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FREQUENTLY USED ABBREVIATIONS

5 A's	assess, advise, agree, assist, arrange
6FQ	Six Factor Questionnaire
ABC	antecedents, behavior, consequences
ABOM	American Board of Obesity Medicine
ABT*	acceptance-based behavioral therapy
ACE	American Council on Exercise
ACS	American College of Surgeons
ACSM	American College of Sports Medicine
ADL	activity of daily living
AHA	American Heart Association
APA	American Psychological Association
BAS-2	Body Appreciation Scale–2
BED	binge eating disorder
BID	twice daily
BMI	body mass index
BN	bulimia nervosa
CBT	cognitive behavioral therapy
CBT-OB	cognitive behavioral therapy for obesity
CCK	cholecystokinin
CFA	confirmatory factor analysis
CI	confidence interval
CoEQ	Control of Eating Questionnaire
CSOWM	Certified Specialist in Obesity and Weight Management

DSD	Do Something Different
EFA	exploratory factor analysis
FITTE	frequency, intensity, type, time, enjoyment
GLP-1	glucagon-like peptide-1
ILI	intensive lifestyle intervention
MI	motivational interviewing
MNT	medical nutrition therapy
NASM	National Academy of Sports Medicine
NEAT	nonexercise activity thermogenesis
NSCA	National Strength and Conditioning Association
OAC	Obesity Action Coalition
OPQRST	onset, precipitating events, quality of health, remedy, setting, and temporal pattern
OR	odds ratio
PCP	primary care professional
PDA	patient decision aid
PFS	Power of Food Scale
RD or RDN	registered dietitian or registered dietitian nutritionist
SDM	shared decision making
SDOH	social determinants of health
SMART	Specific, Measurable, Achievable, Realistic, Timely
SOC	stages of change
STOP BANG	snoring, tiredness, observed apnea, pressure, BMI, age, neck circumference, gender
TID	3 times daily
TPB	theory of planned behavior
TTT	Ten Top Tips
USDA	US Department of Agriculture
WBI**	weight bias internalization
WBIS	Weight Bias Internalization Scale
WHO	World Health Organization
WSSQ	weight self-stigma questionnaire
YFAS	Yale Food Addiction Scale

*Note that the term *acceptance and commitment therapy* (ACT) is also used in the literature, but this book uses *acceptance-based behavioral therapy* (ABT).

**Note that the term *internalized weight bias* (IWB) is also used in the literature, but this book uses *weight bias internalization* (WBI).



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FOREWORD

The increasing rates of overweight and obesity are reaching epidemic proportions, leading to a public health crisis and introducing a wide range of associated health issues. While various treatment options have emerged, including metabolic surgery and second-generation obesity medications, the foundation for all obesity care interventions is personalized lifestyle management.

Though dietitians and other health professionals are well-equipped with *what* to address with patients—*how* to provide lifestyle interventions that help patients achieve better health outcomes is an ongoing challenge. The Kushner’s *Lifestyle Patterns Approach* and later *Six Factors to Fit: Weight Loss That Works for You* introduced me to behavioral and cognitive classifications that can be used to focus my counseling to address specific behaviors identified as barriers to successful weight management for each patient. This *Six Factor Professional Program and Toolkit* takes the concept to the next level by offering step-by-step guidance and a compilation of ready-to-use resources that help health professionals provide focused, success-oriented strategies for counseling patients with overweight and obesity.

Patient-Centered Weight Management brings readers up to date on the latest topics in obesity care, such as an understanding that obesity is a complex, multicausal, progressive chronic disease with many contributing factors. A unique and welcome aspect of this program is the emphasis on how to apply shared decision making, which highlights the importance of personalizing treatment to ensure that each patient plays a key role in their own care process. It is clear that interventions must go beyond usual physiology and address the effects of social determinants of health and weight stigma. Lifestyle modification encompasses a variety of activities, including food and physical activity patterns as well as the not-to-be neglected role of mindset. The primer on behavioral counseling is an essential resource, as this skill is often not included in the formal education of health professionals.

Clinicians need a structure for providing obesity care counseling and this book delivers. Dr Kushner draws from his research on phenotyping and his 40-year career treating patients with overweight and obesity. Using a scientifically validated and easy-to-administer questionnaire, the program begins by assessing six behavioral or cognitive

traits, or factors. The book's six factor-focused chapters include targeted lifestyle interventions with action steps that are designed to help patients overcome their personal barriers to managing their weight. The sample counseling dialogues and examples of patient reflections offer helpful insights on addressing behavior change as a process.

As a leader in the field of obesity medicine, Dr Kushner is a longtime advocate for health care teams. That philosophy is illustrated with weight management labeled as a “team sport” where many players have roles in treating this multicausal disease. Team members include registered dietitian nutritionists, exercise specialists, and behavioral health specialists along with primary care providers, obesity medicine specialists, and bariatric surgeons. All team members will find this toolkit to be a practical, user-friendly resource for efficient and effective patient-centered care.

The array of downloadable assessment tools and handouts offer various options for equipping patients with practical and doable steps that shift behaviors gradually towards more positive weight and health outcomes. While the authors acknowledge that all characteristics of a factor may or may not apply to every patient, the factors coupled with their evidence-based strategies will help clinicians focus their counseling for the individual patient's needs.

Linda M. Gigliotti, MS, RDN, CDCES, FAND

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WE THANK Betsy Hornick, MS, RDN, Director of Practice Publications at the Academy of Nutrition and Dietetics, for persistently gauging our interest in writing a professional manual to our consumer title, *Six Factors to Fit: Weight Loss That Works for You!* published by the Academy in 2020. Everything in life is about timing. And so, *Patient-Centered Weight Management: The Six Factor Professional Program and Toolkit* was born. Throughout the publishing process, we appreciated Betsy's continued editorial support and guidance, and we are thankful for the support of Ryan Baechler, the Academy's Senior Director of Product Strategy and Revenue Operations, their superb editorial team of Erin Faley and Emily Motycka, as well as the reviewers who took the time for peer review and to help improve the manuscript.

Robert particularly thanks the thousands of patients he has had the gratification of knowing and helping over his 40-year career, first at the University of Chicago and then at Northwestern Medicine. The origin of his targeted weight management approach was born out of the multitude of personal stories and life events that these patients shared. He is also indebted to all of his friends and colleagues at the Northwestern Medicine Center for Lifestyle Medicine who share his passion and commitment to provide exceptional care to patients struggling with weight and to the hundreds of colleagues across the country and around the world who helped shape his thinking and approach to the challenging problem of weight management. Their research studies on mindset and behavior change for obesity care and patient-centered weight management have been distilled into targeted counseling recommendations throughout this book.

We are so grateful for the loving support of our family, Sarah, Jeremy, Carter, Harper, Steven, Allyson, Levi, and Aden, who consistently remind us—through their love of pickleball, tennis, biking, swimming, kayaking, sailing, basketball, volleyball, flag football, soccer, ice skating, hip-hop dancing, dance parties, cooking, meditation, taking nature walks and caring for our four-legged furry friends, Tango, Rookie, and Charlie—of the importance of living a healthy and enjoyable life. This book is dedicated to you.



ABOUT THE AUTHORS

Robert Kushner, MD

Robert Kushner, MD, MS, is a professor of medicine and medical education at Northwestern University Feinberg School of Medicine in Chicago and former Director of the Center for Lifestyle Medicine at Northwestern Medicine, which he led for 16 years. He is a past president of The Obesity Society and a founder and first chair of the American Board of Obesity Medicine. He is the author or editor of 15 books, 56 book chapters, and 230 original and review articles on obesity, obesity medicine, lifestyle medicine, medical education, and nutrition. Dr Kushner is coeditor of multiple professional texts, including *Primary Care: Evaluation and Management of Obesity*, *Creating a Lifestyle Medicine Center: From Concept to Clinical Practice*, and *Nutrition and Bariatric Surgery*. His most recent consumer title is *Six Factors to Fit: Weight Loss That Works for You!*

Dr Kushner is a passionate clinician, educator, researcher, and advocate in helping to improve the lives of those with overweight and obesity. He received a 2022 Top 10 Clinical Research Achievement Award for *Once Weekly Semaglutide in Adults with Overweight and Obesity*, on behalf of the Step 1 Trial investigators and collaborators.^{1,2} As a past member of the National Board of Directors of the Obesity Action Coalition (OAC), he remains dedicated to supporting the OAC's mission to fight weight bias and provide evidence-based education on obesity and its treatments. Throughout Dr Kushner's career, he has been committed to educating both current and future health care professionals on the care of patients living with the disease of obesity. He is currently leading a two-year quality improvement project called FORWARD to develop, test, and disseminate obesity medical education curricula designed for medical schools. He is an Academy of Nutrition and Dietetics National Honors Award honorary member (2010). As an international obesity expert, Dr Kushner lectures worldwide about the latest trends in obesity care. Nationally, Dr Kushner speaks regularly on obesity medicine at professional society conferences, educational symposiums, government agency meetings, and advisory boards and to consumer groups. After finishing a residency in internal medicine at Northwestern

University, Dr Kushner went on to complete a postgraduate fellowship in clinical nutrition and earned a master's degree in clinical nutrition and nutritional biology from the University of Chicago. Examples of Dr Kushner's coverage as an obesity expert include media such as *The New York Times*, *The Wall Street Journal*, *The Washington Post*, *USA Today*, *Forbes*, WGN-TV, and NPR.

Nancy Kushner, MSN, RN

Nancy Kushner is a nurse practitioner, former health content writer for a weight loss website, and coauthor of *Six Factors to Fit: Weight Loss That Works for You!* as well as *Counseling Overweight Adults: The Lifestyle Patterns Approach and Toolkit* and *Dr. Kushner's Personality Type Diet*. Through her work, Nancy has been able to combine two life passions: health writing and spreading the word about the power of a healthy lifestyle.

The Kushners live in the Chicago metropolitan area, where together they can be found walking the talk of a healthy lifestyle: eating a plant-forward diet; walking their dog, Tango; approaching their 11th year of taking ballroom dance lessons; performing rhythm dances like bachata, hustle, nightclub two-step, rumba, and West Coast Swing; and enjoying active ways to socialize with friends and family.

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INTRODUCTION

At a Crossroads...

WE ARE AT A CROSSROADS where the advancements in obesity science and treatment outpace a workforce that is not fully prepared to embrace and apply these breakthroughs. For example, we now view obesity as a complex, multicausal, chronic progressive disease, and yet most health care systems still use an acute care model of disease management with inadequate patient visit times for providing optimal chronic-based care. At a time when we are shifting the goal of obesity care to improved weight management outcomes that encompass better health and quality of life, most patients and many health care professionals are still focused on weight loss as the primary goal. Although there are more effective second-generation pharmacologic therapies available that address the biological causes of obesity, health care professionals are left uncertain regarding the role and necessity for delivering adjunctive lifestyle modification counseling. *Patient-Centered Weight Management: The Six Factor Professional Program and Toolkit* was written to address many of these practice-based challenges to facilitate time saving and tailored foundational lifestyle management therapy.

As an obesity expert with specialized interests in lifestyle medicine and nutrition for more than 40 years, Dr Kushner has been at the forefront of developing and delivering innovative educational initiatives. Although he is a proud founder of the American Board of Obesity Medicine that, to date, has certified more than 8,000 diplomates in obesity medicine, the majority of health care professionals who will be engaged in overweight and obesity care in the future will not be certified as obesity medicine specialists. And they don't have to be. The good news is that all health care professionals can become more informed and use targeted strategies when working with patients with obesity (eg, physicians specializing in internal medicine, family practice, endocrinology, or obstetrics and gynecology, as well as advanced practice provider nurse practitioners and physician assistants, registered dietitian nutritionists, health psychologists, exercise specialists, bariatric surgeons). Through this book, we hope to fill the gap to help more health care professionals with varied

backgrounds become skilled in providing effective and efficient patient-centered weight management care within their existing practices.

Book Overview

Patient-Centered Weight Management: The Six Factor Professional Program and Toolkit is divided into three parts. We encourage readers to familiarize themselves with all of the chapters prior to initiating the program, so they will have the full array of background information and implementable strategies to use.

In Part I (Targeted Weight Management), we provide foundational information that supports the use of the professional program. Chapter 1 is devoted to reviewing important updates in the science of obesity and practice of obesity care that are pertinent for clinicians, including the concept of viewing obesity as a chronic biologically based disease, the multiple causes of obesity that involve social determinants of health, the fundamental role of lifestyle management, the physiological basis of metabolic adaptation, the detrimental effects of weight bias and stigmatization, the use and limitations of BMI, and the importance of personalization in patient care. In Chapter 2, we explore the benefits of using phenotyping, which is at the core of the program and the clinical research that supports development of the six factor types. In Chapter 3, we take a deep dive into examining the cognitive, behavioral, and habit-change principles and theories that underpin patient counseling—information that is often missing from most textbooks on obesity care. Examples are also provided on how these principles and theories relate to targeted lifestyle modification counseling. Building on this knowledge, we then turn our attention to specific counseling techniques in Chapter 4, including how to conduct a weight management–focused visit using motivational interviewing and shared decision making.

Part II (Using the Professional Program and Toolkit) begins with an overview of the Six Factor Professional Program, which enables clinicians to deliver efficient care with a suite of ready-to-use handouts and turnkey resources that help patients modify diet, physical activity, health behaviors, and mindset to achieve better health and improve weight management outcomes. Each handout is displayed in the chapters where they are discussed, and instructions for downloading the handouts for sharing with patients are provided in Part III. In Chapter 5, clinicians learn about the program features, which include the scientifically validated, short Six Factor Questionnaire (6FQ) to identify each person's weight management challenges, scoring tools for objective patient assessment, and evidence-based strategies that form the basis for the program and downloadable patient educational treatment handouts. In Chapters 6 through 11, we review each factor in detail, using a unifying format that presents the factor characteristics and treatment overview, along with supportive research and patient educational treatment handouts. The counseling tools translate evidence-based fundamental behavior change theories, models, and techniques into factor-specific, bite-sized action steps that can be used as counseling aids, highlighting particular actions that patients can take to address or overcome behavioral or cognitive obstacles as they work toward improving weight management outcomes. Chapter 12 explores the use of the Six Factor Professional Program with other treatment modalities, including work with interdisciplinary teams, use with

pharmacotherapy and bariatric surgery, and application to a group counseling format. The chapter also includes a discussion of the clinician's new focus and evolving role providing lifestyle counseling when treating patients taking the highly effective, second generation antiobesity medications.

In Part III, the Six Factor Downloadable Toolkit (pages 196–203) contains previews of the entire toolkit comprised of 5 assessment tools and 30 factor-based patient educational treatment handouts in both English and Spanish (with instructions for downloading), so clinicians can view in one place the entire program available to them and their patients. Selected Professional and Patient Resources (pages 204–207) highlight key clinical care, general obesity management, and Six Factor Program resources for easy clinician access.

Whether you are new to obesity care or a seasoned clinician looking to update your skills and knowledge, we hope this toolkit gives you new insights and interest in providing patient-centered weight management care.

Robert Kushner, MD

Nancy Kushner, MSN, RN

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