**METHODS**

**Established ACP Facilitator Trainings with Medical Professionals**
- Collaboration with Individual Physicians
  - Identified and partnered with physicians who encouraged this ACP facilitator/instructor to meet with their patients on a regularly scheduled day every other week.
  - 20-minute sessions with patients/families in a private setting; described the importance of planning, identifying a Health Care Proxy, providing clear and convincing evidence of wishes through a conversation with a loved one, preparing an Advance Directive, and distributing it to those involved with the patient's care.
- Engaged the medical office staff, who realized the value of this service to their patients, and trained them as facilitators.
- Casting a Wider Net
  - Care presentations to medical professionals at regional and quarterly meetings, offering train-the-trainer sessions and discussing successes with reaching patients.
  - Stratified with DSRIP and the palliative care project members to train professionals embedded in medical practices, trained physicians, PAs, nurses, NPs, chaplains, social workers, community care workers, and community volunteers.
- Collaborated with hospital systems and health agencies to train greater numbers of medical providers.

**RESULTS**

- **Professionals trained in ACP:**
  - Become validated stakeholders in the commitment to change the way their patients think about advance care planning.
  - Have the ability to influence the number of meaningful conversations about goals, values and preferences that lead to the preparation of advance directives.
  - Comprise numerous and varied disciplines, in a range of settings.
  - Demonstrate confidence in skills as a direct and positive result of facilitator training:
    - "I've gained skills that will make me more confident in discussing ACP with my patients. I'll be able to demystify their apprehensions.
    - "I will encourage my patients to complete a Health Care Proxy.
    - "I envision new opportunities for implementation in my practice.
    - "Very useful, practical, understandable materials. Will have more conversations with my patients.
    - "Great tools! Really helped me find my comfort level when approaching this subject, along with realizing patients' discomfort. Relieved my own anxieties about the topic."

**CONCLUSIONS**

- Training medical professionals in ACP techniques is creating a richer forum for patients to think about advance care planning.
- Discussions and engagement of ACP topics is demonstrating to patients that these conversations are important and valued.
- Facilitating opportunities exist for incorporation of ACP topics within a variety of medical practices and health-care agencies.
- In six months, over 200 medical professionals were trained by one trainer...it is estimated that on average each of these 200 have had ACP conversations with five patients during that time. That translates to 1000 more conversations on ACP topics than had happened previously!

**REFERENCES**

1. Briggs, Linda and Bernard J. Hammes. 2013. Respecting Choices Advance Care Planning: First Steps, ACP Design and Discussion and engagement of ACP topics is demonstrating to patients that the strategic plan outlined the delivery of ACP training to professionals in each of the member organizations.
2. "Very useful, practical, understandable materials. Will have more conversations with my patients.
3. "Great tools! Really helped me find my comfort level when approaching this subject, along with realizing patients' discomfort. Relieved my own anxieties about the topic."

**ACKNOWLEDGMENTS**

Stephanie Higen, MPH, DNP, RN, NEA-BC, COS-C
Senior Director
Visiting Nurse Service of Northeastern NY
http://vnshomecare.org