Discovering Diabetes?



A Program Manual & Self-Management Education Curriculum For Type 1 and Type 2 Diabetes

Diabetes Training 101 Inc.

A Canadian Diabetes Self-Management Education Program

A Unique and Effective Program to Help You
"Make A Difference in Diabetes"

Diabetes presents unique challenges to those affected and to the health professionals who serve them. And because of those challenges, things aren't going very well for most people who live with diabetes. The average level of blood sugar control worldwide is far above desirable levels. And, perhaps worse, many of those affected by diabetes are puzzled, frustrated, and burned out by the burden of caring for it unsuccessfully in the same old ways. It is our mission at Diabetes Training 101 Inc. is to do whatever we can to "Make a Difference" in that situation. Our goals are a better life for people with diabetes and greater satisfaction for the professionals who serve them.

That is why we want to tell you about *Discovering Diabetes*™. It is a complete resource including program manual, self-care curriculum, teaching materials and patient text- everything you would need to deliver our unique and effective *Discovery Learning* program. This packet is designed to help you determine if the program is right for you, and if so, which of our products or packages best meets your needs.

This packet is designed to help you determine if the program is right for you, and if so, which of our products or packages best meet your needs. In our experience, the Discovering Diabetes™ Program is an effective way to gain standardized diabetes education tools that are flexible to meet the needs of most people living with diabetes. Diabetes educators gain skills and confidence in their abilities when they have a standard set of tools and resources combined with ongoing care and support in updates to diabetes management. This makes working with people with diabetes easier and more personally fulfilling and rewarding.

As you undoubtedly understand, even the most clinically appropriate regimen is unlikely to succeed without the patient's understanding, skills and willingness to implement it. The *Discovering Diabetes™ patient self-management* curriculum uses a proven approach to engage people in identifying and reaching their self-care goals. It also includes creative strategies to keep interactions fresh and effective. The program draws on the many years of experience of two highly successful diabetes educators: Kris Swenson, RN, CDE, and Betty Brackenridge, RD, CDE, of the Diabetes Management and Training Centers in Phoenix, Arizona. It is now continued and championed in Canada through the vision of the 2025 Diabetes Canada Diabetes Educator of the Year Michelle Archer, RD, CDE, of Diabetes Training 101 Inc. in Regina, Saskatchewan.

We thank you for inquiring about our program. We consider each user to be our partner in "Making a Difference" in the lives of everyone affected by diabetes. And so we look forward to discussing how we might support you in developing or enhancing your own diabetes education services.

Michelle Archer, RD, CDE
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Diabetes Training 101 Inc.
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ARE YOU READY FOR...
A Program That Can Be Customized

There is great diversity among diabetes education programs. They differ in size, population served, staff and staffing levels, and space allocated to group and individual teaching, to name just few of the possible variables.

There are long-standing programs delivered by experienced educators in need of nothing more than an update or some fresh teaching ideas on patient self-management education. At the other end of the professional spectrum, there are brand new programs and brand new educators searching for a comprehensive diabetes self-management program compliant with the Diabetes Canada Clinical Practice Guidelines. Many diabetes educators want to offer an education program that has structure, learning outcomes and goals, but aren't sure how to create one.

The *Discovering Diabetes*™ Program has several distinct components, allowing you to select the best mix of products for your needs.

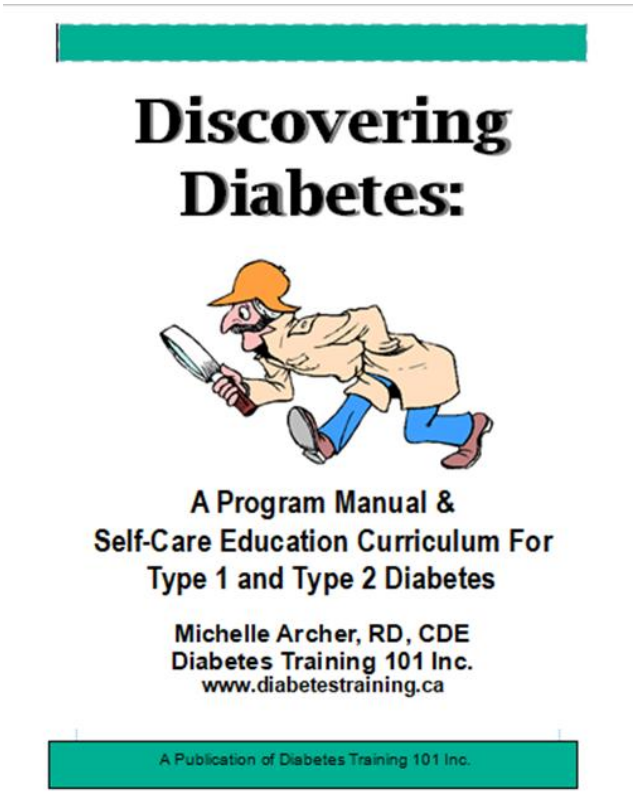
This packet includes information which should help you understand the program and identify which of its products and services would serve you best:

- A description of each program component. (page 4)
- A price list, including bundled packages of our popular program products, curriculum training and services. (page 5)
- And a *Needs Assessment Questionnaire*. (pages 6 & 7). Completing it will help potential purchasers select the most helpful products and services from those offered.

Please let us know if you have questions or would like to view sample pages from the program manual or the curriculum. We look forward to working with you to tailor the optimal mix of *Discovering Diabetes*™ products and services to meet your needs.

Program Components

You could easily spend $60,000 in staff costs and 4-6 months developing a diabetes self-management education program of this quality: curriculum, AV materials, teaching tools, staffing plans, business model guidance, program forms and more. But why create one when there is already a quality program available in Canada? With these exceptional materials, you could instead be delivering a high quality education program almost immediately for far less. And now, in addition to the original version, the program is also available in an Indigenous Peoples version to better serve a more diverse program population.



Program Development Package – Save Thousands and Your Time

A comprehensive resource for the development of new programs and for the substantial update and redesign of existing programs. The package includes **The Discovering Diabetes™ Program Manual, Complete AV Package, and an initial supply of 50 Myth Books.** AV Package and Myth Books for ONE version of the patient program ARE included.

DISCOVERING DIABETES™ PROGRAM PACKAGE COMPONENTS

The Discovering Diabetes™ Program Manual

A complete guide to all aspects of diabetes education program development from vision through implementation to evaluation. Provides excellent support for less experienced/new staff members. Curriculum meets ADA Program Recognition guidelines and is aligned with the Diabetes Canada Clinical Practice Guidelines.

In addition to The Curriculum Guide described below, the 100+ page manual contains detailed chapters on: The Role and Importance of Program Vision and Mission; Practical Tools to Optimize Facility and Staff; Business Planning and Profitability; Discovery Learning Tools and Techniques; and a Teaching Notes outline for the *Discovering Diabetes*™ Curriculum.

* AV Package

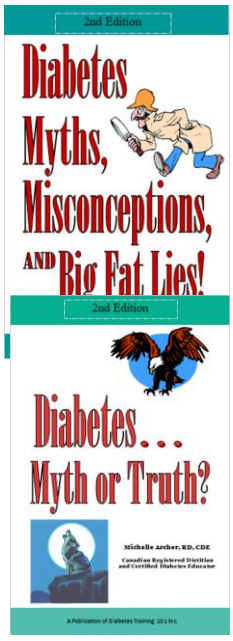
- 100 PowerPoint slides used to deliver the *Discovering Diabetes*™ program for both Type 1 and Type 2 diabetes. The slides guide content delivery, support interactive learning methods and integrate class content and discussions with the *Diabetes Myths* patient text.
- Microsoft Word and/or PDF files for all program forms. This includes DT101's copyrighted Referral, Patient Assessment, Class Progress Notes, and Patient Goal Setting forms, among others.
- **AV Package** includes talking points for all the slides as a guide for educators less experienced in interactive, patient-centered instruction methods.

***NOTE: AV Packages are sold only with the manual or guide.**

Patient Text:

Two versions are available. Both are written in an easy-to-read format and have matching audiovisual materials.

- Diabetes Myths, Misconceptions and Big Fat Lies! (Original version)
- Diabetes: Myth or Truth? (Indigenous peoples version)



Not sure which program components you need? Complete the Needs Assessment.

It will help you determine which version of the program is the best fit for your situation, decide upon the initial quantity of Myth books/patient texts to purchase and decide whether or not to also arrange staff training.

Answering a few questions should help you decide which program components best fit your specific circumstances.

Is the DD Program Manual or the DD Curriculum Guide Best for Your Needs?

Do you plan to:
a) update an existing program with some new teaching ideas?
b) significantly modify an existing program in design, approach, teaching philosophy and/or business management, or
c) develop a new program from the ground up.

Is your program manager or coordinator:
a) experienced in program development and in patient-centered care/interactive learning,
b) experienced in only one of these areas, or
c) inexperienced in both?

Are your educators:
a) all already working in expanded roles* using patient-centered care/interactive learning methods,
b) some or somewhat experienced in this type of approach, or
c) all or mostly inexperienced or brand new to this type of approach?

Do you:
a) have a stable staff with very little new hiring,
b) occasionally need to train new-to-diabetes management support staff or educators, or
c) have a regular need to train new-to-diabetes management support staff or educators.

If you answered **all A's,** the **Curriculum Guide** would probably fill your needs.

If you answered **all A's and B's,** you probably need the **DD Program** Manual.

If you answered **mostly or all C's,** you DEFINITELY need the **Manual.**

***Expanded Role**. The Discovering Diabetes™ program require educators to practice in an expanded role. This means that every educator is prepared to teach all areas of diabetes self-care, can work with referring providers to optimize medicine management when needed and is able to cover for other educators for vacation and sick days.

Needs Assessment Discovering Diabetes™ Part 2

Do You Need an AV Package? Which describes your situation best?

A. We have colorful, flexible AV and program management forms consistent with the Discovery model, approach and content.
B. We have staff with the skills, creativity and time to design our own (Be sure to consider the COST of the amount of staff time it will take)
C. We lack both our own high quality AV AND the staff with skills and/or time to produce a client-centered, outcomes based program.

If you answered **A**, the AV package is not a must but would add visual impact as well as a more coordinated appearance and presentation.

If you answered **B**, the AV package is not a must but would probably be less expensive than the staff time needed to develop your own.

If you answered **C**, the AV package is essential to implementing the program well.

How many Myth Books should we order?

Buy for your expected referral volume, at least one month in advance to prevent running out. Consider buying myth books quarterly, bi-yearly or yearly quantities to keep the cost per copy as low as possible.

If you plan to also sell books as an additional revenue source, add about 10% more books to your first order and then reorder based on actual sales.

Suggestion: Consider working with us to customize your myth book patient texts to acknowledge the sponsoring companies. Visibility with patients is an important "return on investment" for most companies.

Quantities of over 300 books can be printed with your own business/program information.

Do You Need Help with Staff Training?

It is strongly recommended that staff members attend the online or in-person Diabetes Manager University (DMU) program before facilitating the Discovering Diabetes™ course.

Program Price List

Discovering Diabetes™ Curriculum Package	Cost**
Discovering Diabetes™ Program Package 1. Program Manual 2. Program AV Package- 1 curriculum version and initial supply of 50 Myth Books of the same version.	$5895.00 plus GST includes shipping and handling
Additional Patient Version Supplement 1. Includes the second curriculum Audiovisual Package and 50 Myth Books	$325.00 plus GST includes shipping and handling
Discovering Diabetes Curriculum Training Program 2. A 4-day comprehensive, hands on training program to help your staff educators gain confidence in working effectively with people living with diabetes while also achieving the Discovering Diabetes™ program goals.	Contact us to discuss your program and staff needs.

****5% GST is applicable to program component and training program prices.**

Thank you very much for your interest in *Discovering Diabetes*™. We hope this packet has answered your questions. If there is any further way in which we can help you in your decision-making or planning process, please contact us using one of the ways listed below.

www.diabetestraining.ca Phone: 306-501-9355 Email: info@diabetestraining.ca