WEBVTT

1 "Wanda russell" (837600512)
00:00:07.620 --> 00:00:13.139
Hello, thank you for joining us for sickness substance use awareness
series.

2 "Wanda russell" (837600512)
00:00:13.139 --> 00:00:22.260
My name is Wanda Russell and along with my coworkers, Carrie Mac and
Stephanie. We appreciate you for joining us today.

3 "Wanda russell" (837600512)
00:00:22.260 --> 00:00:29.280
We are licensed case managers for the substance use disorder team here
at ever North, which is part of.

4 "Wanda russell" (837600512)
00:00:29.280 --> 00:00:35.310
Due to the format of this seminar, you will not be able to ask
questions during the presentation.

5 "Wanda russell" (837600512)
00:00:35.310 --> 00:00:43.050
You are able to add questions at any time in the Q and a section found
at the lower right side of your.

6 "Wanda russell" (837600512)
00:00:43.050 --> 00:00:51.180
Screen we will try to address as many questions as time permits during
the last 15 minutes of our time together.

7 "Wanda russell" (837600512)
00:00:51.180 --> 00:00:54.960
Please limit your questions to seminar topics.

8 "Wanda russell" (837600512)
00:00:54.960 --> 00:00:59.850
If you have specific questions regarding substance use disorder.

9 "Wanda russell" (837600512)
00:00:59.850 --> 00:01:10.650
Or your Cigna policy, please contact me or 1 of my team members our
contact information can be found on the last slide of the PowerPoint.

10 "Wanda russell" (837600512)
00:01:10.650 --> 00:01:18.030
Today's PowerPoint will be part of the presentation here in the Webex
or you can click the link.

11 "Wanda russell" (837600512)
00:01:18.030 --> 00:01:23.670
In the chat section near the Q and a section and bring it up if you'd
like to follow along.

12 "Wanda russell" (837600512)
00:01:23.670 --> 00:01:27.450
R awareness.

13 "Wanda russell" (837600512)
00:01:27.450 --> 00:01:30.630
Link can be found.

14 "Wanda russell" (837600512)
00:01:30.630 --> 00:01:35.520
On Sigma dot com. Backslash knowledge.

15 "Wanda russell" (837600512)
00:01:35.520 --> 00:01:40.170
Hyphen center backslash to alcohol pipe and.

16 "Wanda russell" (837600512)
00:01:40.170 --> 00:01:43.710
I think substance I can use.

17 "Wanda russell" (837600512)
00:01:43.710 --> 00:01:47.730
Today I have the pleasure of introducing.

18 "Wanda russell" (837600512)
00:01:47.730 --> 00:01:51.360
Dan or Dr James.

19 "Wanda russell" (837600512)
00:01:51.360 --> 00:01:59.310
And Connor walls from monument for our January webinar on creating a
healthy relationship with alcohol.

20 "Wanda russell" (837600512)
00:01:59.310 --> 00:02:05.910
Dan is the vice president partnerships he leads partnerships at
monuments.

21 "Wanda russell" (837600512)
00:02:05.910 --> 00:02:14.520
Working with health plans, employer providers, employers, and
providers and other customers on strategic integration.

22 "Wanda russell" (837600512)
00:02:14.520 --> 00:02:20.850

He is passionate about building sustaining relationships with partners and identifying.

23 "Wanda russell" (837600512)
00:02:20.850 --> 00:02:25.950
Ways that more individuals can be empowered to change their relationship with alcohol.

24 "Wanda russell" (837600512)
00:02:25.950 --> 00:02:29.580
As part of the monument leadership team.

25 "Wanda russell" (837600512)
00:02:29.580 --> 00:02:33.600
Dan's efforts are closely integrated with operations.

26 "Wanda russell" (837600512)
00:02:33.600 --> 00:02:42.030
Product and marketing insuring partner solutions, deliver the best possible member and customer experience.

27 "Wanda russell" (837600512)
00:02:42.030 --> 00:02:48.450
Dan holds a BA, from Brown University and has an MBA from UCLA Anderson.

28 "Wanda russell" (837600512)
00:02:49.830 --> 00:02:57.870
Dr, James, he's monuments medical advisor and he currently works to develop addiction treatment services.

29 "Wanda russell" (837600512)
00:02:57.870 --> 00:03:01.950
Focus on focusing on prevention treatment.

30 "Wanda russell" (837600512)
00:03:01.950 --> 00:03:05.040
Long term recovery across Illinois.

31 "Wanda russell" (837600512)
00:03:05.040 --> 00:03:10.890
In this role, he works directly with the state of Illinois to build treatment capacity.

32 "Wanda russell" (837600512)
00:03:10.890 --> 00:03:16.830
In rural and underserved communities, he leads a multi disciplinary team.

33 "Wanda russell" (837600512)

00:03:16.830 --> 00:03:24.840
That leverages technology to train health care providers and empower communities to come back the drug epidemic.

34 "Wanda russell" (837600512)
00:03:24.840 --> 00:03:30.180
He also holds an appointment as clinical assistant professor.

35 "Wanda russell" (837600512)
00:03:30.180 --> 00:03:34.620
At Carlisle, Illinois, college of medicine.

36 "Wanda russell" (837600512)
00:03:34.620 --> 00:03:37.830
The nation's 1st engineering based medical school.

37 "Wanda russell" (837600512)
00:03:37.830 --> 00:03:47.370
And lastly are present or while she's vice president of payers and managed care 100 leads all managed care.

38 "Wanda russell" (837600512)
00:03:47.370 --> 00:03:50.850
Efforts at monument he works with.

39 "Wanda russell" (837600512)
00:03:50.850 --> 00:03:54.870
Health Plan leaders, providers and partners.

40 "Wanda russell" (837600512)
00:03:54.870 --> 00:04:07.950
To ready the product for work with behavioral health in the behavioral health space. He has a background in practice management provider, relations and pharmacy operations.

41 "Wanda russell" (837600512)
00:04:07.950 --> 00:04:11.160
He holds a BA in biology from Hunter College.

42 "Wanda russell" (837600512)
00:04:11.160 --> 00:04:16.110
As well, as an in bio psychology from Hunter College.

43 "Wanda russell" (837600512)
00:04:16.110 --> 00:04:21.240
I'm going to thank our presenters for being here today and I'll turn it over to you.

44 "Dan Erstad" (3717029120)
00:04:23.100 --> 00:04:29.339

Thank you so much Wanda for that and also thank you to Stephanie to carry the rest of the senior team. Um.

45 "Dan Erstad" (3717029120)
00:04:29.339 --> 00:04:37.319
For for having monument for inviting us to be the 1st presenters in the awareness series at 2023. so it's really privileged and and honor.

46 "Dan Erstad" (3717029120)
00:04:37.319 --> 00:04:46.619
We're very excited to present to you today. Um, before I passed off to Dr. I know we sit here in January dry. January is very much in the site guys.

47 "Dan Erstad" (3717029120)
00:04:46.619 --> 00:05:00.449
And and so it's, it's gonna be great to have this conversation with you today about, uh, 1st, the problem that we need to confront with unhealthy alcohol use and then we'll also talk about the monument platform and how we offer evidence based solutions for our members.

48 "Dan Erstad" (3717029120)
00:05:00.449 --> 00:05:04.889
So, with that, you can go to the next slide and I'll pass it to the doctor.

49 "James Besante" (1418838784)
00:05:04.889 --> 00:05:10.079
You so much Dan, and I'm excited to talk with everyone today. Next slide. Please.

50 "James Besante" (1418838784)
00:05:11.004 --> 00:05:22.734
So, I don't really need to go over the side in too much Jeff, because I think everyone on this call appreciates the importance of alcohol use disorder and the role is played in our society.

51 "James Besante" (1418838784)
00:05:23.484 --> 00:05:33.324
It is 1 of the leading causes of preventable death in the United States of America, behind tobacco and diet accounting for at least 3Million deaths.

52 "James Besante" (1418838784)
00:05:33.324 --> 00:05:40.074
And when we talk about the real burden of the disease, it goes so much. much

53 "James Besante" (1418838784)
00:05:40.104 --> 00:05:54.624

Much further than that, because we know alcohol is associated with many other forms of illness in the last 2 years. Have been several, very big papers published on alcohol's relationship to cancers.

54 "James Besante" (1418838784)
00:05:55.074 --> 00:06:09.594
Cancers. We never knew had a significant alcohol risk associated with them and when we talk about spending accounts for a tremendous amount of health care spending this number we have is 250Billion dollars spent in the United States of America. united states of america

55 "James Besante" (1418838784)
00:06:10.079 --> 00:06:11.129
Use disorder.

56 "James Besante" (1418838784)
00:06:11.484 --> 00:06:25.164
Next slide, and the problem has grown and has, um, this 1st stat here 23% nearly 1 and 4 individuals turned to alcohol to manage stress, uh,

57 "James Besante" (1418838784)
00:06:25.164 --> 00:06:40.134
other mood symptoms, like anxiety. And we know that alcohol is 1 of the oldest anxiolytic medication to treat anxiety known to man for thousands of years. People have been using alcohol to manage anxiety. When we look at 1.

58 "James Besante" (1418838784)
00:06:40.134 --> 00:06:41.034
at one

59 "James Besante" (1418838784)
00:06:41.154 --> 00:06:55.404
Marker, for example, the need for liver transplant here in the United States of America led primarily by alcohol use that number is increasing and projected to grow dramatically in the next decade in alcohol associated deaths.

60 "James Besante" (1418838784)
00:06:55.704 --> 00:07:06.144
Um, these are also increasing and it's not all from liver failure. Binge drinking and trauma car accidents account for many of the lives loss related to alcohol. Next slide.

61 "James Besante" (1418838784)
00:07:08.694 --> 00:07:18.504
And so we talk about this enormous problem, an enormous burden of disease on our society and so few people are accessing evidence based treatment.

62 "James Besante" (1418838784)
00:07:18.894 --> 00:07:31.284
And that's really unfortunate, because we have great medications and treatment options for patients, and we know that less than 8% of individuals will actually access treatment evidence based treatment for alcohol use disorder and given calendar year.

63 "James Besante" (1418838784)
00:07:31.284 --> 00:07:37.764
And when we talk about the safe, efficacious well, tolerated medications, we're talking about less than 4. four

64 "James Besante" (1418838784)
00:07:38.399 --> 00:07:43.499
Patients are being prescribed 1 of these medicines to treat alcohol use disorder. Next slide.

65 "James Besante" (1418838784)
00:07:44.579 --> 00:07:49.619
So, um, why aren't people receiving treatment next slide.

66 "James Besante" (1418838784)
00:07:52.554 --> 00:08:06.564
Part of it is a supply issue and by that, I mean, providers are not empowered with the right information to provide care to the right patient at the right time. And this has to do with many factors.

67 "James Besante" (1418838784)
00:08:07.674 --> 00:08:21.144
Many providers are not aware there are these safe, efficacious medications to treat alcohol use disorder. Um, we know that we're lacking in training programs and empowering individuals to help patients facing.

68 "James Besante" (1418838784)
00:08:21.594 --> 00:08:35.214
Uh, addictions across the board, and when we talk about special populations, rural and remote communities, it was mentioned, in my introduction that I do work a lot in rural communities, the need is, uh,

69 "James Besante" (1418838784)
00:08:35.394 --> 00:08:40.164
disproportionately bigger in rural communities and part of that has to do with limited access next slide.

70 "James Besante" (1418838784)
00:08:42.564 --> 00:08:56.934
Talking about education shortfalls, but when we look at where the bar is set for medical education on average medical students are receiving

less than 12 hours of training to manage substance use disorders
during their structured curriculum.

71 "James Besante" (1418838784)
00:08:56.934 --> 00:09:10.044
And medical school. I myself, I'm involved in medical school,
education and curriculum and when we think about the burden of disease
that over 20Million people in the United States of America are living
with an addiction. That's actually really. really

72 "James Besante" (1418838784)
00:09:10.499 --> 00:09:11.969
To diabetes.

73 "James Besante" (1418838784)
00:09:11.969 --> 00:09:22.854
Um, just over 20Million individuals are living with diabetes, United
States of America, but when we talk about these 2 chronic diseases, we
have very different expectations on what the training is for our
providers.

74 "James Besante" (1418838784)
00:09:22.854 --> 00:09:33.354
And I can tell you that every healthcare provider is leaving their
formal education comfortable with treating diabetes and far too few
leave feel uncomfortable to treat an addiction. addiction

75 "James Besante" (1418838784)
00:09:33.834 --> 00:09:47.064
Next slide and when we talk about treatment, we have to talk about
where the goal poster said, and that for many many years accidents was
the only measure of success.

76 "James Besante" (1418838784)
00:09:47.154 --> 00:09:58.674
We now know that non athletic goals are also very important for many
patients. And part of that has to do with the legacy of where the FDA
set success.

77 "James Besante" (1418838784)
00:09:58.889 --> 00:10:12.204
So, historically, when we approve drugs for the treatment of alcohol
use disorder, 1 of the main indicators for success in a drug trial was
complete assets or return to no drinking.

78 "James Besante" (1418838784)
00:10:12.534 --> 00:10:26.424
So, the bar was set incredibly high for individuals engaged in trials.
When we measured success for alcohol, use disorder treatment, and we
know that non absent goals, offer patients, significant improvements

in their health and wellbeing as well.

79 "James Besante" (1418838784)
00:10:26.754 --> 00:10:28.644
For example, when you look abroad.

80 "James Besante" (1418838784)
00:10:28.889 --> 00:10:39.989
Europe, when we talk about drug trials to approve medications to treat
alcohol use disorder in Europe, the bar is set very differently.
There's something called the W, risk drinking scale.

81 "James Besante" (1418838784)
00:10:39.989 --> 00:10:47.454
And just a reduction by volume in the amount someone's drinking,
they're really compelling studies throughout the world.

82 "James Besante" (1418838784)
00:10:47.484 --> 00:10:59.874
Not just in Europe showing that when patients reduced their drinking,
it has meaningful endpoints and their blood pressure management, their
progression to advance liver disease. And also their management of CO
occurring behavioral health illnesses, like depression and anxiety.

83 "James Besante" (1418838784)
00:11:00.174 --> 00:11:06.954
So simply reducing your alcohol use for many patients can offer them
very meaningful improvements in their health and wellbeing.

84 "James Besante" (1418838784)
00:11:07.259 --> 00:11:21.119
Next slide. So, what do people want and that's really important
because besides just understanding what success looks like from a
clinical end point standpoint, we also have to consider what patients.

85 "James Besante" (1418838784)
00:11:21.144 --> 00:11:32.064
Are seeking when they try to access care. So, if a patient wants to
access care, it's really important to meet them where they're at, and
be inclusive of what their recovery journey looks like.

86 "James Besante" (1418838784)
00:11:32.484 --> 00:11:45.384
And we know that when we look at the last 3 large and I triple a
funded trials here in the United States of America, these are well
designed, placebo, controlled trials, looking at successful treatment
management strategies for alcohol.

87 "James Besante" (1418838784)
00:11:45.804 --> 00:11:51.114

Most of those patients more than 70% of people who enter these trials do not. not

88 "James Besante" (1418838784)
00:11:51.119 --> 00:12:03.899
Set full absences, their goal, their accessing treatment, hoping to moderate initially and it's important that we engage people wherever they're at, on that spectrum of change next slide.

89 "James Besante" (1418838784)
00:12:05.754 --> 00:12:14.364
And so the treatment approach is dynamic has to be flexible. It needs people where they're at it's not a 1 size fits all.

90 "James Besante" (1418838784)
00:12:14.514 --> 00:12:24.624
And it has to be very inclusive, um, especially to populations who have been historically disenfranchised or unable to access evidence based treatment. Historically.

91 "James Besante" (1418838784)
00:12:24.804 --> 00:12:35.124
We need to meet them to make special efforts to make sure they feel included and that their goals their recovery journey is just as valid as anyone else. And that's the story we've gotten from.

92 "James Besante" (1418838784)
00:12:35.154 --> 00:12:45.654
Monument members, for example, Here's a quote from 1 of our members, I could not believe I was able to meet with my doctor on a Saturday evening. She was very pleasant to talk to compassionate and helpful.

93 "James Besante" (1418838784)
00:12:45.774 --> 00:12:58.074
And this gets at this idea that when you leverage technology through a platform, like monument, we meet people where they're at, whenever that is, including on a Saturday evening for this patient, for example, next slide.

94 "James Besante" (1418838784)
00:13:01.224 --> 00:13:16.014
And consideration for all the factors surrounding our call use. So, this gets at this idea, that addiction is a very complicated disease. There are many facets to it and when we think of a plan, a treatment strategy for a patient, that's going to be successful.

95 "James Besante" (1418838784)
00:13:16.254 --> 00:13:30.564
We have to go from every angle to help that patient and medication is 1 piece to that solution. But there are many factors involved in

someone's experience of addiction. And what.

96 "James Besante" (1418838784)
00:13:30.569 --> 00:13:43.734
What inner plays with their addiction is it other Co occurring
illnesses like their blood pressure? Heart disease, other important
physical considerations their relationship.

97 "James Besante" (1418838784)
00:13:43.914 --> 00:13:58.374
So we're gonna talk about in a little bit, uh, with Dan and Connor.
Some of the special things we do at monument that help people in their
relationships and the folks involved in that recovery network, help
patients achieve success.

98 "James Besante" (1418838784)
00:13:58.404 --> 00:14:00.564
However, they set success and then.

99 "James Besante" (1418838784)
00:14:00.569 --> 00:14:01.739
Personal growth.

100 "James Besante" (1418838784)
00:14:01.739 --> 00:14:08.579
From day to day with their alcohol use as they're changing their
relationship with it next slide.

101 "James Besante" (1418838784)
00:14:10.199 --> 00:14:23.729
So an alcohol treatment, focus program, and for that, we have to take
into consideration all of these special things that affect people who
use alcohol. The 1st, is that.

102 "James Besante" (1418838784)
00:14:24.174 --> 00:14:37.704
Alcohol has a life threatening withdrawal syndrome, so we have to
screen patients safely, make sure that they're good candidates to
initiate treatment and get them to the level of care they need in
order to quit safely.

103 "James Besante" (1418838784)
00:14:37.854 --> 00:14:51.324
So, on our platform, which we'll talk about more in a 2nd, um, there's
a screening that takes place, and some patients are actually referred
for specialty treatment, we can't offer on the platform. Um, we also
focus on harm reduction strategies.

104 "James Besante" (1418838784)
00:14:51.324 --> 00:14:53.424

So, if people are going to continue using their.

105 "James Besante" (1418838784)
00:14:53.729 --> 00:14:58.409
It's like alcohol ways we can make that use safer. Um.

106 "James Besante" (1418838784)
00:14:58.409 --> 00:15:05.219
And then also, uh, that it impacts millions and millions of people and so.

107 "James Besante" (1418838784)
00:15:05.219 --> 00:15:18.119
Different people experience addiction differently so we have special programming on the platform for different populations of folks. And with that, I think, I will hand it off to Dan. I want to make sure we get through all our slides and I look forward to questions at the end.

108 "Dan Erstad" (3717029120)
00:15:22.044 --> 00:15:36.444
Great, thank you so much James. So, with that backdrop, I think we, we, all have an appreciation for the the nature and the scope of this problem, what we'll now go through is how monument has built our platform to address these issues head on from the start.

109 "Dan Erstad" (3717029120)
00:15:36.594 --> 00:15:37.494
Uh, next slide.

110 "Dan Erstad" (3717029120)
00:15:39.509 --> 00:15:53.819
So, the story really starts with our founder, uh, Mike Russell. Um, and he's been very public about his journey and how it was the, the genesis and the catalyst for for founding monument. But Mike is someone who is very open about the fact that he is in recovery.

111 "Dan Erstad" (3717029120)
00:15:53.819 --> 00:16:00.179
And his journey starts a little more than 5 years ago when he recognized that he really needed to change his relationship with alcohol.

112 "Dan Erstad" (3717029120)
00:16:00.834 --> 00:16:14.454
The problem was and I know James hit on this provider limitations to the point of care. Mike was really struggling to find the right treatment course. And incredibly a friend actually told him that there was medication that was indicated for alcohol disorder.

113 "Dan Erstad" (3717029120)

00:16:14.484 --> 00:16:18.684
So Michael was able to get into the right treatment program.

114 "Dan Erstad" (3717029120)
00:16:18.989 --> 00:16:31.589
And what he found through that process is that there really wasn't a
pathway that was designed for him. A lot of the discussion we had with
providers was about inpatient treatment. And while, of course, that is
necessary for some patients.

115 "Dan Erstad" (3717029120)
00:16:31.589 --> 00:16:43.644
That was not something that Mike needed and what that whole experience
said to him is that there's a different way. And I think I can build a
platform that is accessible and open to more people who profile like
me, who really need to change their drinking.

116 "Dan Erstad" (3717029120)
00:16:43.974 --> 00:16:46.764
But need to do it in a flexible, accessible way.

117 "Dan Erstad" (3717029120)
00:16:47.069 --> 00:16:58.139
So, the next slide, so that is the mission that was born out of Mike
struggles and his experience, the idea of giving every individual
pathway.

118 "Dan Erstad" (3717029120)
00:16:58.139 --> 00:17:06.293
And the idea is that monument can offer a starting point for people to
engage in treatment no matter where they are in their journey. And
I'll talk more about the groups in subsequent slides.

119 "Dan Erstad" (3717029120)
00:17:06.293 --> 00:17:15.984
But we have people who are entering where they are just identifying
their, what the future they're drinking, but we also have individuals
who are in long term recovery. We're benefiting from our resources and
community.

120 "Dan Erstad" (3717029120)
00:17:16.229 --> 00:17:24.719
But really, we want to offer that starting point for everyone. And the
idea is to create highly personalized and holistic care plans for
people. So.

121 "Dan Erstad" (3717029120)
00:17:24.719 --> 00:17:31.559
It's the Society of not not having a 1 size fits all approach, but
tailoring a program of treatment that can work for each individual.

122 "Dan Erstad" (3717029120)
00:17:32.064 --> 00:17:45.564
Excellent. So, at the outset of building the platform, the 1st thing
really to understand what some of the 2nd graphics, and some of the
barriers that exist with this patient population.

123 "Dan Erstad" (3717029120)
00:17:45.804 --> 00:17:49.074
Um, and we wanted to try and eliminate those barriers as best. We
could.

124 "Dan Erstad" (3717029120)
00:17:49.319 --> 00:17:53.159
Um, so what are some of those barriers? There is stigma of course.

125 "Dan Erstad" (3717029120)
00:17:53.159 --> 00:18:00.959
We know that many people are still too ashamed to seek treatment and
it is still a topic of discussion that is really, really challenging
for individuals to have.

126 "Dan Erstad" (3717029120)
00:18:00.959 --> 00:18:13.049
They're structural barriers, and we hit on this previously that, you
know, many people live in healthcare deserts as it were and don't
really know where to go. I don't have the time to get to in person
treatment.

127 "Dan Erstad" (3717029120)
00:18:13.049 --> 00:18:22.889
This readiness for change and stages of change model is also a
barrier. Well, there's only so many things we can do to encourage
someone or.

128 "Dan Erstad" (3717029120)
00:18:22.889 --> 00:18:35.699
Have that someone have that person build up to that point where
they're ready to change what we can do is offer them a place to go
that when that moment strikes, they can access treatment very, very
quickly. And that's that's really, really important to our, to our
philosophy and our mission.

129 "Dan Erstad" (3717029120)
00:18:35.699 --> 00:18:46.139
And finally, financial couldn't afford to pay the bill. So, how can
you make treatment evidence based treatment affordable for a wider
population of people.

130 "Dan Erstad" (3717029120)

00:18:46.139 --> 00:18:51.119
Next slide so.

131 "Dan Erstad" (3717029120)
00:18:51.119 --> 00:19:04.019
Through all of that, we built the products, and it really boils down
to a very, very simple and, uh, linear engagement process for people
to join our platform and engage in treatment.

132 "Dan Erstad" (3717029120)
00:19:04.494 --> 00:19:16.704
The 1st step is joining the community and what the community has is an
amazing resource library of content that we continue to publish, but
we want to, as part of our efforts to de stigmatize this conversation.

133 "Dan Erstad" (3717029120)
00:19:16.854 --> 00:19:28.854
We're talking about all all sorts of ways that alcohol use disorder
impacts a person's life and that's something we continue to do in our
content and our social channels. It's also therapist moderated support
groups.

134 "Dan Erstad" (3717029120)
00:19:29.759 --> 00:19:34.199
We host over 60 therapist, moderators, 4 groups on a weekly basis and.

135 "Dan Erstad" (3717029120)
00:19:34.199 --> 00:19:41.519
The idea is, they can they cover different topics need at different
times to be accessible to everyone but those are available as part of
our community.

136 "Dan Erstad" (3717029120)
00:19:41.519 --> 00:19:45.869
The 2nd step is intake. This is where a member.

137 "Dan Erstad" (3717029120)
00:19:45.869 --> 00:19:51.209
Who engages further in the platform, it takes the DSM 5 and a set of
questions on our site.

138 "Dan Erstad" (3717029120)
00:19:51.209 --> 00:19:56.544
And and they're able to at least provide information to our providers
for initial member diagnosis.

139 "Dan Erstad" (3717029120)
00:19:57.084 --> 00:20:11.094
3rd step as part of the care plan is developing a personalized care
plan with a therapist and a physician in in conjunction understanding

what are the goals of the member? Is it sobriety or is it moderation and working together to create that care plan?

140 "Dan Erstad" (3717029120)
00:20:11.094 --> 00:20:18.474
Calendar where there are? There's a schedule that is built out. So someone can stick to that plan and really start changing the relationship with alcohol.

141 "Dan Erstad" (3717029120)
00:20:18.779 --> 00:20:26.429
And then finally, it's et cetera. It's, it's on our side understanding how our members are engaging what it's working for them.

142 "Dan Erstad" (3717029120)
00:20:26.429 --> 00:20:32.639
It's also a member outcomes we have a drink tracker that is launching very soon that users can use to actually.

143 "Dan Erstad" (3717029120)
00:20:32.639 --> 00:20:47.369
On a daily basis monitor how many drinks they're having and to track that over time as part of our audit measures. So, um, this is the process that we've set up, and we made a very, very seamless user experience for our members to join the community and engage in treatment.

144 "Dan Erstad" (3717029120)
00:20:47.369 --> 00:21:01.379
Next slide so let's talk a little bit more about the community in greater detail. Really? The idea is that we wanted to create a place entirely virtually. So monument is end to end digital. It's all virtual.

145 "Dan Erstad" (3717029120)
00:21:01.379 --> 00:21:10.529
A place where members could come in and get that peer accountability that we know from evidence based from, uh, peer reviewed research.

146 "Dan Erstad" (3717029120)
00:21:10.529 --> 00:21:24.504
The pure accountability is so important to a successful recovery journey and also get the support and educational resources. Um, so the community is available in all 50 States today. So it's available to all Cigna members here in the US.

147 "Dan Erstad" (3717029120)
00:21:24.864 --> 00:21:29.004
Um, as I mentioned, we have 60+virtual therapist, moderated groups on a weekly basis. weekly basis

148 "Dan Erstad" (3717029120)
00:21:29.189 --> 00:21:40.349
We also have an anonymous community forum with chat functionality.
This is a place where our members can engage with each other
anonymously. Um, our team also moderate the community to ensure that
all questions are being answered and.

149 "Dan Erstad" (3717029120)
00:21:40.349 --> 00:21:45.269
And we're and we're engaging in in really fruitful and helpful
discussion for our members.

150 "Dan Erstad" (3717029120)
00:21:45.269 --> 00:21:53.699
We also have the resources, as I mentioned, which is that content
ready, but everything we've been publishing about try January and
talking about a lot of other.

151 "Dan Erstad" (3717029120)
00:21:53.699 --> 00:22:04.134
Issues as we start the year and people are making resolutions, for
example, and then finally, we do a lot of monument live programming,
which is webinars that we host for our community members.

152 "Dan Erstad" (3717029120)
00:22:04.314 --> 00:22:18.444
We did 1 last week, actually with 1 of our clinicians, and 1 of our
marketing leads, and also an author to talk about dry January. But
this is something we do on our regular basis. And again, it's a means
to keep our community engaged and keep people.

153 "Dan Erstad" (3717029120)
00:22:18.719 --> 00:22:24.989
Um, you know, feeling very welcome and understanding. This is a non
judgmental non stigmatizing experience that we'll have with monument.

154 "Dan Erstad" (3717029120)
00:22:25.824 --> 00:22:35.304
Next slide, so just a little bit more of the support groups because
again, this is a feature something that we launched in 2020 just as,

155 "Dan Erstad" (3717029120)
00:22:35.304 --> 00:22:45.864
as the pandemic was starting and it was the feedback we've gotten and
we've shared some of the testimonials in the slides today. Is so
incredible? And it drives us every day, but. every day but

156 "Dan Erstad" (3717029120)
00:22:45.959 --> 00:22:59.634

The idea is, you know, we really want to allow our support groups to expand access to underserved populations. So they are free hour, long video sessions on topics related to change your relationship with alcohol and they're motivated by therapist from our platform.

157 "Dan Erstad" (3717029120)
00:23:00.174 --> 00:23:04.734
There's a few examples on the right hand side here. These are just a couple of them.

158 "Dan Erstad" (3717029120)
00:23:05.039 --> 00:23:13.859
But, for example, for individuals who identify as part of the, the bypass community, or, you know, our group, uh, our groups for women are very, very popular.

159 "Dan Erstad" (3717029120)
00:23:13.859 --> 00:23:23.849
The goal with our support groups is that when anyone comes to the doors at monument, they can navigate to a place where they will feel comfortable to start engaging in treatment. And this has been.

160 "Dan Erstad" (3717029120)
00:23:23.849 --> 00:23:27.749
Proven to be very, very successful and a great feature is part of our platform.

161 "Dan Erstad" (3717029120)
00:23:27.749 --> 00:23:38.849
The last thing I'll mention on this is that, you know, the options for someone to join our, we try and lower the barrier of what it means to engage in the appropriate. So, the 1st time, someone joins.

162 "Dan Erstad" (3717029120)
00:23:38.849 --> 00:23:43.169
They do not have to be on camera. They don't need to speak. They can choose just to listen.

163 "Dan Erstad" (3717029120)
00:23:43.169 --> 00:23:55.974
And what we see is over time, if someone starts that way, they will begin to engage and they will begin to see their peers and start to know the names and the faces of others who are going through this journey with them. And that's the evolution that we're seeing on the platform.

164 "Dan Erstad" (3717029120)
00:23:55.974 --> 00:24:01.884
And again we've members are now hadn't been together for the greater part of 3 years engaging in our support groups.

165 "Dan Erstad" (3717029120)
00:24:03.264 --> 00:24:12.864
Excellent. Okay. So moving beyond the support groups and the community
based features is our individualized, uh, clinical care.

166 "Dan Erstad" (3717029120)
00:24:12.864 --> 00:24:19.254
So it's physician care, uh, medication, assistant treatment and also
psychotherapy that's offered to individuals. Um.

167 "Dan Erstad" (3717029120)
00:24:19.559 --> 00:24:29.519
On the website, or, excuse me on the platform, we prescribe FDA
approved medication and it can be shipped directly to the member
store. If it is deemed safe, inappropriate.

168 "Dan Erstad" (3717029120)
00:24:29.519 --> 00:24:41.369
Um, as part of our process, we also do a risk stratification and
withdraw screening to identify vulnerable members. So, if it is, um,
if it is determined by our physician that a members at risk.

169 "Dan Erstad" (3717029120)
00:24:41.369 --> 00:24:44.879
Our care coordination team will then work with the member to navigate
to.

170 "Dan Erstad" (3717029120)
00:24:44.879 --> 00:24:48.869
The right alternative treatment option, whether that's detox inpatient
treatment.

171 "Dan Erstad" (3717029120)
00:24:48.869 --> 00:24:58.109
And we do partner with we are partnering working with Cigna to ensure
that that navigation is to an end network treatment option that works
for that member.

172 "Dan Erstad" (3717029120)
00:24:58.109 --> 00:25:09.629
The therapy based plans are their CBT based treatment with phase
modules and again it's tailored to each member. Um, 1 of the big
decision points. And again, this is really important for the platform.
Is that.

173 "Dan Erstad" (3717029120)
00:25:09.629 --> 00:25:19.589
For some sobriety is the goal at the outset, but for others, it's harm
reduction. It's just trying to cut back on their drinking. So the

phase modules are tailored, depending on that goal.

174 "Dan Erstad" (3717029120)
00:25:19.589 --> 00:25:26.664
That the member has set along with their clinician care pathways also
address Co, occurring, mental health conditions.

175 "Dan Erstad" (3717029120)
00:25:26.934 --> 00:25:36.324
And our care coordination team is there along the way if if a members
in need of of any alternative care beyond our platform but beyond what
we can provide.

176 "Dan Erstad" (3717029120)
00:25:37.644 --> 00:25:52.644
Excellent So where are we today just a few metrics that we're really
proud of, in terms of our growth since we launched a few years ago
today, across all of our, all of our channels all platforms are
putting social channels we have over 300,000 members,

177 "Dan Erstad" (3717029120)
00:25:52.644 --> 00:26:03.984
who are engaging with monument, we have 72000+community members and we
have 10,000 plan members. Some members who are who have received
treatment on the platform today. have received treatment on the
platform today

178 "Dan Erstad" (3717029120)
00:26:04.259 --> 00:26:07.799
Uh, we published the study.

179 "Dan Erstad" (3717029120)
00:26:08.244 --> 00:26:19.914
And did did a look at our members based on the important he just
measure of initiation engagement treatment. We looked at for members
who are coming into the platform and going through the initial flow
and sign up process.

180 "Dan Erstad" (3717029120)
00:26:20.124 --> 00:26:25.914
Are they initiating treatment engaging shooting within 14 days and are
they remaining engaged at the 34 day? Mark? mark

181 "Dan Erstad" (3717029120)
00:26:26.189 --> 00:26:35.279
And what we found was really staggering. Our numbers are really
phenomenal. And I think what this speaks to at 98% and 95%
respectively, is that we've created a product.

182 "Dan Erstad" (3717029120)

00:26:35.279 --> 00:26:47.699
That again is improving accessibility. It's a very friendly user
experience. It's a web based app experience so there's no iOS or
Android app, but members going to access it on their mobile phone,
their tablet or their computer.

183 "Dan Erstad" (3717029120)
00:26:47.699 --> 00:26:52.229
And and we see that in the results born out and and how the members
are engaging in treatment.

184 "Dan Erstad" (3717029120)
00:26:52.229 --> 00:26:55.919
Excellent.

185 "Dan Erstad" (3717029120)
00:26:55.919 --> 00:27:00.629
And a few other outcomes measures that are really, really important to
us um, as we.

186 "Dan Erstad" (3717029120)
00:27:00.629 --> 00:27:05.339
Uh, you know, really aspire to, to, to, um.

187 "Dan Erstad" (3717029120)
00:27:05.339 --> 00:27:09.569
Prove the best possible clinical outcomes so 1st.

188 "Dan Erstad" (3717029120)
00:27:09.569 --> 00:27:22.919
On average money members saw 51 degrees and heavy drinking days per
week by the 4th condition appointment. This is 1 of the key on ITC
measures and we're really proud of the results we're seeing and how
our members are reducing.

189 "Dan Erstad" (3717029120)
00:27:22.919 --> 00:27:29.399
They're, they're drinking on the platform. 4 days is the average time
for member sign up to the 1st position appointment.

190 "Dan Erstad" (3717029120)
00:27:29.399 --> 00:27:42.329
This is a huge issue that we we hear about from partners at Cigna and
from others that right now, behavioral health is really challenging to
get patients to the right provider. So creating a clinician network.

191 "Dan Erstad" (3717029120)
00:27:42.329 --> 00:27:50.729
That can provide treatment within 4 days. That is a measure that is
really important to us because when someone is ready to make that

change, we want to offer treatment.

192 "Dan Erstad" (3717029120)
00:27:50.729 --> 00:27:54.599
And resources as soon as possible.

193 "Dan Erstad" (3717029120)
00:27:54.599 --> 00:28:03.869
And then finally, after our each clinician visit, and after the
support groups, our members have the opportunity to read the
experience at a 5 stars.

194 "Dan Erstad" (3717029120)
00:28:03.869 --> 00:28:08.639
And from over thousands of reviews, it continues to grow the number of
views.

195 "Dan Erstad" (3717029120)
00:28:08.639 --> 00:28:23.189
We have a 4.85 star rating, and again, this, this speaks, I think, to
the experience, the clinicians on the platform and, and the care that
they're providing. Um, but really that our members at monument are
getting a phenomenal experience when they join the platform.

196 "Dan Erstad" (3717029120)
00:28:24.449 --> 00:28:36.179
Okay next slide. So this is really exciting news from last year. Um,
as we start to evolve the member experience, uh, we are going to be
integrating.

197 "Dan Erstad" (3717029120)
00:28:36.179 --> 00:28:43.619
Uh, some really great content and self guided resources from tempest.
Tempest is a peer in our space.

198 "Dan Erstad" (3717029120)
00:28:43.619 --> 00:28:50.369
They're also an online alcohol treatment platform, uh, monument
acquired tempest back in May of last year.

199 "Dan Erstad" (3717029120)
00:28:50.369 --> 00:28:59.009
Uh, we are in the process of adding in again, these great rich
resources and tools into the monument experience and that's going to
be happening in the next few months.

200 "Dan Erstad" (3717029120)
00:28:59.009 --> 00:29:03.329
Um, but this will make it easier for individuals to track and
visualize their progress.

201 "Dan Erstad" (3717029120)
00:29:03.329 --> 00:29:06.479
New ways for members to identify support resources.

202 "Dan Erstad" (3717029120)
00:29:06.479 --> 00:29:13.019
And the self guided care pathways. So, what this will do is compliment
the clinical treatment that we have in Monument today.

203 "Dan Erstad" (3717029120)
00:29:13.019 --> 00:29:24.929
And add more for the individual who may want to go at their own pace,
who may decide that they don't want to see a therapist per se or
they're not, you know, they may not need medication, but they still
want to examine their relationship with alcohol.

204 "Dan Erstad" (3717029120)
00:29:24.929 --> 00:29:35.699
On their own timing, a temp is going to add a lot of that experience
in the monument and we'll see that in the next few months something
our team is really thrilled to introduce to our members.

205 "Dan Erstad" (3717029120)
00:29:36.839 --> 00:29:44.519
Next slide do you want to take this.

206 "Connor W" (4076095488)
00:29:46.769 --> 00:29:57.989
Sorry, I was on mute. Thanks, Dan. Uh, so, yeah, a little bit about
our relationship with the segment today uh, all sitting on our North
members have access to monument.

207 "Connor W" (4076095488)
00:29:57.989 --> 00:30:01.679
Through our national ancillary agreement.

208 "Connor W" (4076095488)
00:30:01.679 --> 00:30:05.759
That went live last February of 22.

209 "Connor W" (4076095488)
00:30:05.759 --> 00:30:09.629
The community is available nationwide to to.

210 "Connor W" (4076095488)
00:30:09.629 --> 00:30:22.349
All members and treatment plans can be accessed. So those are covered
services as we know them in 2002 States today. Well, 21 states with
North Carolina opening next week.

211 "Connor W" (4076095488)
00:30:22.349 --> 00:30:28.289
So, we're, we're excited about what the next year has to bring.

212 "Dan Erstad" (3717029120)
00:30:30.989 --> 00:30:34.049
All right next slide.

213 "Dan Erstad" (3717029120)
00:30:37.109 --> 00:30:50.964
So, um, that's the overview of monuments you can learn more of our
website. Um, if you have questions about treatment plans. So for
anyone, you know, clinical from the from the signal team, uh, you can
reach out to support and we can answer any of your questions.

214 "Dan Erstad" (3717029120)
00:30:50.964 --> 00:30:58.674
There, if you're interested in partnering with us, there's a
partnership to join monument dot com. But again, to reiterate what I
said at the top.

215 "Dan Erstad" (3717029120)
00:30:58.949 --> 00:31:13.314
And what Connor just mentioned is, you know, we're thrilled to have
this relationship with Cigna. That is really and if is just growing,
and, you know, the scope of the problem, it still remains very large.
And we're really excited for the work that we can do together to help
people change their relation to the alcohol.

216 "Dan Erstad" (3717029120)
00:31:13.344 --> 00:31:19.794
So, with that, we can pass it back over to the signet team. And we're
happy to answer some questions.

217 "Mack, Kari" (2088331776)
00:31:20.844 --> 00:31:29.154
Great, thank you guys so much for the wonderful information we will
move into the Q and a question here or the portion of the presentation
here.

218 "Mack, Kari" (2088331776)
00:31:29.154 --> 00:31:40.254
So, you guys can continue to submit questions there in the Q and a
section of webx and we'll just answer as many questions as we have
time for.

219 "Mack, Kari" (2088331776)
00:31:40.644 --> 00:31:46.494
So, 1st, question is, does monument offer anything for family members

of people with.

220 "Dan Erstad" (3717029120)
00:31:47.009 --> 00:31:59.399
A substance use disorder. Um, so so, as of today, um, this is
something that does come up, um, uh, a lot in questions.

221 "Dan Erstad" (3717029120)
00:31:59.399 --> 00:32:03.809
We don't have a product that is built out specifically for family
members today.

222 "Dan Erstad" (3717029120)
00:32:03.809 --> 00:32:08.849
Um, it is something that is in our roadmap. Um, but as we've looked at
this.

223 "Dan Erstad" (3717029120)
00:32:08.849 --> 00:32:14.969
It's something that is, it's really important to make sure that, you
know, as we pursue that, we do it the right way.

224 "Dan Erstad" (3717029120)
00:32:15.894 --> 00:32:22.284
Because again, it's an experience, we want to make sure that we're,
we're introducing to the world with all the features,

225 "Dan Erstad" (3717029120)
00:32:22.284 --> 00:32:31.374
and all the clinical record that that really requires with that said
there are certain support groups that are more aimed towards family
members.

226 "Dan Erstad" (3717029120)
00:32:31.764 --> 00:32:41.004
So, I would encourage anyone who's curious to create a free community
log in, and you can look at the support groups. So some of them are
more focused on family support.

227 "Dan Erstad" (3717029120)
00:32:41.339 --> 00:32:46.349
Um, in addition, you know, a lot of our content while while directed
to our members.

228 "Dan Erstad" (3717029120)
00:32:46.349 --> 00:32:51.119
Um, it can be very educational. Yeah and even to family members to
learn and understand.

229 "Dan Erstad" (3717029120)

00:32:51.119 --> 00:33:01.919
What what's someone who is struggling with alcohol disorder is going
through? So it's a very good question. There are some resources today,
but it's something that I think is in our in our roadmap to.

230 "Dan Erstad" (3717029120)
00:33:01.919 --> 00:33:06.209
To really pursue in in a more robust fashion, James, or or.

231 "James Besante" (1418838784)
00:33:06.209 --> 00:33:20.459
I totally agree with that. The groups are a great resource, and we
touched on them briefly. There's a group specifically for this topic
and the materials are also very valuable.

232 "Mack, Kari" (2088331776)
00:33:22.469 --> 00:33:34.859
Great we have another question here and somebody is interested in
knowing how to address a partner that was in a for many years and is
not sober any longer, not sure how to handle binge drinking.

233 "James Besante" (1418838784)
00:33:39.114 --> 00:33:48.474
Are you going to take this? 1? Yeah, definitely. It's tricky. It's
again comes down to a concern. Family member loved 1.

234 "James Besante" (1418838784)
00:33:48.474 --> 00:33:59.154
who's trying to support the person they care about on their recovery
journey um, and so, I think a is a 1 pathway to recovery.

235 "James Besante" (1418838784)
00:33:59.154 --> 00:34:08.634
It's not the only way monument offers complimentary support services,
um, for that individual.

236 "James Besante" (1418838784)
00:34:08.699 --> 00:34:18.329
That can be tailored to complete cessation from alcohol, total
sobriety or moderation. Um, and so, I think.

237 "James Besante" (1418838784)
00:34:18.624 --> 00:34:32.814
Sometimes, if folks run into trouble, trying something different is a
really valuable approach, feeling it out seeing if the programming we
offer, um, might be helpful for that individual.

238 "James Besante" (1418838784)
00:34:33.834 --> 00:34:48.324
None of what we do is counter to 12 step mediated recovery. We work in

a space many of our members also engaged in 12 step mediated recovery. We complement those types of services. We all.

239 "James Besante" (1418838784)
00:34:48.354 --> 00:34:52.914
Also offer medications, medication, assisted treatment for people in recovery.

240 "James Besante" (1418838784)
00:34:53.094 --> 00:35:03.654
So someone who may have just tried pure support groups like a, in the past maybe has never actually been on evidence based treatment or medication, which is something again, our holistic approach.

241 "James Besante" (1418838784)
00:35:03.684 --> 00:35:14.274
We would offer an ad to treatment and then individualized therapy that can get it. Some of the root causes of people's substance use. So, while peer support groups are.

242 "James Besante" (1418838784)
00:35:14.579 --> 00:35:20.999
Incredible and really valuable for people's recovery. They're not a place where you can really work through trauma.

243 "James Besante" (1418838784)
00:35:21.504 --> 00:35:24.684
In an organized fashion with people training to do that.

244 "James Besante" (1418838784)
00:35:24.774 --> 00:35:37.674
Um, they're very helpful for people who've had adverse childhood experiences, but if you are someone where your substance use is related to other factors, and you need to talk to, like a licensed master level therapist, you could do that on our platform.

245 "James Besante" (1418838784)
00:35:37.674 --> 00:35:40.464
And that's something you just couldn't get from a peer support group.

246 "Mack, Kari" (2088331776)
00:35:43.374 --> 00:35:47.544
Okay, great. Um, a couple of questions here, we'll just kind of put them together.

247 "Mack, Kari" (2088331776)
00:35:47.544 --> 00:35:59.304
Can you talk about medications available for people with alcohol use disorder and then if somebody is interested in medication, assisted treatment vivitrol injections, how does monument go about setting that

up?

248 "James Besante" (1418838784)
00:36:00.594 --> 00:36:10.764
Yeah, no, I'd love to take that question so there are many there's
many medications we use to help people with the diagnosis of alcohol
use disorder. There are 3 that are FDA approved.

249 "James Besante" (1418838784)
00:36:11.724 --> 00:36:26.664
The 1st, medication was brand name antabuse that was approved decades
to go. Which stops people from metabolizing alcohol, and essentially
makes them allergic to alcohol intuitively. It makes a lot of sense.

250 "James Besante" (1418838784)
00:36:26.724 --> 00:36:29.484
This is the drug where you take the pill once a day and if you take.

251 "James Besante" (1418838784)
00:36:29.604 --> 00:36:42.624
Alcohol, you get violently ill, even dangerously sick, and you can end
to end up in an emergency department. Unfortunately, since the 1st
trial that approved that drug, which was done through the VA system
many, very, very well controlled.

252 "James Besante" (1418838784)
00:36:42.624 --> 00:36:53.574
Well, designed trials have failed to be positive or show a safe,
efficacious response to that medication. So it's much less used
nowadays, to be honest with you.

253 "James Besante" (1418838784)
00:36:53.604 --> 00:36:59.214
Um, and part of it has to do with the fact that negative reinforcement
is not a good way to change behavior and the.

254 "James Besante" (1418838784)
00:36:59.579 --> 00:37:05.819
The majority of people who are started on that medicine will actually
just not take it on the days. They want to drink um.

255 "James Besante" (1418838784)
00:37:05.819 --> 00:37:17.844
Then, that takes us to our 2nd medication that was FDA approved for
alcohol use disorder. That's now, which works at the opioid receptor
it blocks the opioid receptor and so it decreases the gratification
people get.

256 "James Besante" (1418838784)
00:37:17.844 --> 00:37:32.154

When they drink alcohol now, is FDA approved 1 pill once a day it's very safe. Uh, very few contraindications like there are with anti and what it does is it, it stops the reinforcement pathway.

257 "James Besante" (1418838784)
00:37:32.424 --> 00:37:35.634
And so some of the best studies looking at the efficacy of.

258 "James Besante" (1418838784)
00:37:35.819 --> 00:37:45.954
Which is also the same drug and vivitrol injections show that it helps people moderate, reduce their use in some sub populations that helps with alcohol cravings.

259 "James Besante" (1418838784)
00:37:46.314 --> 00:37:52.884
Um, it is a great starting place and it's a medication that can be started on someone who's actively drinking later years.

260 "James Besante" (1418838784)
00:37:52.884 --> 00:38:05.814
Later that medication was also approved and in long acting injectable form, that's once a month that's brand name vivitrol and in monument, you know, we're a telemedicine platform so we can't give injections, but we have explored partner.

261 "James Besante" (1418838784)
00:38:05.819 --> 00:38:12.054
With places, like retail pharmacies that can do specialty injections. It's something we've looked at.

262 "James Besante" (1418838784)
00:38:13.134 --> 00:38:25.884
Additionally, we could certainly provide services for a client, other than the injection, and we could work with their primary care provider who could give the injection and we could provide wrap around services.

263 "James Besante" (1418838784)
00:38:25.884 --> 00:38:35.724
For example, a member could receive that injection from their, and then come to us for therapy and other wraparound services. Unfortunately, just because of the.

264 "James Besante" (1418838784)
00:38:35.819 --> 00:38:49.380
Way the platform's set up to be so virtual to be so accessible at any time. You can't do procedures like that, but we've explored creative ways to do that. The last medication I don't want to.

265 "James Besante" (1418838784)
00:38:49.380 --> 00:38:52.470
Take all the time is a drug called a.

266 "James Besante" (1418838784)
00:38:52.915 --> 00:39:04.015
Brand name is cancel. That was a drug that was FDA approved to treat
alcohol use disorder. Its mechanisms. Action is actually
controversial. There's about 3 proposed different mechanisms of
action.

267 "James Besante" (1418838784)
00:39:04.255 --> 00:39:08.605
We do know that it stabilizes the gap energy system,

268 "James Besante" (1418838784)
00:39:08.935 --> 00:39:22.165
which is a really important neuro inhibitory pathway in our brains
similar to now check phone studies have shown that it decreases
people's reward system gratification. When they drink alcohol steadies
consistently.

269 "James Besante" (1418838784)
00:39:22.470 --> 00:39:35.095
So, that people reduce stop their drinking and it can help with
cravings the big difference between mail trucks. And I can't say
which, I think are very similar. Is that a campus? You have to take 3
times a day, which is somewhat bothersome.

270 "James Besante" (1418838784)
00:39:35.365 --> 00:39:42.535
So, I'm sorry for the big explanation, but I think it's helpful to
review those medications which many providers are not aware of, or
familiar with.

271 "James Besante" (1418838784)
00:39:42.840 --> 00:39:54.060
And then there are other drugs we called 2nd, mine that are off label
that I won't review today that are also options on monument. We focus
on FDA approved evidence based treatments.

272 "Mack, Kari" (2088331776)
00:39:55.140 --> 00:40:06.090
Great, thank you. Next question. Can you talk about the types of focus
with your support groups? Are there specific groups for someone who's
wanting to cut down versus somebody who would like to totally quit.

273 "Dan Erstad" (3717029120)
00:40:09.420 --> 00:40:21.810
I can take that so the support groups, um, yes, they, there are

certain groups that are more more focused on sobriety as the goal for system of, of harm reduction or cutting back on drinking. So.

274 "Dan Erstad" (3717029120)
00:40:21.810 --> 00:40:26.280
Um, we continue to expand the groups and that is that is 1 criteria. 1.

275 "Dan Erstad" (3717029120)
00:40:26.280 --> 00:40:38.965
1, top goal area that we can divide between, but really the expansion of the groups is based on 2 factors, 1 is demand it's the growth of our community and 2 is, what are our members saying that they want?

276 "Dan Erstad" (3717029120)
00:40:39.385 --> 00:40:42.025
What is the feedback that we're hearing from them about topics?

277 "Dan Erstad" (3717029120)
00:40:42.120 --> 00:40:49.470
That would be really valuable for them. Um, and, you know, just to I'm taking a just a really quick peek, but.

278 "Dan Erstad" (3717029120)
00:40:49.470 --> 00:41:03.325
You know, for example, you know, there's other groups that are happening today, you know, preventing relapse through self care or we have a men's group. I mentioned the women's group and 1 of the slides, but we also men's group. So, it really depends on how someone identifies.

279 "Dan Erstad" (3717029120)
00:41:03.355 --> 00:41:05.425
And we want to, um.

280 "Dan Erstad" (3717029120)
00:41:05.730 --> 00:41:15.660
You know, give people that safe and welcoming environment where they're going to feel, they won't feel the judgment or new stigma to engage in the group setting. So, I hope that answers answered the question.

281 "Mack, Kari" (2088331776)
00:41:16.980 --> 00:41:25.650
Great Thank you next question here.

282 "James Besante" (1418838784)
00:41:25.650 --> 00:41:32.160
I also dropped a link to those groups in the chat. I'm not sure if the participants can see that, but, um.

283 "James Besante" (1418838784)
00:41:32.160 --> 00:41:37.920
Yeah, feel free to click the link and scroll through them on your own
time as well and go directly to the group listed there.

284 "James Besante" (1418838784)
00:41:39.360 --> 00:41:49.950
Those are free and accessible to anyone in any state. We mentioned our
services being available. I think, in 22 states now, any, anyone
anywhere can access 1 of our groups.

285 "Mack, Kari" (2088331776)
00:41:49.950 --> 00:42:02.490
Okay, another question structure was identified as a barrier to
treatment. Can you speak to what like, programming or a time
commitment would look like for a person who's wanting to engage with
programming.

286 "Dan Erstad" (3717029120)
00:42:04.260 --> 00:42:11.370
Yeah, yeah, absolutely. So, uh, so the way it's set up today, um, at
the community level, um.

287 "Dan Erstad" (3717029120)
00:42:11.370 --> 00:42:19.350
That is pretty much it's very flexible for individuals to identify the
time that works for them, or how much they want to engage. So.

288 "Dan Erstad" (3717029120)
00:42:19.350 --> 00:42:33.565
Certainly content can be engaged with at their leisure. The community
chat form is available 24, 7. so that's something that can be utilized
really? On someone's time the support groups. Um, 1 thing I didn't
mention before, but it's really important.

289 "Dan Erstad" (3717029120)
00:42:33.565 --> 00:42:35.275
We're trying to expand. expand

290 "Dan Erstad" (3717029120)
00:42:35.610 --> 00:42:41.610
The Times of the groups, and we're trying to work with our therapist
to add, for example, evening time, which we've heard feedback from
parents.

291 "Dan Erstad" (3717029120)
00:42:41.610 --> 00:42:48.330
That, you know, that is a really valuable time that they have open,
uh, after the kids are asleep, for example. So.

292 "Dan Erstad" (3717029120)
00:42:48.330 --> 00:42:52.470
The community based peer support options.

293 "Dan Erstad" (3717029120)
00:42:52.470 --> 00:42:59.850
Those have a, you know, a wide variety of times and ways that people can engage with them at their leisure.

294 "Dan Erstad" (3717029120)
00:42:59.850 --> 00:43:04.410
When it comes to clinical treatment, the way that the program is set up today.

295 "Dan Erstad" (3717029120)
00:43:04.410 --> 00:43:16.015
Is there's a physician care plan and that's where you meet with the doctor and you can work on, you know, if medication is just a treatment is is indicated or proper for that individual,

296 "Dan Erstad" (3717029120)
00:43:16.285 --> 00:43:23.485
you can meet with the doctor and then have ongoing appointments with them on a monthly or quarterly basis depend, depending on what the doctor.

297 "Dan Erstad" (3717029120)
00:43:24.450 --> 00:43:31.020
I would like from the patient and, you know, appointments I think 1 of the 1 of the quotes in the deck said.

298 "Dan Erstad" (3717029120)
00:43:31.020 --> 00:43:44.550
You know, we're trying to expand the times that our, our providers are available. 1 of the benefits of being a telemedicine platform is that you can find different hours and flexibility. Um, that can work better with people's schedules and their lunch hour or other times. That work for them.

299 "Dan Erstad" (3717029120)
00:43:44.905 --> 00:43:58.045
So, that was physician care if someone is going to engage in 1 of the therapy plans, we have 2 different options. 1 is biweekly therapy. So, 2 appointments per month, and the other 1 is weekly therapy. So, so an appointment every week.

300 "Dan Erstad" (3717029120)
00:43:58.375 --> 00:44:02.005
And so the idea is that, you know, we want the individual to commit.

301 "Dan Erstad" (3717029120)
00:44:02.695 --> 00:44:15.325
To creating a plan and creating a routine that they can really start to build their life around. Because this is a, it is a big change for for many people. And if and so we want to get that commitment out of them.

302 "Dan Erstad" (3717029120)
00:44:15.325 --> 00:44:20.365
And, but at the same time, afford them and avail them with as much flexibility as we can.

303 "Dan Erstad" (3717029120)
00:44:20.670 --> 00:44:24.030
Uh, on the platform, so I hope that answers the question.

304 "Mack, Kari" (2088331776)
00:44:24.030 --> 00:44:37.860
Okay, great. We have another question here. I have a 30 year old son. He has his own insurance with a very high deductible and live paycheck to paycheck. What is the cost of programming if they somebody were to self paid.

305 "Dan Erstad" (3717029120)
00:44:37.860 --> 00:44:49.290
Sure, so, um, so I'll put the link also in the chat here, but our, our cash pay pricing is, is it's on the site.

306 "Dan Erstad" (3717029120)
00:44:49.290 --> 00:44:56.460
For physician care, it's 10 dollars a month and each physician appointment, I believe is around 45 dollars.

307 "Dan Erstad" (3717029120)
00:44:56.460 --> 00:45:00.420
For total care BI, weekly treatment it's 150 dollars per month.

308 "Dan Erstad" (3717029120)
00:45:00.420 --> 00:45:14.965
So, that includes 22 therapy appointments, but also meeting with the doctor and then for the total care with weekly therapy appointments is 250 dollars per month. Um, so that's 4 meetings with 1 of our masters on the therapist on the platform.

309 "Dan Erstad" (3717029120)
00:45:14.965 --> 00:45:17.695
And also, that also includes. also that also includes

310 "Dan Erstad" (3717029120)

00:45:17.940 --> 00:45:29.940
Physician care and medication is a treatment so our pricing we, we
really did try and price this as affordably as we could and we know
it's going to vary across different markets. You know what? It looks
like.

311 "Dan Erstad" (3717029120)
00:45:29.940 --> 00:45:44.725
In in New York, where I am, for example, versus other parts of the
country, but, you know, we did develop our pricing to invite as many
people as possible onto the onto the platform. I do individuals, you
know, maybe like like your son as mentioned an example.

312 "Mack, Kari" (2088331776)
00:45:46.980 --> 00:45:54.840
Great, thank you. Another question is the platform and clinical
resources available in Illinois.

313 "James Besante" (1418838784)
00:45:56.490 --> 00:46:01.860
Well, that's where I'm located. Uh, I'll let Connor take this 1. mm.
Hmm.

314 "Connor W" (4076095488)
00:46:04.410 --> 00:46:09.780
Thanks, uh, no, unfortunately today we are not, uh.

315 "Connor W" (4076095488)
00:46:09.780 --> 00:46:14.370
Operating for services in Illinois, but we like, we've.

316 "Connor W" (4076095488)
00:46:14.370 --> 00:46:19.980
Said the free community and the therapist moderated groups are
available.

317 "Mack, Kari" (2088331776)
00:46:21.900 --> 00:46:28.590
Okay, another question does mine prescribers work directly with
insurance for billing?

318 "Connor W" (4076095488)
00:46:30.540 --> 00:46:39.630
Yes, uh, we're a network with most major insurance plans, including
North. Um.

319 "Connor W" (4076095488)
00:46:39.630 --> 00:46:47.430
And we direct, we build directly to to the insurance company and
collect the, uh.

320 "Connor W" (4076095488)
00:46:47.430 --> 00:46:53.340
Benefit determined patient responsibility at the beginning of the
visit.

321 "Mack, Kari" (2088331776)
00:46:53.340 --> 00:47:07.800
In other words, your copay another question here about medication
isn't all better used for you to use my son used to draw did not work
for him.

322 "James Besante" (1418838784)
00:47:09.000 --> 00:47:23.425
It's a, it's a great question, and I think it's a confusing situation,
because when I meet patients who want to change their relationship
with alcohol, I'll start talking about a medication that works at
their opioid receptor and patients will be like oh, Dr,

323 "James Besante" (1418838784)
00:47:24.085 --> 00:47:38.995
you must have misheard me, I'm not using opioids I'm using alcohol and
the interesting thing here is that alcohol is a very I call it a dirty
drug. It interacts with just about every neurotransmitter system in
our, our brain and our central nervous.

324 "James Besante" (1418838784)
00:47:39.000 --> 00:47:53.785
System and 1 of the receptors alcohol interacts with is the opioid
receptor it's part of the reason people experience pleasure
gratification dissociation when they drink alcohol is because
alcohol's interaction

325 "James Besante" (1418838784)
00:47:53.785 --> 00:48:00.805
with the opioid receptor, the new opioid receptor. So, by blocking it,
we block part of that reinforcement pathway.

326 "James Besante" (1418838784)
00:48:01.495 --> 00:48:12.295
Now, now can also be used for opioid use disorder. The only form of
the medication ever FDA approved to treat opioid addiction is the
injectable form.

327 "James Besante" (1418838784)
00:48:12.535 --> 00:48:20.875
In fact, oral now should never be used for opioid addiction. For
reasons. I don't really have time to get into today, but you're right.

328 "James Besante" (1418838784)

00:48:20.875 --> 00:48:30.925
vivitrol is FDA approved for 2 reasons alcohol use disorder an opioid
use disorder oral, which we offer on the platform is only a.

329 "James Besante" (1418838784)
00:48:31.110 --> 00:48:33.415
Proved and efficacious for alcohol addiction.

330 "James Besante" (1418838784)
00:48:34.525 --> 00:48:37.855
Now, when you compare the 2 head to head, interestingly,

331 "James Besante" (1418838784)
00:48:38.005 --> 00:48:52.255
there's almost no compelling data that injectable now works
significantly better than oral naltrexones for patients who take their
oral medication daily in general.

332 "James Besante" (1418838784)
00:48:52.285 --> 00:49:00.955
We only offer vivitrol to folks who can't tolerate oral naltrexones or
won't talk take oral naltrexones reliably. But in a patient who is.

333 "James Besante" (1418838784)
00:49:01.110 --> 00:49:11.370
Client and takes their oral now tracks on daily there's really no
compelling reason to transition them to a monthly injectable with
additional costs and, um, risks.

334 "Mack, Kari" (2088331776)
00:49:14.820 --> 00:49:23.850
Does the prescriber help with understanding all Matt options and allow
an individual to be a part of the deciding.

335 "James Besante" (1418838784)
00:49:25.465 --> 00:49:33.655
Absolutely, so, from the very beginning, when we were thinking up what
monument was gonna look like, and the really,

336 "James Besante" (1418838784)
00:49:33.655 --> 00:49:48.415
really early stages 1 of the central tenants foundational pieces of
the platform is that it's patient centered and it's patient led care.
We think about health care as a ship, and our patients at the helm
steering their own ship.

337 "James Besante" (1418838784)
00:49:48.655 --> 00:49:55.195
The provider is there to help them make informed decisions about their
care, but all medical.

338 "James Besante" (1418838784)
00:49:55.380 --> 00:50:09.480
Decisions we believe strongly are the patient's decisions to make.
We're there to help guide them and help them make the safest decision
possible, but it is not provider led platform. It is entirely patient
treatment.

339 "Mack, Kari" (2088331776)
00:50:11.610 --> 00:50:21.870
Another question here can an alcoholic benefit from behavioral
modification program only or do they need both meds and behavioral
modification programs?

340 "James Besante" (1418838784)
00:50:22.435 --> 00:50:37.165
So I can touch on that 1, too. It's a great question. And it's
different for everyone again, addictions a complicated situation with
many facets and oftentimes our plan, or our treatment strategy tries
to adjust multiple facets.

341 "James Besante" (1418838784)
00:50:37.405 --> 00:50:51.865
There is no right or wrong way to recover in. Everyone's recovery.
Journey is valid. Some people come to our platform, and they just want
medication and they are successful with just medications. Some people
come and they want just therapy and their successful therapy. Some
people.

342 "James Besante" (1418838784)
00:50:51.870 --> 00:51:01.675
People want a combination, the literature or research behind this is
split different people will say different things. I don't want to dive
too much into that.

343 "James Besante" (1418838784)
00:51:01.675 --> 00:51:11.935
Now other than to say, all of these treatment treatment strategies
work for some patients using them together is very helpful. Others.
They don't need to use them in combination.

344 "James Besante" (1418838784)
00:51:12.505 --> 00:51:18.715
We accept anyone's recovery journey, though so if someone just wants
medication, they can get that. They just want therapy. They can also
get that.

345 "Dan Erstad" (3717029120)
00:51:18.990 --> 00:51:23.790
And I would just add on top of that, that, as I mentioned the tempest.

346 "Dan Erstad" (3717029120)
00:51:23.790 --> 00:51:28.710
What we're bringing onto the platform soon is more self guided um.

347 "Dan Erstad" (3717029120)
00:51:28.710 --> 00:51:39.925
Uh, care resources, so maybe someone more mild on the spectrum.
Somebody who's aware that they're drinking has changed and their their
sleep has changed, you know, other other, it's impact on other parts
of their health.

348 "Dan Erstad" (3717029120)
00:51:40.435 --> 00:51:46.675
So that's the other end of the spectrum that we're, we're really
bolstering the, the materials that we have available.

349 "Mack, Kari" (2088331776)
00:51:46.950 --> 00:52:00.955
Uh, to our members, what is the mode of delivery of therapy through
monument, voice phone calls, online chat, video call. Um, and then
another question does not even have an app.

350 "Mack, Kari" (2088331776)
00:52:00.985 --> 00:52:03.625
I don't know if you maybe want to address those 2 together.

351 "Dan Erstad" (3717029120)
00:52:06.660 --> 00:52:15.630
Sure, um, so we, um, I'll do the, the, the 2nd question 1st, uh, we
don't have a native iOS or Android app. It's, it's a web based app so.

352 "Dan Erstad" (3717029120)
00:52:15.630 --> 00:52:19.675
When you create a profile or or join our community,

353 "Dan Erstad" (3717029120)
00:52:20.215 --> 00:52:34.315
you can log in through your mobile device through tablet through your
desktop to engage with any of our resources in terms of care delivery
and they are synchronous appointments with the clinician.

354 "Dan Erstad" (3717029120)
00:52:34.555 --> 00:52:45.055
So live video sessions. Of course, in some cases, people may have
video issues and may not be able to. But the goal is to provide
synchronous care where an individual and their provider.

355 "Dan Erstad" (3717029120)
00:52:45.300 --> 00:52:54.805

And their care team can can really build that rapport. Um, just as I'm on camera here for the webinar today. So that's, that's the way we deliver care on the platform.

356 "Dan Erstad" (3717029120)
00:52:55.135 --> 00:53:05.965
We do allow some asynchronous messaging when it comes to issues can come up. If someone needs to move their appointment or having technical issues, things like that but care delivery itself is synchronous.

357 "Mack, Kari" (2088331776)
00:53:06.150 --> 00:53:20.965
And video base all right I'm not seeing any other questions coming in right now I

358 "Mack, Kari" (2088331776)
00:53:20.965 --> 00:53:26.305
want to we're kind of at the top of the hour here anyway so I would like to just thank you guys,

359 "Mack, Kari" (2088331776)
00:53:26.305 --> 00:53:36.145
Dan Dr Sanjay condor again for monument for this very informative presentation and then turn it over to Stephanie here to just finish it up here for our time.

360 "Mack, Kari" (2088331776)
00:53:36.150 --> 00:53:37.380
Today.

361 "Stephanie gissal" (1075218432)
00:53:40.230 --> 00:53:44.280
Thank you. So, there is a 5 question survey.

362 "Stephanie gissal" (1075218432)
00:53:44.280 --> 00:53:49.290
Also on the side panel, we kindly ask that you take a few moments to fill out.

363 "Stephanie gissal" (1075218432)
00:53:49.290 --> 00:53:54.390
The survey to help us, keep our seminars relevant to, you.

364 "Stephanie gissal" (1075218432)
00:53:54.390 --> 00:54:07.920
If you haven't already done, so feel free to listen to the replays of any of our past seminars and be sure to sign up to receive automatic email reminders for upcoming seminars.

365 "Stephanie gissal" (1075218432)
00:54:07.920 --> 00:54:11.220
Again, that site is Sigma.

366 "Stephanie gissal" (1075218432)
00:54:11.220 --> 00:54:15.600
Dot com backslash knowledge.

367 "Stephanie gissal" (1075218432)
00:54:15.600 --> 00:54:20.640
Dash center backslash, alcohol.

368 "Stephanie gissal" (1075218432)
00:54:20.640 --> 00:54:24.720
And that substance.

369 "Stephanie gissal" (1075218432)
00:54:24.720 --> 00:54:28.680
Dash youth, and that also was put it in the chat for today.

370 "Dan Erstad" (3717029120)
00:54:28.680 --> 00:54:33.270
Thank you and have a great rest of your day. Thank you.

371 "Connor W" (4076095488)
00:54:37.620 --> 00:54:39.510
Bye bye.