

Practicing Evidence-based Chiropractic and Increasing Referrals

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Improved Results

Evidence-based Chiropractic (EBC) must become the preferred practice in our profession for one simple reason -- it offers the best opportunity to deliver the best patient results. EBC does this by helping practitioners integrate those therapies most likely to provide patient benefit while avoiding those that are less likely to provide benefit.

A recent prospective study compared the effectiveness and cost-effectiveness of care modalities for acute low-back pain (1). The researchers concluded that compared with good usual care, evidence-based care (including manipulation) for acute low-back pain produces:

1. greater reduction in pain,
2. greater patient satisfaction,
3. greater rates of full recovery,
4. less expense, and
5. less need for continuing care.

Not Just Data

EBC is not a cookbook process in which patients are treated according to some strict scheme derived exclusively from research. Rather, EBC regards research information as an important component in the health care decision making process. Such information should be used in conjunction with clinical experience and judgment, clinical circumstances, and preferences of the patient.

Practicing EBC means choosing an action after weighing the risks and benefits of all the alternatives. While all clinical decisions are made under conditions of uncertainty, the degree of uncertainty decreases when clinical decisions are based on directly relevant, valid evidence.

Enhancing MD Alliances

In addition to the satisfaction of providing optimal patient results, how can practitioners benefit from EBC? One of the primary ways is through enhanced relationships with medical doctors. Over the last two decades, great strides have been made in the public's acceptance of chiropractic. Researchers have found that most patients who visit chiropractors are seeking treatment for spinal conditions (2), but approximately three times as many patients visit medical professionals for such conditions (3). So the majority of spinal cases are still within the control of our medical colleagues. Furthermore, medical practitioners are more likely to have professional dealings with

physiotherapists than with chiropractors (4). But savvy EBC practitioners can alter the physiotherapist referral pattern by forging evidence-based alliances with MDs.

Health care observers have noted that treatment of spinal complaints is the chiropractic profession's strength and the medical profession's weakness. Moreover, general practitioners are not interested in treating back pain cases and want help managing these patients (5). Only 5% of general practitioners claim to have good knowledge of chiropractic (6), and three out four say they would be interested in receiving more information (6,7). Therefore, the time is ripe for us to communicate.

Providing the Right Information

Medical doctors are seeking alliances with practitioners who provide high quality communications, because good communication between health care professionals improves patient care (8). But communications between primary and secondary health care professionals, including chiropractors, are far from ideal (9-11).

MDs rate most written reports from chiropractors as poor (6). Furthermore, they dislike chiropractors' technical jargon (eg., subluxation) and their dogmatic adherence to certain practice protocols: extended treatment schedules for all patients, charging "front end" lump sums for treatment programs, encouraging patient dependency, radiographic examination (and re-examination) of all patients, advocating against vaccination, and treating outside a musculoskeletal scope (6,7,12,13). Obviously, attempting to "educate" a medical practitioner regarding these protocols would be counterproductive.

Besides correspondence about patients, medical practitioners want presentations and scientific literature pertaining to safety and effectiveness, clinical referral guidelines and your clinic's outcome data (6,7,12). Additionally, they have a predisposition towards referring their patients to those professionals who are most closely aligned with their own medical training. For example, chiropractic referral for musculoskeletal care enjoys substantial support. Whereas, referral for chiropractic intervention in visceral conditions continues to be largely opposed by members of the medical profession (14). To create a lasting collaboration, we must consider the factors our medical colleagues value.

Generating EBC Referrals

Successful medical referral programs bring together the values of evidence-based chiropractors and medical practitioners. In fact, chiropractors using a specialized EBC referral program have been able to generate an average of about 60 more new patient referrals per year from MDs (15). An EBC referral program is an integral component in practice development and an emerging and underused economic model for our profession.

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