



## PROGRAM OVERVIEW

Obesity is one of the most critical health problems we face today. It is a chronic medical condition that affects millions of Americans, and the problem is growing worse each year. Obesity is a killer. It causes or contributes to the development of an array of life-threatening diseases, including hypertension, heart disease, and type 2 diabetes mellitus.

Why are so many people burdened by the problem of obesity? Why can't these individuals simply eat less and lose weight? Unfortunately, the solution to the problem isn't that easy because the root causes of obesity are a complex interaction of genetic, social, cultural, and emotional factors. Unless all aspects of the problem are addressed, it is nearly impossible for most obese people to achieve sustained weight loss.

The OPTIFAST® Program offers new hope to the obese. It is a medically based obesity treatment program that helps obese patients lose weight safely and maintain their weight loss. The OPTIFAST® Program is based on the premise that a problem as complex as obesity requires a complex solution - one that deals effectively with the physical, social, and emotional aspects of being overweight. The OPTIFAST® Program is a multidisciplinary approach to obesity treatment that combines a high quality, calorie controlled diet with behavior modification, nutrition education, exercise, psychological support, and medical monitoring of the patient's conditions.

## HISTORY OF THE OPTIFAST® PROGRAM

In the early 1970's, Dr. Victor Vertes, Director of the Department of Medicine at Mt. Sinai Hospital in Cleveland, OH, evolved the concept of stimuli narrowing, or using very controlled liquid nutritional formulas as a means of helping obese patients lose weight. Dr. Vertes' work grew out of studies on the physiological effects of this approach conducted in the late 1960's by Dr. Saul Genuth, Director of Mt. Sinai's Saltzman Institute for Clinical Investigation.

In working with obese patients, Drs. Vertes and Genuth discovered that limiting food intake by using a formula diet instead effectively promoted rapid weight loss, but that patients tended to regain the weight once they left the program. It was clear that another element of treatment was needed to help patients sustain their weight loss.

In 1974, Dr. Vertes and Genuth developed the OPTIFAST® Program with the assistance of other experts in the treatment of obesity. Along with behavior modification experts from around the country, Dr. Vertes developed the behavioral system that forms the framework of the present OPTIFAST® Program.

## THE OPTIFAST® FORMULA

The OPTIFAST® products are manufactured by Nestle HealthCare Nutrition Corporation. Nestle HealthCare Nutrition has developed a series of nutritional products useful in the treatment of obesity. Foremost among them is the OPTIFAST® formula, a low-calorie nutritional product that can be used by patients in a complete meal replacement program. The OPTIFAST® Formula contains balanced nutrition, including high quality protein, carbohydrates, minerals, and vitamins. It contains no amphetamines, laxatives, or water pills, and is available only through physicians who have received special training in the OPTIFAST® Program treatment.

Note: the video of 16 OPTIFAST® participants who share their journey to a new healthy weight and lifestyle is available at [www.optifast.com](http://www.optifast.com) (scroll down to OPTIFAST® Video).

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### PARIS MEDISPA PHILOSOPHY

Our focus is on prevention to optimize health. This approach promotes overall health. The Paris MediSpa's plan is to maintain exclusivity in the practice, with ongoing prevention and corrective action with each client/patient, serving as their personal counselor. Dr. Allison feels it is necessary to take the time to really get to know each client/patient, since counseling is a big part of problem resolution.

We have an extra interest in dermatology, and continue to attend training seminars in new and emerging technology and treatments. Smoking cessation, nutrition and weight loss counseling complete the full service, holistic approach to the practice.

A holistic and homeopathic approach will continue to be the guiding light as we pursue the perfection of using more natural supplements, nutraceuticals and therapeutic massage to round out our offerings.

### MEET OUR TEAM



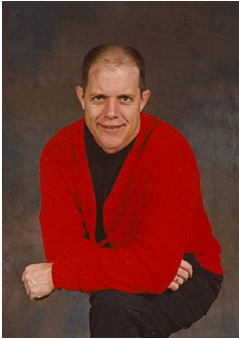
Dr. Roberta “Bobbi” Allison is our President and Founder of Paris MediSpa. She is a native of Paris and graduated from Bourbon County High School in 1976. She then graduated cum laude as a pre-medical student with a Bachelor of Arts degree with special studies, and a major in Spanish from Vanderbilt University. Growing up as the daughter of Dr. and Mrs. James Ferrell she was raised with a love for family medicine and country living. Being her father’s sidekick on house calls and medical office work she always knew she would be a doctor, too. He is the finest physician and role model she has ever known. After graduating from college in 1980, she married her sweetheart, Bruce Allison. They moved to Texas where Bruce was a petroleum engineer and Bobbi attended medical school at the University of Texas Health Science Center in Houston. Upon completing a family medicine residency in Corpus Christi, Texas, she worked several years as an emergency physician. They loved the Gulf Coast but Bobbi missed the Blue Grass and friendly, family atmosphere of Paris so they relocated to Bourbon County in 1992 with their son Tyler. They enjoy the life of the country on their beautiful farm and love to horse back ride in their spare time.

Dr. Allison is a Board Certified Diplomat with the “American Board of Family Medicine”. She is licensed in Kentucky. In addition to her traditional family medicine practice with great emphasis on preventive health care she has extensively studied cosmetic dermatology and become certified in multiple laser and injection techniques. As a result of her specialized qualifications, she is a Member of the “American Society of Laser Medicine & Surgery”.

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Bruce Allison is our Vice-President and Business Manager. He is a graduate of Vanderbilt University with a bachelors degree in Mechanical Engineering. Bruce has an avid interest in fitness and nutrition. He volunteers regularly at the Paris-Bourbon County YMCA, where he also serves as a board member. Bruce is our group leader for the Optifast Weight Management Program.



Nora Browning is our Spa Assistant and Massage Therapist. Nora is a resident of northern Fleming County with an assortment of pets, mainly pigeons and chickens. Pictured with her is “Widgie”, her eight year old French Modena pigeon, which she acquired at the Kentucky State Fair while exhibiting. She is a former poultry judge for the Harrison County Fair system, where her two daughters were active in 4-H and county fairs. Judging and exhibiting at the Kentucky State Fair has been a regular summertime activity in their lives.

Being grounded in crop raising and animal care has led her to a commitment to nature for natural calming of the soul. Nora believes massage incorporates the use of nature by returning our senses back to sound, feeling, and well-being. The release of being able to let go of “the outside world” and associated problems, even for an hour of massage, will soothe the soul and slow down the worldly rush that we all feel. Massage enables us to treat our own body and mind, to better deal with whatever comes along.



Mary Jane Miller our Technology Consultant. Mary is a home grown Paris girl. Like many other people here she ventured out into the big city bustle for a while but found that she is most comfortable with the small town pace and friendly neighbors of Bourbon County. The majority of Mary’s time is spent keeping up with her very rambunctious nine year old son Christian Jules, more infamously known as CJ. With a new found commitment to personal health and the well-being of family and friends she is excited to assist Bobbi and Nora in bringing the opportunity of better overall health to our community.

Mary comes to us with an extensive background in computer systems and office management. She is a graduate of Bluegrass Community and Technical College with an A.A.S in Computer Information Technology – Network Specialization. She is also a Microsoft Certified Professional. Mary maintains and repairs our computer systems as well as assisting with the planning and implementation of new technologies to provide ongoing improvements to our equipment to provide you with the most innovative health tools available. You can also rest assured that with her 19 years of experience in networking and security all of your medical information will be protected for complete privacy of all procedures, programs and personal information you share with us in your journey to be the best you possible.





## CONTRAINDICATIONS TO AN 800 CALORIE DIET

**Patients will not be admitted into the OPTIFAST<sup>®</sup> Program if they have had:**

- Recent myocardial infarction (3-6 months).
- History of cerebral vascular accident (stroke).
- Diabetes mellitus with a history of severe ketoacidosis.
- Chronic use of steroids, greater than 20mg daily.
- Bleeding peptic ulcer (unless there is radiological evidence of healing 6 months prior to entry).
- A psychiatric history that includes suicide attempts.
- Active thrombophlebitis (or any other condition where decreased blood volume would put the patient at risk).

**In addition, the program will not accept patients who are pregnant, and will remove patients from active treatment at the first suspicion of pregnancy.**

## RELATIVE CONTRAINDICATIONS TO THE OPTIFAST PROGRAM

Patients with the following conditions may be appropriate for the OPTIFAST<sup>®</sup> Program, based on the physician's judgment.

- History of transient ischemic attack.
- History of thrombophlebitis.
- Patients on lithium carbonate.
- Occupational hazards (any job requiring a person to be alert at all times, e.g., surgeons, pilots, bus drivers, truck drivers, window washers).
- History of liver or kidney disease.
- Use of drugs with potent gastrointestinal side effects, e.g., alkabutazolidin.

## PATIENTS WITH PSYCHIATRIC HISTORY

**All patients taking psychotropic drugs will require a letter from their psychiatrist, as well as their primary care physician. Patients on certain drugs may require extra monitoring and blood tests.**

These guidelines should be followed:

- The patient's personal psychiatrist should agree to his or her participation in the program.
- Psychiatric condition should be stable, i.e., not in crisis.
- Patient should be familiar and comfortable with side effects of psychotropic medication.



## STAGES OF THE PROGRAM

### The Program

The full OPTIFAST<sup>®</sup> program, for those needing to lose ~50 lbs or more, consists of 18 weeks of treatment in the following 4 phases. Other programs, for those who don't need to lose as much weight, will take fewer weeks. Each of these phases involves different components geared toward the accomplishment of a specific objective.

### The First Step - Initial Evaluation

Before you can enter the program, you will be evaluated by Dr. Allison to determine if the OPTIFAST<sup>®</sup> Program is the appropriate treatment for you.

This evaluation involves a 1 hour visit at Dr. Allison's office, and consists of:

- Obesity-specific history, physical exam, EKG, and body composition analysis
- Physical activity readiness evaluation
- Screening for medical causes of obesity
- Evaluation of obesity related medical conditions.
- Review or ordering of lab tests

Your food intake will be reduced to about 1200 calories for the next 4 -7 days in preparation for the next stage.

### Preparation for Active Weight Loss - Intake Visit

In this phase you will receive a nutritional and behavior assessment. You will receive your weight loss program specifically designed for you. You will also be given instruction on what is required for you to be successful in the program. You have the option to begin your first week of OPTIFAST<sup>®</sup> formula meal-replacements at the conclusion of the Intake Visit.

### Active Weight Loss (12 weeks)

During the active weight loss phase, caloric intake is limited to OPTIFAST<sup>®</sup> formula meal-replacements - usually 5 per day. The OPTIFAST<sup>®</sup> formula comes in powder form (added to water to make a shake), nutrition bars, or ready to drink (RTD) shakes. Critically Important: You must drink at least 2 quarts (1/2 gallon) non-caloric liquid per day.

Weekly group meetings will focus on behavior intervention, nutrition education, social support, instruction in increasing physical activity, and tips for adhering to the program.



## The Active Weight Loss phase involves a weekly clinic visit for 2 hours consisting of:

- Sign-in and receiving/paying for OPTIFAST® order for the next week
- Weigh-in and blood pressure check
- Lab tests (every two weeks)
- Physician's visit (as scheduled)
- Exercise Education and Nutrition Education sessions (as scheduled)
- 1 hour session with group members

## Transition Phase (6 weeks)

During the Transition phase, regular foods are slowly reintroduced and the use of the OPTIFAST® formula is gradually reduced. Nutrition education is a major part of the weekly sessions, as you continue to gain the skills and confidence needed to maintain your weight loss.

This phase involves a weekly clinic visit of 2 hours consisting of the same steps as the active phase, but with a focus on transitioning back to regular food, along with the associated potential pitfalls appropriate portion size, avoiding late-night snacking, choosing healthy food, etc.

## Ongoing Weight Management (Maintenance)

Group support and education is provided for all patients who have completed the Program. The Paris MediSpa Program offers Maintenance sessions to help patients maintain their new healthy weight. Education and group support are designed to help patients become aware of their relationship to food, how to manage that relationship to keep healthy and fit, and how to incorporate exercise into their weekly habits. Our goal is not just for patients to lose the weight, but to keep it off for a lifetime.

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**THE COST OF BEING OVERWEIGHT**

**MAINTAINING A HEALTHY WEIGHT CAN:**

- **BOOST YOUR CAREER:** A study published in the September 2002 issue of the Journal of Health Economics reported that regardless of a person's career, being obese limited their advancement and salary. On average, obese people earned 2.5% less than did their thinner colleagues performing the same job. For the typical American this amounts to roughly \$100,000 less over the life of their career. Obese women earned as much as 6.5% less.

Multiply your salary \_\_\_\_\_ by 0.025 = \_\_\_\_\_

- **ADD 13 TO 20 YEARS OF QUALITY TIME TO YOUR LIFESPAN:** Obese non-smokers died 13.3 to 13.7 years sooner than normal-weight nonsmokers. People who were morbidly obese (defined as being 100 pounds or more overweight) reduced their longevity by 20 years.

The average lifespan of Americans is 79.8 years for women and 74.4 years for men.

Given your current weight and smoking habits, how many years do you stand to lose? \_\_\_\_\_

- **SAVE YOU \$1500 PER YEAR ON MEDICAL BILLS**

Add a yearly savings of \_\_\_\_\_ **\$1500** \_\_\_\_\_

- **SAVE YOU MONEY ON HEALTH, LIFE, AND DISABILITY INSURANCE**

Contact your insurance provider to determine how much your rates would be reduced if you reduce your weight.

- **SAVE MONEY ON OVER THE COUNTER PRESCRIPTIONS**

Estimate your monthly expenditures on over the counter pain relief, digestive aids, etc. \_\_\_\_\_

- **SAVE MONEY ON PRESCRIPTION DRUGS**

Estimate how much you spend out of pocket each month on prescription drugs \_\_\_\_\_

- **SAVE MONEY ON FOOD BILLS**

Track your food expenditures for one week, including the weekend. Chose days that are fairly typical so that your estimate is reasonably accurate. Be sure to include the cost of any beverages and snacks you buy. \_\_\_\_\_

Suppose you cut your food intake by a third. Estimate how much you spend a day, week or month for food, then multiple your estimate by 0.33 to estimate your potential savings during the same time period.

Food expenses \_\_\_\_\_ x 0.33 = (amount you can save) \_\_\_\_\_





- **SAVE MONEY ON CLOTHES** Clothing in plus sizes often runs about 20% more than clothes in standard sizes. After you invest in a new wardrobe, you can save on maintaining it. If you spend \$1000 a year on clothes this translates into a \$200 saving.

Yearly clothing budget \_\_\_\_\_ x0.20 = (amount you can save) \_\_\_\_\_

To determine how much being over weight is costing you, add up all the dollar figures listed in the right hand column on the preceding pages.

Your total estimated cash savings = \_\_\_\_\_  
 (You may save this much each year you maintain a healthy weight)  
 The cost of losing weight on OPTIFAST® Program (insert program's cost) \_\_\_\_\_  
**(Remember, this is a one-time investment)**

**THE VALUE OF INCREASED LIFESPAN AND PRICELESS!**

Still not convinced? Follow the Latte Factor argument to get a sense of how Americans twiddle away hundreds of dollars each year while consuming excess calories.

*The Latte Factor*

David Bach, author of *The Automatic Millionaire*, says Americans lose money every year on what he calls the Latte Factor. The money they spend everyday on things like fancy drinks, bottled water, eating out and extras like multiple cell phones and home phone lines.

The Latte factor has significant implications for weight management as well. You can save hundreds of dollars and tens of thousand of calories just by changing your “Latte” habits.

*The Latte Factor for Weight Management*

The average cost of a medium-size (16 oz) coffee house latte is \$3.50. If you make it with whole milk it contains 135 calories. If it is made with skim milk it contains about 90 calories. The medium size version of fancy lattes, like a Mocha or Vanilla cream can have as many as 430 calories. Order a large and you’ll be sipping down a hefty 530 calories. The cost of fancier or larger lattes goes up as well. The average cost of a medium fancy latte is estimated at \$3.95.

Now imagine you consumed one medium, whole milk latte a day, 5 days a week, 49 weeks of the year.

Cost per year in dollars of a basic medium latte is \$857.50\* Cost per year in calories 33075 or about 10 pounds each year.

Now imagine you consumed one medium, fancy latte a day, 5 days a week, 49 weeks of the year. Cost in dollar cost of a fancy medium latte would be \$967.75\* Cost per year in calories is 102900 or 29.5 pounds year.

\*These are the average prices for the specified lattes in medium-sized cites. Prices are often higher in larger urban areas. Remember to include sales tax if your state charges it.

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**ADDING UP TO LESS . . . .**

For many, the weekly costs for the OPTIFAST<sup>®</sup> Products are less than what you are now spending on food, snacks and dining out.

**Typical Patient Average**

Average weekly grocery expenses for 1 . . . . .	<u>\$50.00</u>
Average weekly expenditures for eating lunch out . . . . .	<u>\$20.00</u>
Average weekly expenditures for eating dinner out . . . . .	<u>\$15.00</u>
Total weekly food expenditures . . . . .	<u>\$85.00</u>

\*Please include all beverages or snacks that you purchase from vending machines, filling stations, snack bars, etc., and all take out foods and alcohol.

What are *your* weekly food expenses?\*

Weekly grocery bill \_\_\_\_\_

Weekly lunch out \_\_\_\_\_

Weekly dinner out \_\_\_\_\_

Total \_\_\_\_\_

**Average weekly cost for OPTIFAST Products \$ \_\_\_\_\_**

**ACTIVE WEIGHT LOSS CLINIC SCHEDULE**

Weekly Weigh-Ins & Medical Monitoring	<u>Tuesday</u>	<u>Thursday</u>	<u>Saturday</u>
Clinic	3:00-7:30 pm	3:00-7:00 pm	10:00-12:00n
Group I	5:30-6:15 pm	Group III 5:30-6:30 pm	
Group II	6:30-7:15 pm		

\*Patients who complete treatment are eligible for Long term management, at no charge, as long as they attend group at least 26 times during the first year of Long-term management. There will be a one-time \$300 charge for patients who would like to stay enrolled in Long term management but didn't attend at least 26 times during that first year.

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## INSURANCE REIMBURSEMENT

Insurance carriers are inconsistent and vary greatly in their policies regarding claim payment for weight management programs, and in general, most insurance companies do not reimburse for commercial weight loss services, supplies and maintenance fees.

However, portions of treatment received at the Paris MediSpa Medical Weight Management Program, if medically necessary to alleviate a diagnosed medical condition driven by physical body weight, may be reimbursable by your insurance carrier. The Paris MediSpa Medical Weight Management Program does not guarantee insurance reimbursement.

We suggest that you contact your insurance carrier, using the phone number on your insurance card. Be sure to have your card with you to cite your policy and group number(s).

- Ask to speak to a claims supervisor rather than a claims clerk who might not be able to give you accurate information.
- It may increase the likelihood of insurance carrier reimbursement, if your primary care physician writes a letter of medical necessity, explaining your current medical condition and expected health improvements by losing a significant amount of weight. The Paris MediSpa Program would be happy to provide clinical outcome data to your insurance carrier if desired.
- Do not discuss or focus on weight loss even though the insurance representative will. Always focus on the medical issue or condition driven by your weight. Present your inquiry in the following way:

"My personal physician, Dr. \_\_\_\_\_, has referred me to a special medical treatment center for the treatment of medical condition (i.e. diabetes, high blood pressure, heart problems, sleep apnea, lung disease, joint and back problems, etc., or obesity if no other medical condition exists.)"

- Inform the representative that you will be going to the Paris MediSpa Medical Weight Management Program to participate in a medically supervised program. State that your doctor has warned that if you do not lose a significant amount of weight, your medical condition will deteriorate.
- If you are a member of a union and your health insurance is union bargained, contact your union health benefits representative for information. Because it is the contract holder who negotiated the benefits included in your insurance policy, enlisting support from either your employer or union can be a definite advantage in dealing with your insurance carrier.



## FREQUENTLY ASKED QUESTIONS OF THE PROGRAM

**Why would I want to use a product like OPTIFAST® without eating food? That sounds like some sort of weird fad diet!**

Have you tried losing weight by carefully measuring your food portions and noticed the scale still doesn't move? Many people find it difficult to accurately determine portion sizes and eat consistent amounts of food day after day. In fact, studies show that most people actually consume about 50% more calories than they actually think they do. This is not because they are in denial about what they eat. They simply do not have the skills to accurately track what they are eating.

Numerous clinical studies show that when people are given very few food choices, or preferably NO food choices, it is easier to decrease the amount of calories they consume each day. By removing the selection and preparation of foods, and reducing the vast array of available foods, people lose weight. This concept is known as "stimuli narrowing". Using a portion-controlled formula diet, such as OPTIFAST® meal replacements, results in precise intake of calories, complete nutrition, and most importantly, the ability to stick with the diet because no food choices are necessary.

Imagine taking a break, or "vacation", from food. While your body loses weight and your health improves, you will use the time to learn about good nutrition and healthy eating habits so that when you are again eating food, you are better equipped to manage it,

OPTIFAST® weight management products offer:

- High quality, complete nutrition
- Pre-portioned and calorie-controlled servings
- Quick and simple preparation

The OPTIFAST® meal replacement formula has been used for over 30 years - hardly a fad diet.

**I've read that liquid diets are dangerous and people gain all of their weight back once they start eating regular food. Is this true?**

The OPTIFAST® formula has all the nutrients that are required for good health. This is something that nearly all fad diets do not have. In fact, the initial liquid diets that were used in the 1970's were much different - they used low quality protein with few other essential nutrients. Today, the OPTIFAST® formula diet is medically supervised to ensure safety.

When was the last time you were on a diet and were being closely followed by a physician who was trained specifically to help you, and to ensure the safety of your treatment?

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As far as gaining back the weight, this could happen IF a person just did the liquid formula diet and made no other changes, like the latest fad diets. Our maintenance program provides the on-going support needed to help make these long-term changes in your lifestyle. (This is necessary to help individuals successfully discover their own issues related to weight management and help guide them in changing their habits.)

### **Will I be hungry if I'm not eating regular foods?**

The feeling of hunger and the impulsive desire to eat are real concerns. The causes of hunger, whether physical or emotional, are difficult to determine. To increase success in sticking with the diet program, controlling hunger is a primary objective. This control involves both preventing and managing hunger sensations. The Paris MediSpa Program staff will suggest various techniques to accomplish this goal. The good news is that, for most participants, hunger sensations fade within a couple days to a week after starting the program.

### **What can I do if I'm invited out to eat while I'm on the Program?**

Dealing with social eating events is one of the topics that the staff in the Paris MediSpa Program will help you work through. There are a number of options to consider and strategies that people have successfully used to help them enjoy these social events and stick to the program. Although initially apprehensive, many patients find that not eating is actually the easiest part of the program. Being successful long-term involves improving your eating habits and choices and including regular activity.

### **After I'm done using the OPTIFAST® products, what makes this program different from any other diet?**

Our program is not merely a "diet". This word refers to the way we feed our bodies. But the word "diet" to many people means something like this - "Diet" a painful, unrewarding form of punishment involving reduced food intake." This is why we refer to the way we eat with our Program as "lifestyle nutrition". Trivial semantics? Not really.

The Paris MediSpa staff has discovered that one of the biggest challenges people face when they attempt to lose unwanted body fat and improve their health is to allow themselves to believe they can and will succeed - to begin with an open and optimistic mind. However, when they think they're starting a "diet", their minds immediately begin to send negative, self-destructive messages such as, "Diets don't work ... I'm going to be so hungry ... I'm going to miss out on all the fun at parties, weddings, celebrations ... other people can diet, but I just can't do it ... after all, diets don't work." The result? They create their own reality. They fail because they decide (unconsciously) to fail.

Our Program is based on scientific research as well as what works and what doesn't work in the real world. Therefore, we have to accept the fact that people (including us!) love food. We want to eat. We need to eat. The good news? Our program teaches you how to eat and helps you to build the necessary skills for developing healthy eating habits.

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Also, participants in our program can continue to use limited amounts of OPTIFAST® products on an ongoing basis - for convenience or to reduce the number of food choices.

**I'm an emotional eater. Is this program for me?**

Yes! Eating for comfort or to relieve anxiety is one of the biggest challenges facing America today. Many physicians and psychiatrists often refer to food as "America's most popular and widely abused anti-anxiety medication." When you think of it this way, you can understand more accurately the detrimental effects eating for the wrong reasons have on our bodies and lives.

Eating for emotional reasons may be a behavior learned at a very young age, even as an infant. These patterns need to be changed before anyone can achieve the long-term success they are looking for with the Paris MediSpa Program. One of the keys to changing behaviors is to not just focus on eliminating the "bad ones" but to incorporate new healthy behaviors into our daily habits.

For example, people who often eat late at night, especially carbohydrates, need to commit themselves to changing this behavior. We've found that one of the things that works for many participants (who, just like you, eat for comfort too!) is whenever they feel like heading for the fridge, they stop and ask themselves if they're eating to fuel their body or to feed their emotions. Then they write the answer to that question down on a notepad kept next to the refrigerator. If they find what they are about to do was eat for comfort, they immediately go to another room (for example, your home office), and write.

They write about how they feel, what they're planning to achieve the next day, and they just keep writing (sometimes even cards to friends) until they feel they've released the negative energy that was trying to "come out" by eating.

**How does the OPTIFAST® product taste?**

Most individuals find them pleasant and satisfying. Some may prefer one flavor over the others. Remember that these products are designed to replace food entirely for a limited duration of time. This makes them much different than some commercially available nutritional formulas and products, both in taste and nutritional quality.

**Why is this program such a sizeable financial investment?**

When you compare costs, many commercial programs have hidden costs that aren't emphasized in their advertisements. In fact, when you consider the amount of time it will take to lose 40 pounds or more on some of these programs, they end up being more expensive. Generally they do not provide the same level of service by skilled healthcare professionals. Be sure to ask them for their average weight loss or 5 year outcomes ... we think you'll be surprised at the answers! Plus, with our program you have on-going support in our Maintenance Program at no additional charge.

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In addition, because this program is physician supervised, some health insurance plans will cover a portion of the Program charge.

### **What is Body Composition Analysis?**

Body composition is the amount of fat vs. lean muscle tissue in the human body. These are commonly expressed as a percentage of a person's total weight. Body weight alone is not a clear indicator of good health because it does not distinguish how many pounds are from fat and how many are from lean body mass. The popularity of body compositions is growing as professionals realize its value in determining health risks. There are many different methods to measuring body composition. One of the most accurate ways is the BIA or Bioelectrical Impedance Analysis.

### **Body Fat**

Just because people appear similar does not mean they are equally healthy. Even though two people can have the same Body Fat Percentage doesn't mean they are at the same health risks. Where body fat is located can place a person at far greater risk for fat-related health conditions such as: cardiovascular disease, high blood pressure, stroke, diabetes and even certain types of cancers.

Fat around the abdomen may present the greatest risk for health problems. Abdominal fat is most common in males and independent of total fat, is associated with increased risks for heart disease, stroke, diabetes and high blood pressure. In contrast, fat around the hips and thighs is most common in females and seems relatively harmless with respect to these health problems.

It is important for your health and well being to not only know your body fat percentage but to pay attention to where that fat is located.

### **Lean Body Mass**

Lean body mass or lean muscle tissue is the part of your body composition that helps you to burn calories. The more lean tissue you have the more calories you burn. The goal is to get your body fat percentage to a normal range and to build your lean tissue. To build lean tissue it is important to get regular physical activity along with a healthy diet.

As you get older, the size and strength of your muscles naturally decrease which in turn slows down your metabolic rate or the rate at which your body burns calories. The bottom line is regular physical activities that build muscle strength.

Why is Body Composition Analysis (BCA) important in managing obesity and weight loss? Since percentage of body fat is the true definition of obesity, standard height and weight charts cannot account for the percentage of body fat. When comparing two people of the exact height and weight, one may be obese and one may not. In

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contrast, BCA defines how much of a person is fat and how

much of that person should be fat. This method also allows for the accurate measure of Lean Body Mass. This is defined as metabolically active tissue, or everything in the body that is not fat. The measurement of Basal Metabolic Rate (BMR) is derived from accurate percentage of Lean Body Mass or from an accurate Body Composition Analysis: BMR is the total number of calories burned in a 24 hour period when at complete rest.

### **What is Bioelectrical Impedance Analysis (BIA)**

This is a system for measuring Body Composition. It measures the conductivity of the body using small electrical currents. It is based on the fact that Lean Body Mass is 3/4 water and is therefore much more conductive than fat tissue. The leaner the individual, the faster the current will travel. BIA provides the percentage and pounds of Lean Body Mass and fat, Lean Body Mass to fat ratio, and Basal Metabolic Rate. The Basal Metabolic Rate is necessary to determine a person's daily total caloric energy requirement. This is the method used to measure Body Fat and Lean Body Mass at Paris MediSpa.

We use this analysis to monitor your progress throughout the Program. It assists us in managing your total weight loss in the healthiest manner.

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## PROGRAM COMMITMENT INFORMATION

The OPTIFAST® Program is a very structured approach to weight management. Because of the magnitude of this type of treatment, weekly attendance is of utmost importance. It is very important that you strive for perfect attendance, keeping in mind that your success in this Program will partially depend upon you attending every week. In the event that this is not possible, contact the Paris MediSpa Medical Weight Management Program staff as soon as you are aware that you will be absent.

If you have a vacation scheduled during the 12 week Active Phase, it is probably best that you start the Program after your vacation.

Weekly attendance is of utmost importance. Please try to avoid out-of-town meetings, etc. especially during the 12 weeks of the Active Phase. You are responsible for all communication to the staff regarding absences. You will be charged for all professional fees regardless of your attendance.

### COMMITMENT SUMMARY:

1. Payment must be made in accordance with the fee schedule or payment plan provided. Personal checks, Visa, Master Card, Care Credit and cash are accepted.
2. Patients must realize the importance of good communication regarding absences. This will ensure the Program protocol is being followed and maximize the patient's success in the Program. Excessive absenteeism will usually be reflected in the patient's weight loss and maintenance.
3. In the event that the patient has a planned absence, the Paris MediSpa Medical Weight Management Program staff must be notified in advance. If no one is available to take the call, please leave a message or send an email. A staff member will contact you as soon as possible.

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## Informed Consent

### *We want you to know...*

**When you decided to learn more about managing your weight, you took an important step toward improving your health. The health professional who is advising you can help you develop comprehensive weight management skills while you lose a meaningful amount of weight.**

The calorie deficit and portion-controlled diets (including liquid formulas) were developed over 25 years ago for weight reduction. They are used with patients who are overweight and who may have significant medical problems related to obesity. Such problems may include hypertension, coronary disease, diabetes, lung, joint or bone disease, and the need for non-emergency surgery. These methods of weight reduction have been utilized in hundreds of clinics in the United States. They have been described and evaluated in many professional medical journals since 1974.

### *Your role...*

**Your success will depend upon your commitment to understanding and fulfilling your obligations in a course of treatment. It is important that you be willing to:**

- ◆ Provide honest and complete answers to questions about your health, weight problem, eating, activity and lifestyle patterns so your health care professional can better understand how to help you.
- ◆ Devote the time needed to complete and comply with the course of treatment your health professional has outlined for you, including assessment, treatment, and maintenance phases.
- ◆ Work with your health care professional and others who may participate in helping you manage your weight loss, including keeping a daily diary, attending your sessions regularly if appropriate, and following your diet and exercise prescription.
- ◆ Allow your health care professional to share information with your personal physician.
- ◆ Make and keep follow-up appointments with your physician and have any blood tests taken or any other diagnostic measures made which your physician may deem necessary during your course of treatment.
- ◆ Follow your exercise program within the guidelines given to you by your health care professional and your physician.
- ◆ It is vitally important for you to advise the clinic staff of ANY concerns, problems, complaints, symptoms, or questions even if you may think it is not terribly important, so the physician can determine if you should be seen more often. Keeping the clinic informed of any questions or symptoms you have, affords the best chance of intervening before a problem becomes serious.

If you do not have a personal physician, you must agree to find one before you and your health care professional begin working together. Your health care professional can assist you in this process if you like. Your signature below represents your permission, understanding and commitment to the above.

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## ***Potential benefits...***

Medically-significant weight loss (usually about 10 percent of initial weight, or as an example, losing 20 pounds from 200 pounds starting weight) can:

- ◆ Lower blood pressure, reducing the risks of hypertension
- ◆ Lower cholesterol, reducing the risks of heart and vascular disease
- ◆ Lower blood sugar, reducing the risks of diabetes

If you are taking medications for one or more of these conditions, dosages may need to be adjusted as your overall health improves. You agree to see your physician as needed to have your need for these medications reassessed. Your health care professional will share your results with your physician on a regular basis so the physician is informed about your progress.

Other benefits may also be obtained. Increasing activity level can favorably affect the above conditions and has the additional benefit of helping you sustain weight loss. Weight loss and increased activity provide important psychological and social benefits, as well.

## ***Possible side effects...***

The possibility always exists in medicine that the combination of any significant disease with methods employed for its treatment may lead to previously unobserved or unexpected ill effects, including death. Should one or more of these conditions occur, additional medical or surgical treatment may be necessary. In addition, it is conceivable other side effects could occur which have not been observed to date.

**Reduced Weight.** When you reduce the number of calories you eat to a level lower than the number of calories your body uses in a day, you lose weight. In addition, your body makes some other adjustments in physiology. Some of these are responsible, in some participants, for rapid improvements in blood pressure and blood sugar; other adjustments may be experienced as temporary side effects or discomforts. These may include an initial loss of body fluid through increased urination, momentary dizziness, a reduced metabolic rate or metabolism, sensitivity to cold, a slower heart rate, dry skin, fatigue, diarrhea or constipation, bad breath, muscle cramps, a change in menstrual pattern, dry and brittle hair or hair loss. These responses are temporary and resolve when calories are increased after the period of weight loss.

**Reduced Potassium Levels.** The calorie level you will be consuming is 800 or more calories per day and it is important that you consume the calories which have been prescribed in your diet to minimize side effects. Failure to consume all of the food and fluids and nutritional supplements or taking a diuretic medication (water pill) may cause low blood potassium levels or deficiencies in other key nutrients. Low potassium levels can cause serious heart irregularities. When someone has been on a reduced calorie diet, a rapid increase in calorie intake, especially overeating or binge-eating, can be associated with bloating, fluid retention, disturbances in salt and mineral balance, or gallbladder attacks and abdominal pain. For these reasons, following the diet carefully and following the gradual increase in calories after weight loss is essential.

**Gallstones.** Overweight people develop gallstones at a rate higher than normal weight individuals. The occurrence of symptomatic gallstones (pain, diagnosed stones and/or surgery) in individuals 30 percent or more over desirable body weight (50 pounds or more overweight) not undergoing current treatment for obesity is estimated to be 1 in 100 annually, and for individuals who are 20-30 percent overweight, about one-half that rate, or 1 in 200 annually. It is possible to have gallstones and not know it. One study of individuals entering a weight loss program showed that as many as 1 in 10 had "silent" gallstones at the onset. As body weight and age increase, so do the chances of developing gallstones. These chances

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double for women, women using estrogen, and smokers. Losing weight--especially rapidly--may increase the chances of developing stones or sludge and/or increasing the size of existing stones within the gallbladder. Should any symptoms develop (the most common are fever, nausea and a cramping pain in the right upper abdomen or if you know or suspect that you may already have gallstones), let your physician and health care professional know immediately. Gallbladder problems may require medication or surgery to remove the gallbladder, and, less commonly, may be associated with more serious complications of inflammation of the pancreas or even death. A drug (Actigall<sup>®</sup>) is currently available which may help prevent gallstone formation during rapid weight loss. You may wish to discuss Actigall<sup>®</sup> with your primary care or weight management physician for more information.

**Pancreatitis.** Pancreatitis, or an infection in the bile ducts, may be associated with the presence of gallstones and the development of sludge or obstruction in the bile ducts. The symptoms of pancreatitis include pain in the left upper abdominal area, nausea, and fever. Pancreatitis may be precipitated by binge-eating or consuming a large meal after a period of dieting. Also associated with pancreatitis, is long-term abuse of alcohol and the use of certain medications and increased age. Pancreatitis may require surgery and may be associated with more serious complications and death.

**Pregnancy.** If you become pregnant, report this to your health care professional and physician immediately. Your diet must be changed promptly to avoid further weight loss because a restricted diet could be damaging for a developing fetus. You must take precautions to avoid becoming pregnant during the course of weight loss.

**Binge Eating Disorders.** Binge eating disorder is defined as the habitual, uncontrolled consumption of a large amount of food in a short period of time. Participation in a calorically restricted diet has been shown in one study to increase binge eating episodes temporarily. Several other studies demonstrated reduced episodes of binge eating following a calorie deficit and portion-controlled diet. Extended binge eating episodes are associated with weight gain.

### ***The risk of weight regain...***

Obesity is a chronic condition, and the majority of overweight individuals who lose weight have a tendency to regain all or some of it over time. Factors which favor maintaining a reduced body weight include regular physical activity, adherence to a restricted calorie, low fat diet, and planning a strategy for coping with weight regain before it occurs. Successful treatment may take months or even years. Medical studies of calorie deficit/portioned-controlled diets (including modified fasting) have shown varying results for percentage of patients who maintain weight loss. In some studies, the percentage has been fewer than 5% of the patients after five years. A group of patients who have been followed for 3 years show that patients have maintained about one half of initial weight loss. Additionally, if you have had fluctuations in your weight in the past, it may be more difficult to maintain the weight you lose during and after this program. A published medical study indicated people whose body weight fluctuates greatly often have a higher risk of heart disease and death compared with persons of relatively stable body weight, and such weight fluctuations may play a role in the development of other chronic diseases.

**Sudden Death.** Patients with morbid obesity, particularly those with serious hypertension, coronary artery disease, or diabetes mellitus, have a statistically higher chance of suffering sudden death when compared to normal weight people without such medical problems. Rare instances of sudden death have occurred while obese patients were undergoing medically supervised weight reduction, though no cause and effect relationship with the diet has been established. The possibility cannot be excluded that some undefined or unknown factor in the treatment program could increase this risk in an already medically vulnerable patient.

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***Your rights and confidentiality...***

You have a right to leave treatment at any time without penalty, although you do have a responsibility to make sure the physician knows you are discontinuing treatment and to verify your physician is able to assume medical care for you after you leave treatment.

By signing this Informed Consent, you state: I understand the information about my treatment in the weight management program offered by the clinic identified below is shared, from time to time, with obesity researchers, medical scientists, and developers of weight management treatment. So research, science and the weight management industry may learn and benefit from my treatment and the treatment of others, I give permission for data regarding my treatment to be entered into a national database. I understand that strict confidentiality for the identities and individual records of patients in the database will be maintained. I also give local and national program staff permission to contact me by mail or telephone after my initial period of treatment to obtain information about my health and weight status. Should the results of my treatment or any aspect of it be published, all reasonable precautions will be taken to protect my anonymity.

***Resale of Products...***

The Nestlé HealthCare Nutrition products purchased through this weight management program, including OPTIFAST®, Optitrim®, etc, are intended to be sold through medically supervised weight management programs. By signing this Informed Consent, you agree that you will not resell any Nestlé HealthCare Nutrition products purchased through this weight management program.

I, the undersigned, have reviewed this information with my health care professional or my physician, and have had an opportunity to ask questions and have them answered to my satisfaction.

\_\_\_\_\_  
**Participant Signature**

\_\_\_\_\_  
**Date**

*I hereby certify that I have explained the nature, purpose, benefits, risks of, and alternatives to, the proposed program and have answered any questions posed by the patient. I believe the patient/relative/guardian fully understands what I have explained and answered.*

\_\_\_\_\_  
**Physician/Signature**

\_\_\_\_\_  
**Date**

*I have received a copy of this signed consent form.*

\_\_\_\_\_  
**Participants Initials**

\_\_\_\_\_  
**Date**

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## **OPTIFAST<sup>®</sup> Commitment Agreement**

### **For our part of this agreement, we commit to:**

1. Provide you with the best professional services we can.
2. Maintain confidentiality.
3. Help you with insurance issues.
4. Be available for phone consultation.
5. Call you if you are absent and we have not heard from you.
6. Send periodic progress reports to your primary care physician.
7. Give you a \$100.00 refund if you have met the attendance policy for the last 6 months of the program. (See # 2 below.)

### **For your part of this agreement, you commit to:**

1. Arrive on time.
2. Attend regularly. This is defined as no more than 3 missed group sessions, regardless of reason, for the duration of this program. \_\_\_\_\_ **Patient initials**
3. Call the office or the group leader **in advance** if you are unable to attend a meeting. If you are in the active weight loss phase, call the office to make arrangements to come in during the week to see a program physician for a medical check and to pick up more OPTIFAST products.
4. Be especially careful not to miss meetings while in active weight loss. This means not scheduling vacations or business trips during this time.
5. Complete all "homework" assignments. These are critical to reversing habits that contribute to your weight problem and creating a healthier lifestyle.
6. Let us know if there is something that bothers you about the program or the staff. In most situations, the group leader is probably the best person to talk to about problems.
7. Notify a program physician regarding any changes in medications or in your medical status.
8. See a program physician and have all lab tests and EKG's as scheduled.
9. Pay weekly for the current week's fees, and/or abide by your payment plan. It may be necessary to purchase additional products if the program physician believes that you are losing weight too quickly and it is necessary to



slow weight loss through extra calories, or, if with the physician's permission, you are extending your active weight loss or modifying your program.

10. **Pay for each week, regardless of attendance.** We have learned that regular attendance is critical to immediate and long term weight loss success. We commit to being here regularly for you. In addition, we must pay for our expenses related to your treatment, whether or not you attend. If another group session is available during the week, you may attend that session instead. \_\_\_\_\_ **Patient initials**
11. Understand that the OPTIFAST<sup>®</sup> products and supplies are not likely to be reimbursed by insurance. Check with your insurance carrier regarding the medical portion of the program.

**I acknowledge that I have read the OPTIFAST Commitment Agreement and have had ample opportunity to discuss any and all of my questions. I understand that regular progress reports will be sent to my primary care physician. I understand and accept the rules of this Agreement.**

\_\_\_\_\_  
Signature of Patient

Date \_\_\_\_\_

\_\_\_\_\_  
Signature of Program Director

Date \_\_\_\_\_

\_\_\_\_\_  
Signature of Medical Director

Date \_\_\_\_\_