

## **BODY MASS INDEX (BMI) AS A CRITERION FOR CARE**

Adding “Normal BMI” to your Case Management procedure is a great way to open up a “Chiropractor as Health and Wellness Expert” relationship with your patients. Begin by adding the simple procedure of BMI calculation to your new patient examination. During your new patient examination, measure the BMI by plugging height and weight into the Breakthrough Coaching BMI Calculator Excel Spreadsheet or by using a Body Composition Analyzer (The Inner Scan Body Composition Analyzer, Model BC5-34, approx. \$99.99USD, [thecompetitiveedge.com](http://thecompetitiveedge.com) 1-866-859-3343). You will use this measurement to make your recommendations to the patient during your Report of Findings. (See sample ROF script below.) If, for what ever reason, you don't want to include BMI as a criterion for care, simply cross it out at the top of the Case Management Flow Sheet. If you've always appreciated the wellness paradigm, but have never included an objective metric to track and introduce the concept, this is a powerful way for you to broaden your patients' perception of the role you play in their overall health and wellness.

By measuring BMI as a part of the patient's initial examination, a simple script can be added to the “Wellness Care” section of the Report of Findings.

### **Sample Report of Findings Weight Loss Script:**

“John, during your exam I measured your Body Mass Index. This is a mathematical formula that enables us to evaluate if a person is at an unhealthy weight. Your BMI is 30, which is above the acceptable range of 20-25. When your BMI is high, you may have an increased risk of developing certain diseases, including high blood pressure and cardiovascular disease. Also, every 10 lbs of body weight equals 45 lbs pressure on your joints and that can affect how well you hold your chiropractic adjustments. I'm going to recommend that we set a goal for you to get your BMI back down into the normal range and we have a weight loss program that can help you reach that goal right here in our office. Our weight loss program is not paid for by insurance, is optional and we can create an easy payment plan that will fit into your family budget. If you are interested in losing weight with our doctor-supervised program, I'll have my assistant speak to you about how we can help you before you leave today.”\*

\*This scripting assumes that the patient is out of acute pain. If the patient is in acute pain, this conversation would be delayed until that initial goal has been achieved.

## **BODY MASS INDEX (BMI)**

### **What is BMI?**

BODY MASS INDEX (BMI) is a ratio between weight and height. It is a mathematical formula that correlates with body fat, used to evaluate if a person is at an unhealthy weight (given a certain height). BMI value is more useful for predicting health risks than the weight alone (for adults ages 18 and up). The Body mass index (BMI), estimates the ideal weight of a person based on its size and weight. The Body mass index is valid for an adult man or woman (18 to 65 years).

The BMI is also called index Quételet (invented by the Belgian scientist Jacques Quételet, 1796-1874). The World Health Organization (WHO) defines this body mass index as the standard for measure the risks associated with overweight in adults.

### **BMI Formula:**

$BMI = \text{Weight [in kilograms]} / (\text{Height [in meters]})^2$

or

$BMI = \text{Weight [in pounds]} \times 703 / (\text{Height [in inches]})^2$

The standards are the same for men and women.

The acceptable range is 20-25. Obesity is taken to start at a BMI of 30 and gross obesity at 40.

### **Why is BMI Important?**

If your BMI is high, you may have an increased risk of developing certain diseases, including:

10 lbs of body weight = 45 lbs pressure on joints

Hypertension

Cardiovascular Disease

Dyslipidemia

Adult-Onset Diabetes (Type II)

Sleep Apnea

Osteoarthritis

Female Infertility

Other Conditions, Including:

Idiopathic Intracranial Hypertension

Lower Extremity Venous Stasis Disease

Gastroesophageal Reflux

Urinary Stress Incontinence