

## A Formula for Successful Lymphedema Therapy in Private Practice

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## My Family



## Private Practice

- Located in Oakhurst, NJ
- 2005 - Partnered with Steve Norton as Norton Clinic for Lymphedema & PT
- 2010- obtained 100% ownership - renamed Wyatt Rehabilitation
- Private Practice for 14 years
- Started out 50% Lymphedema/50% Ortho population
- Progressed to 100% Lymphedema Practice
- 2019 – Focus on Lifestyle/Wellness

## My Work Family

## Public Service Announcement

- If this content is something you already know ask yourself these two questions:
  - Are you implementing the content to your practice and your life?
  - If you are implementing the content, are you doing it to the best of your ability?

## How is Success Measured?

- \$\$\$
- Happiness or Joy
- Excellent treatment outcomes
- How long you can stay open as private practice?
- How many patients can you see in one day?
- If you met the expectations of someone(s)?
- Don't end up \_\_\_\_\_?

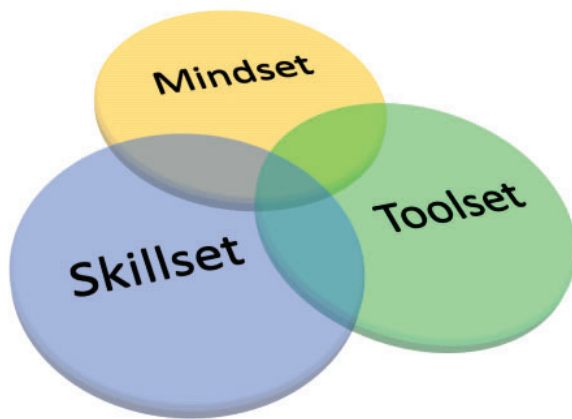
## The Prerequisite for Success

You must LOVE what you do!!!

## The Secret Formula

(Skillset + Toolset) + Mindset = Success

## Success Sweet Spot



## Skillset (what you do)

Grow your lymphedema practice by implementing the proven actions of the gold standard treatment for lymphedema:

### Complete Decongestive Therapy (CDT Treatment)

- Bandaging
- MLD
- Skin and Nail Care
- Exercise/Movement
- Garment measuring and fitting
- Self care instruction
- Follow Up in Self care Management Phase II of CDT

## Risks of CDT Treatment Failing

- Shortened treatment times
- Shortened duration of treatment
- No foams
- No MLD or shortened MLD sessions
- MLD in large treatment room behind a curtain
- CDT any less than 5x/week
- No onsite garment measuring/fitting
- No follow ups after discharge from CDT Phase 1
- No in-services from garment manufacturers
- Focus on one lymphedema patient per day

## CDT Phase I Rock solid foundation

- Multilayered Bandage – Focus on La Place's Law
- Manual Lymph Drainage – Full treatment prone/supine when able
- Exercise
  - Movement
  - Sparking Joy in activity
- Garment choice, measurement, fitting
  - Therapist chosen garment (day and/or night)
  - Therapist treating measures for garment
  - Samples are shown
- Self care training – teaching patients how to integrate their basic self care regimen

## CDT Phase II Building good lifestyle habits

- Follow-up
  - 1 week, 1 month, 3 month, every 6 months
  - Assess self care regimen
  - Assess success and modify accordingly
    - New garments, modifying garments, changing wear time, adding self care tools
  - Lifestyle changes (refer to initial intake)
  - Understanding, support, and empowerment

## Lifestyle Area #1 - Nutrition

- Nutrition
  - Pro-inflammatory foods, Anti-inflammatory foods
  - Referral to Functional Medicine Physician or Health Coach
  - Referral to Naturopath
  - Discuss Water Intake
  - Discuss times of eating

## Lifestyle Area #2 - Exercise

- Exercise – Always what sparks joy
  - Specific HEP
  - Swimming
  - Walking
  - Shopping
  - Offer wellness classes
    - Yoga
    - Tai Chi
    - Dance

## Lifestyle Area #3 - Stress Management/Sleep

### Stress Management

- Essential Oils (Aromatic/Topical)
- EFT (tapping)
- Journaling
- Gratitude
- Morning/Evening Routine

### Sleep

- Detoxification occurs during sleep
- 7-8 hours/sleep every night
- Uninterrupted sleep
- Same bed times and wake times every day

## Lifestyle Area #4 - Reducing Toxic Load

### Label how toxins enter our body

- Skin products
- Food Choices
- Laundry Detergents
- Sunscreen
- Cleaning products
- Uncontrollable Environmental Toxins

### Empower Patients with Knowledge of Choices

- Environmental Working Group (EWG.org)

## Tool Set (what you use)

- Foams
- Bandages
- Lotions
- Hi-Low Tables/Bolsters/Sheets
- Tape Measures
- Compression Garments
- Bioimpedence (Ldex/Sozo)
- Lymphatouch
- Flexitouch

## Mindset (Who you are)

The foundation of your success is who you are, combined with what you believe and value. Living these attributes will fuel your success.

Personal Development = Working on the BEST version of YOU!

**\*\*Your Vibe Attracts your Tribe\*\***

## Personal Development

- Daily self care in 4 areas of lifestyle
- Staff meetings (Calm the Crazy)
- SYNROOM (Quarterly/Annually)
- Beliefs (CDT Treatment, Career Opportunity, Your skills, Your team, Your Why, Influence)
- Finding your Purpose

## Therapist Self Care

- Daily habits for YOU
  - 4 Areas of Lifestyle – PRACTICE THEM!!!
  - Nutrition – conversations create support/motivation
  - Exercise
  - Stress Management/Sleep
  - Reducing Toxic Load

## Staff Meetings

- Discuss patient cases (scheduling/summarize)
- Upcoming events
- Problems/Strategies
- Celebrate Successes
- Discuss progress toward goals
- Develop Relationships

## Synroom

- Synduit's professional/personal development
  - Sharing Synergy in one room
  - Annually 4 hours / Quarterly 2 hours
- Define Ideal Patient
  - Your vibe attracts your tribe
- WIG (Wildly Important Goal)

## Beliefs

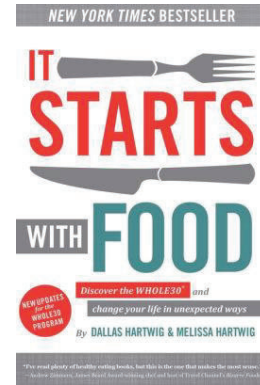
CDT Treatment  
Career Opportunity  
Your skills  
Your team  
Your Why  
Influence

## Types of Personal Development

- Books, Audiobooks, Seminars, Events
- Scheduling time for personal development and working mindset daily with all relationships

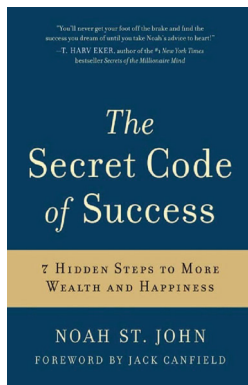
## It Starts With Food

by Dallas Hartwig and Melissa Hartwig



## The Secret Code of Success

by Noah St. John



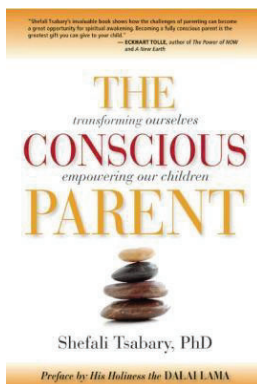
## Positive Parenting Solutions

Amy McCreedy  
www.Positiveparentingsolutions.com



## The Conscious Parent

by Shefali Tsabary, PhD

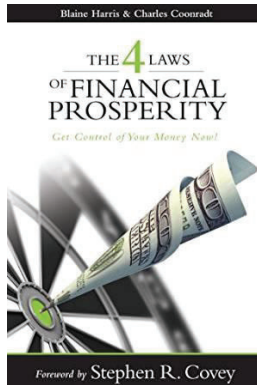


## Gallup Strength Finder

| TOP 5                                  |  | ALL 34       |        |
|--|--|--------------|--------|
| RESULTS                                | REPORTS  | RESOURCES    | VIDEOS |
| 1. Empathy<br>RELATIONSHIP BUILDING    | People exceptionally talented in the Empathy theme can sense other people's feelings by imagining themselves in other's lives or situations.   | VIDEO<br>PDF |        |
| 2. Developer<br>RELATIONSHIP BUILDING  | People exceptionally talented in the Developer theme recognize and cultivate the potential in others. They spot the signs of each small improvement and derive satisfaction from evidence of progress. | VIDEO<br>PDF |        |
| 3. Responsibility<br>EXECUTIVE         | People exceptionally talented in the Responsibility theme take psychological ownership of what they say they will do. They are committed to stable values such as honesty and loyalty.                 | VIDEO<br>PDF |        |
| 4. Positivity<br>RELATIONSHIP BUILDING | People exceptionally talented in the Positivity theme have contagious enthusiasm. They are upbeat and can get others excited about what they are going to do.  | VIDEO<br>PDF |        |
| 5. Harmony<br>RELATIONSHIP BUILDING    | People exceptionally talented in the Harmony theme look for consensus. They don't enjoy conflict; rather, they seek areas of agreement.  | VIDEO<br>PDF |        |

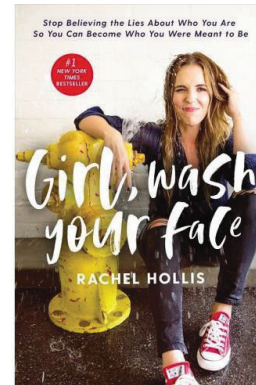
## 4 Laws of Financial Prosperity

by Blaine Harris & Charles Coonradt



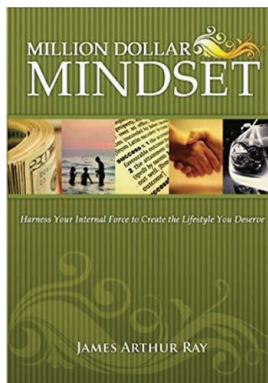
## Girl Wash Your Face

By Rachel Hollis



## Million Dollar Mindset

by James Arthur Ray



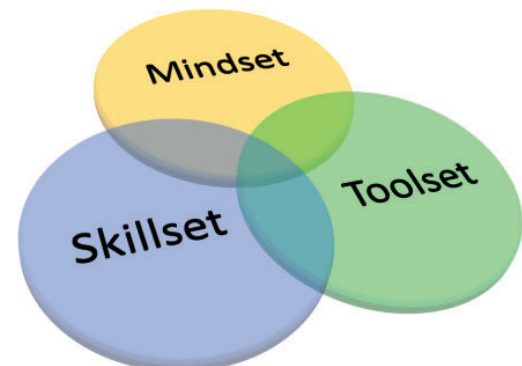
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## Take Home Message

- Skillset & Toolset are only part of the equation
- We must work hard to keep strengthening Skillset and avoid filtering down what works
- We must stay on top of the evolving Toolset
- We must be open to working on our mindset which in turn will influence the people around us

## Success Sweet Spot



You must LOVE what you do!!

