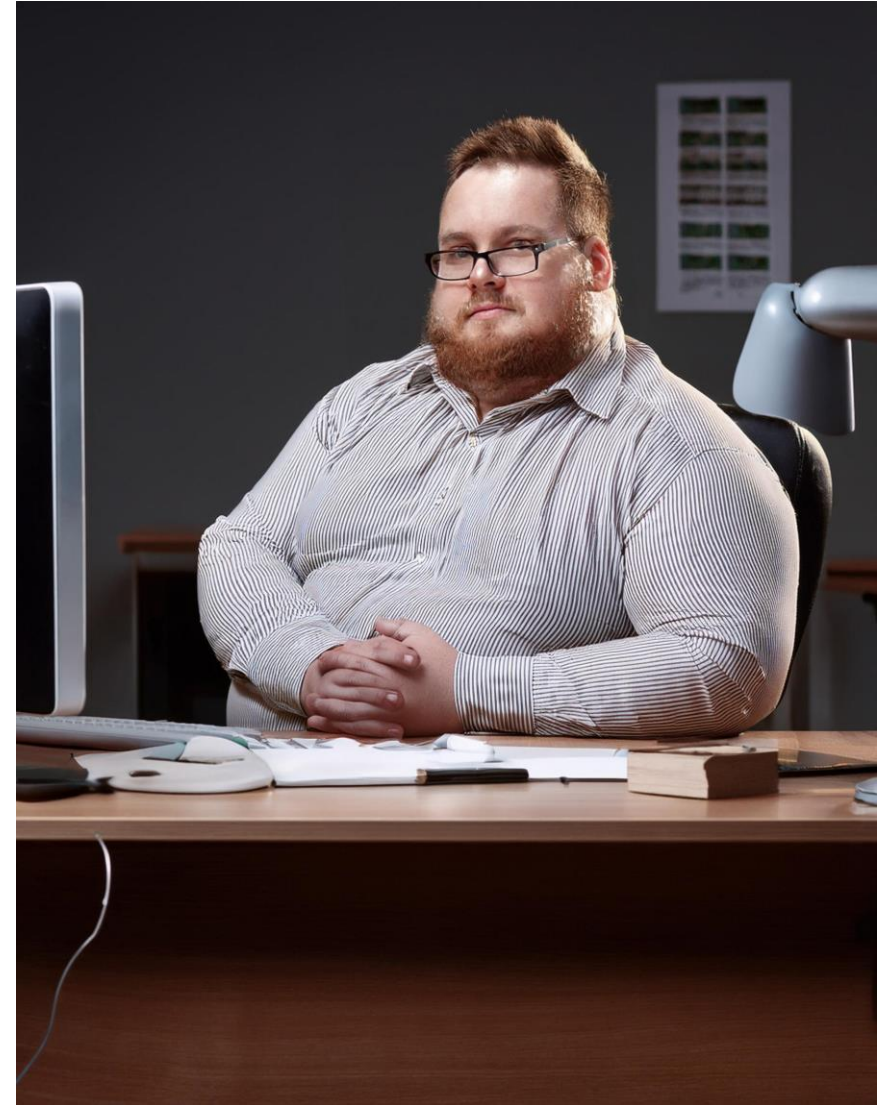


- Instead of focussing upon the rational reasons she is not ready, we rather:
- Focus upon her need to be an active mother and take care of her children.
- Explore the emotions of what it will feel like to be an active mother for herself, and for her children.
- Validate the importance of that need and the difference it will make to her life. Encourage her to make steps to start that right away. She already deserves it.
- Tell her a story of a similar patient who saw the benefits of starting early in pre-hab.

- Troy is also pursuing his desire for bariatric surgery, and meets us as an allied health professional as part of the assessment.
- We identify his prioritisation of travel for work, his lack of meal planning, and high levels of stress and emotional eating as likely to impact his capacity to meet the long-term demands of bariatric surgery.
- We think he is a strong candidate for our prehabilitation program to improve his readiness. We are concerned about his self-neglect and career ambitions continuing to come before his health.



- Instead of emphasising his lack of preparation or awareness of his needs:
- We identify how important a “successful” surgery will become part of his brand professionally, and he will leverage this in future negotiations of his worth.
- We identify he has a business mentor, and ask him to discuss the prehabilitation program with his mentor, and what this could mean for his long-term success.
- We encourage visualisation to see himself confidently walking into work situations and educate him this will take a long time to change, even after weight loss.



Patients engage and retain in the prehabilitation process because of their own current wants and needs, not because of our valid concerns

Focus upon their current wants and needs, and how prehabilitation will start meeting that now

Thank you

Dr Simon Morris

simon@dsmpsychology.com