



OMS TRAINING VIDEOS

Kristina Spellman videos

Title of video	Brief Description	Hyperlink
Action Plan	How to set a goal using the Action Plan area at the bottom of each progress note	https://setpointhealth.wistia.com/medias/32hr6mkhpj
Program Steps	Reviewing the key components (i.e. Color My Day, weekly surveys, learning modules) of the program to achieve success	https://setpointhealth.wistia.com/medias/9t878kgzzq
Eating Plan Options	Review of the various eating plans, review of the various products/meal replacement options, and forecasted weight loss on each plan	https://setpointhealth.wistia.com/medias/2srusmeukp
Learning Module	Review of weekly education module topics and how your patients will access these modules	https://setpointhealth.wistia.com/medias/wbg53auh66
Weekly Survey	Review of what is involved with the weekly survey's your patients will receive	https://setpointhealth.wistia.com/medias/u8xk8ycj9k

David Blackburn videos

Title of video	Brief Description	Hyperlink
HealthTrac Body Comp Scale	How to follow the correct procedures for taking a body composition analysis using the HealthTrac Body Composition Scale	https://setpointhealth.wistia.com/medias/su7miwgzhf
Device Linking	Review of the process on how to link commonly used activity devices (i.e. Fitbit, Garmin, Apple Watch) that have been integrated with HealthTrac	https://setpointhealth.wistia.com/medias/g5kye619qg
Troubleshooting	Troubleshooting strategies when using the HealthTrac Body Comp scale	https://setpointhealth.wistia.com/medias/n7zxlowzqd
Engagement	Considered the most important topic to understand – how to use the HealthTrac platform to engage your patients	https://setpointhealth.wistia.com/medias/fxxdr5pf2m

Dr. Kaplan videos

Title of video	Brief Description	Hyperlink
<i>OMS Training Video</i>	An example of an initial consultation and follow-up consultation, how to decide on a program and common objections to a program and how to handle them	https://setpointhealth.wistia.com/medias/8kphorqkh
<i>Visit 1 Progress Note</i>	Review of how to fill in the required fields of an initial progress note	https://setpointhealth.wistia.com/medias/8ekjs2uha9
<i>Prescription Medications Associated with Weight Gain</i>	Discussion of prescription medications that cause weight gain, alternative medications that do not cause weight gain and an evaluation of the scientific literature on this topic	https://setpointhealth.wistia.com/medias/j7xevm5obg
<i>HealthTrac App Welcome</i>	Quick introduction about HealthTrac	https://setpointhealth.wistia.com/medias/xm4u8c7c81
<i>Full Plan</i>	Review of the Full plan and costs associated with the plan	https://setpointhealth.wistia.com/medias/wshwhb287d
<i>Partial Plan</i>	Review of the Partial plan and costs associated with the plan	https://setpointhealth.wistia.com/medias/dsc7eygzvs
<i>Food Plan</i>	Review of the Food plan and costs associated with the plan	https://setpointhealth.wistia.com/medias/p0ulgoaxll
<i>Common Objections</i>	Review of some common objections to using meal replacements and how to work through them	https://setpointhealth.wistia.com/medias/57kttu2xcf
<i>Phentermine Instructions</i>	Patient instructions for the use of phentermine	https://setpointhealth.wistia.com/medias/pl1chcn09p
<i>Contrave Instructions</i>	Patient instructions for the use of Contrave	https://setpointhealth.wistia.com/medias/r6j6eu8976
<i>Saxenda Instructions</i>	Patient instructions for the use of Saxenda	https://setpointhealth.wistia.com/medias/6wikv64rix
<i>Belviq Instructions</i>	Patient instructions for the use of Belviq	https://setpointhealth.wistia.com/medias/7vg0xqflje
<i>Qsymia Instructions</i>	Patient instructions for use of Qsymia	https://setpointhealth.wistia.com/medias/epgsrnrwou
<i>First Follow Up</i>	How to conduct your first follow up visit with your patient	https://setpointhealth.wistia.com/medias/n6v5pfty5s
<i>Second Follow Up</i>	How to conduct your second follow up visit with your patient	https://setpointhealth.wistia.com/medias/ogfzdfhvuy
<i>Business Overview Pricing</i>	*The most important lecture in the series! Review of pricing strategies	https://setpointhealth.wistia.com/medias/fofog1azw6
<i>Tools Needed Shana</i>	How to use the BCA scale and how to counsel patients using the data generated by the scale	https://setpointhealth.wistia.com/medias/hme4ktudgy
<i>Promoting Program</i>	Best strategies for marketing the program (i.e. referred patient discounts), and the importance of screening your patients	https://setpointhealth.wistia.com/medias/lww0gvbxyx
<i>Product and Inventory</i>	Discussion on how to best manage products and inventory	https://setpointhealth.wistia.com/medias/2ahg2nzbgo
<i>Prior Authorizations</i>	Important strategies for handling prior authorizations for medications and insurance coverage	https://setpointhealth.wistia.com/medias/u4i7g4l7et
<i>Long Term</i>	Strategies to get your patients to become long-term patients	https://setpointhealth.wistia.com/medias/btoysa8e1j