“Like slavery and apartheid, poverty is not natural. It is man-made, and it can be overcome and eradicated by the actions of human beings.”

- Nelson Mandela
Disclosures

- Founder and CEO of Transition to Success®
- Author of *Diagnosis: Poverty*

*The commercial interest relationship relevant to the content of this activity has been resolved with the AHEC nurse planner.*
The Medical Model
Understanding and Treating Disease

A uniform system of industrywide standards and analytics with continuous quality improvement (CQI)

Research Evaluation, Meta-analysis CQI *
(e.g., diabetes, asthma, cancer)

Evidence-based

Condition-specific Standards of Care
(National Quality Forum establishes measures and analytics)

Industrywide

Training

Implementation

Data Collection

* Condition-Specific: Continuous Quality Improvement (CQI) ensures ongoing industrywide measurement, reporting, compliance, and outcomes. CQI identifies and responds to opportunities, waste, harm, and challenges.
No comprehensive, cross-industry, interdisciplinary, uniform analytics to support CQI *

* Condition-specific: Continuous quality improvement (CQI) ensures ongoing industrywide measurement, reporting, compliance, and outcomes. CQI identifies and responds to opportunities, waste, harm, and challenges.
Current Funded U.S. Delivery System

Client Driven – Disconnected - Ineffective

Estimated Cost: $1,660,451,000,000*
Does not include: Foundations, Corporate or Individual Donations

Human Service
- 1.4 million not for profits
- 650,000 social workers

Healthcare
- 5,723 hospitals
- 209,000 PCPs
- Medicaid and CHIP (70M, 1 in 5 in the U.S.)
- Medicare health plans (53.8M)

Education
- Head Start ($8.1B)
  (serves over 32M children in the US)
- Public Schools
- Vocational & High Education ($69.9B)
- 99,000 public schools
- 3.7 million elementary and secondary teachers
- 262,300 school counselors

Government
- DHS
- Community Mental Health
- Housing
- Medicaid/Medicare
- Veterans
- Juvenile justice
- Prisoner reentry

Faith-Based
- 320,000 US Christian Churches
- 3,727 US Synagogues
- 2,106 US Mosques

Client independently attempts to access goods, services & supports

HEALTH SPENDING ACROSS THE WORLD

United States of America:
Per capita: $9,237
Life expectancy: 79.1 years

United Kingdom:
Per capita: $3,749
Life expectancy: 80.9 years

Canada:
Per capita: $4,576
Life expectancy: 81.7 years
National Poverty Level

In the U.S., **44.9 million** (14.5%) are living in poverty in America

(U.S. Census Data - 2015)
Health Disparities for Those Living in Poverty

Poverty status is based on Gallup’s best estimate of those in poverty, according to the U.S. Census Bureau’s 2011 thresholds

<table>
<thead>
<tr>
<th></th>
<th>Percentage with Disease in Poverty</th>
<th>Percentage with Disease Not in Poverty</th>
<th>Difference (percentage points)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Depression</td>
<td>30.9</td>
<td>15.8</td>
<td>15.1</td>
</tr>
<tr>
<td>Asthma</td>
<td>17.1</td>
<td>11.0</td>
<td>6.1</td>
</tr>
<tr>
<td>Obesity</td>
<td>31.8</td>
<td>26.0</td>
<td>5.8</td>
</tr>
<tr>
<td>Diabetes</td>
<td>14.8</td>
<td>10.1</td>
<td>4.7</td>
</tr>
<tr>
<td>High blood pressure</td>
<td>31.8</td>
<td>29.1</td>
<td>2.7</td>
</tr>
<tr>
<td>Heart attack</td>
<td>5.8</td>
<td>3.8</td>
<td>2.0</td>
</tr>
<tr>
<td>Cancer</td>
<td>6.3</td>
<td>7.1</td>
<td>-0.8</td>
</tr>
<tr>
<td>High cholesterol</td>
<td>25.0</td>
<td>26.0</td>
<td>-1.0</td>
</tr>
</tbody>
</table>

*(Gallup—Healthways Well-Being Index, 2011)*
Diabetes in the United States

9.4% of the U.S. Population ~ 30.3 Million Americans diagnosed with Diabetes

American Diabetes Assn 7-18-2017

CDC Estimates More than 100 Million in the U.S. Diabetes or Pre-Diabetes

Diabetes & Poverty

Poverty Increases the Incidence of Diabetes

*American Diabetes Assn 7-18-2017*

Living in Poor Neighborhoods Increases the Incidence of Diabetes

*American Diabetes Assn 7-18-2017*

The Incidence of Diabetes is 2 Times Higher for those with less than a High School Education

New Hampshire Poverty & Diabetes

Poverty Rate – 7.3% (Lowest Poverty Rate in the U.S.)

Overall Food Insecurity Rate – 9.7%

U.S. Census Bureau - 2016

Approx. 130,862 diagnosed with diabetes
8.4% adult diabetes rate

Diabetes is the 7th leading cause of death in NH

APMA Diabetes by the #’s NH
Vermont Diabetes Incidence
By Socio-economic Status (SES)

Low SES: 14%
Medium SES 9%
High SES 4%

The Impact of Poverty on Effective Adult Management of Diabetes

- Dental Care
- Flu Vaccine
- Eye Exams
- Pneumonia Vaccine
- A1C Checks – 2x Annually
- Cholesterol Check Annually
- Foot Exam Annually

- Self Management Education
- Self Checking Blood Sugars
- 2 servings Fruits / 3 servings fresh Vegetables Daily
- Lean Proteins
- Medication Adherence
- Exercise – 150 Minutes Moderate Aerobic Exercise Weekly
## Treating Environmentally Based, Industry-Accepted Medical Conditions *

<table>
<thead>
<tr>
<th>Environmental Exposures</th>
<th>Symptoms</th>
<th>Diagnosis</th>
<th>Standard of Care</th>
<th>Billable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lead ingestion</td>
<td>Irritability, high blood pressure, long-term neurological damage</td>
<td>Lead poisoning</td>
<td>Required</td>
<td>✓</td>
</tr>
<tr>
<td>Asbestos</td>
<td>Trouble breathing, nausea, vomiting</td>
<td>Cancer/Mesothelioma</td>
<td>Required</td>
<td>✓</td>
</tr>
<tr>
<td>Mosquito bites</td>
<td>Fever, rash, joint pain, conjunctivitis, muscle pain, headache</td>
<td>Zika, West Nile, yellow fever, and malaria viruses</td>
<td>Required</td>
<td>✓</td>
</tr>
<tr>
<td>Limited access to fresh fruits, vegetables, and exercise</td>
<td>Increased thirst, blurred vision</td>
<td>Type II diabetes Obesity</td>
<td>Required</td>
<td>✓</td>
</tr>
<tr>
<td>Cigarette smoking and second-hand exposure</td>
<td>Wheezing, increased risk of cancer, asthma, COPD</td>
<td>Nicotine addiction</td>
<td>Required</td>
<td>✓</td>
</tr>
<tr>
<td>Accidents</td>
<td>Broken bones, closed head injuries</td>
<td>Trauma</td>
<td>Required</td>
<td>✓</td>
</tr>
<tr>
<td>Pollution</td>
<td>Difficulty breathing, decrease in lung function, wheezing</td>
<td>Asthma/COPD</td>
<td>Required</td>
<td>✓</td>
</tr>
</tbody>
</table>

### Social Determinants of Health

- Food insecurity, high crime rates, inadequate/unaffordable housing, lack of access to basic needs/resources, limited access to quality healthcare, poorly performing schools, racism, and unemployment, transportation

- Increased rates of diabetes and blood pressure, infant and maternal mortality, increased depression and mental health disorders, asthma, compromised immune system and brain development, higher death rates

<table>
<thead>
<tr>
<th>Diagnosis</th>
<th>Standard of Care</th>
<th>Billable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extreme Poverty (ICD 10 Z59.5)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homelessness (ICD 10 Z59.0)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lack of adequate food or safe drinking water (ICD 10 Z59.4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low Income (ICD 10 Z59.6)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**TTS Screening Assessment Referrals:** Behavioral Health, Substance Abuse and Social Determinants

**Social Determinant Solutions Billable CPT Codes for Medicaid, Medicare and Third Party**

---

*Note: Recognized disease without genetic predisposition*
Transition To Success®
Treating the Condition of Poverty
With A Client Centered Community Based Continuum of Care

Clients/Customers
- At Risk Youth
- Employee Wellness
- Foster Care
- Homeless
- Medicaid
- Medicare
- Older Adults
- Returning Citizens
- Unemployed
- Veterans
- Working Poor
- Head Start
- K-12

TTS Trained Organizations/Practitioners
- 2-1-1 Community Based – Info and Referral
- Education
- Faith-Based
- Government
- Healthcare
- Human Services

Map of My Dreams® CARE Plan
- CARE* Management
- Financial Literacy
- Mentoring
- Volunteerism

CARE* Network
- 2-1-1 Information & Referral to Funded...
  - Community
  - Education
  - Faith-Based
  - Government
  - Healthcare
  - Human Services

ASSM Data Collection for Research & Evaluation

Living Wage Employment
Skilled Employment Training
Literacy GED Training
Unskilled Employment
Basic Needs

© 2019 Transition To Success, LLC
### MAP OF MY DREAMS®

**LIFE AREA SURVEY**

<table>
<thead>
<tr>
<th>Life Area</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>My Score</th>
<th>Priority Areas</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Food</strong></td>
<td>I don't have enough food and / or the ability to prepare it (refrigerate / store)</td>
<td>I need food stamps / government support for food.</td>
<td>I can usually get by but sometimes I need help</td>
<td>I have enough food on a budget without assistance</td>
<td>I can buy the all the food I want without assistance</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Housing</strong></td>
<td>I am homeless or I am afraid of losing my home</td>
<td>I live in temporary housing / unsafe housing and / or can't afford my rent / payments</td>
<td>I live in stable housing but it doesn't meet my needs</td>
<td>My house is safe but I need government or family support</td>
<td>My House is safe and affordable</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Income</strong></td>
<td>I have no income</td>
<td>I don't have enough income and / or I spend too much</td>
<td>I can make ends meet with my government help</td>
<td>I just get by without assistance</td>
<td>I make enough money and manage it well</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mental Health</strong></td>
<td>I have impulses to hurt myself or others</td>
<td>I struggle with depression and other mental health issues</td>
<td>sometimes I struggle with my feelings</td>
<td>I deal with my emotions and stress and do not seek support</td>
<td>I deal with my emotions and stress and seek support when needed.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Drugs / Alcohol</strong></td>
<td>I think I have a problem with street drugs / prescription medication. I have been hospitalized for alcohol behaviors.</td>
<td>I think about drugs / alcohol - I worry about withdrawal symptoms. I have health, relationship and / or financial problems because of my drug / alcohol use.</td>
<td>I used within the last 6 months and am concerned about my use of drugs / alcohol and sometimes take risks (driving drunk, using on the job)</td>
<td>I have used in the last 6 months but it is not a pattern and I do not engage in risky behaviors.</td>
<td>I have not abused drugs / alcohol in the last 6 months</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Social Determinant Solutions (SDS)
Improving Health with Technology Integration of
Reimbursable Social Determinant, Behavioral Health and Substance Abuse
Screenings, Assessments, Referrals and Coordination of Care Standards

Indicates: Reimbursable Services

* SDOH – Social Determinants of Health
** Re-Screening with reimbursement can occur every 90 days

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TTS Independent Evaluation Results

Matrix Head Start: SSM* Domains with a Significant Change in Mean Scores, Winter 2014 to Spring 2015

* Self-sufficiency Matrix
TTS Independent Evaluation Results

Matrix Head Start: SSM Domains with a Significant Change in Mean Scores Winter 2014 to Spring 2015

[Bar chart showing changes in mean scores for various domains such as Substance Abuse, Family Relations, Transportation/Mobility, Community Involvement, Safety, Parenting, and Financial Management. Notations indicate statistically significant changes at p < .05, p < .01, and p < .001 levels.]
TTS Independent Evaluation Results

FSDWC: SSM Domains with a Significant Change in Mean Scores from Pretest (January 2013 through February 2014) to Posttest (November 2013 through April 2014)

- FSDWC: Family Service of Detroit and Wayne County
94% of Matrix Head Start children received hearing and vision screenings. 93% are up-to-date on immunizations, utilizing existing healthcare funding streams at no cost to the organization.

97% of requests for assistance were successfully obtained for clients enrolled in one of the Ryan White’s HIV/ADIS social service programs.

In 2014-2015, Matrix distributed approximately 500,000 pounds of food in the Osborn Community to feed children and families using existing funded community based programs.

In 2014-2015, the Senior Center enrolled 147 clients and provided 4,250 hours of wellness services which included exercise programs, socialization opportunities and nutrition and health education.

Since 2004, 9 TTS clients received Master’s degrees, 16 received Bachelor’s degrees and 25 received Associate’s Degrees. In addition, 15 of their children received college scholarships.
TTS Independent Evaluation Results
At Child & Family Services, Hawaii:
Year End Evaluation of Pilot Implementation of Transition To Success®
Fall 2016 - Spring 2018

Hale Ho'omalu Family Center and Head Start
Kauai

SAS Services, LLC (SAS) was contracted by Child and Family Service and Goodwill Hawaiʻi to evaluate of the pilot implementation of Transition-To-Success (TTS) model on Maui and Kauaʻi.
TTS Independent Evaluation Results

At Child & Family Services, Hawaii:
Year End Evaluation of Pilot Implementation of Transition To Success®
Fall 2016 - Spring 2018

Neighborhood Place Wailuk
Molokai Integrated Services Systems
Maui

SAS Services, LLC (SAS) was contracted by Child and Family Service and Goodwill Hawai‘i to evaluate of the pilot implementation of Transition-To-Success (TTS) model on Maui and Kaua‘i.
TTS Independent Evaluation Results

At Child & Family Services, Hawaii:
Year End Evaluation of Pilot Implementation of Transition To Success®
Fall 2016 - Spring 2018

Hawaii
Statewide

p<.05 in means from pretest to posttest
p<.01 in means from pretest to posttest
p<.001 from pretest to posttest

SAS Services, LLC (SAS) was contracted by Child and Family Service and Goodwill Hawai‘i to evaluate of the pilot implementation of Transition-To-Success (TTS) model on Maui and Kaua‘i.
Transition to Success®

Detroit NBC Affiliate News Story
Dreams Coming True

https://youtu.be/XjqnOLhrOzE
The Power of One – TTS Memphis
Transition To Success® (TTS):
A National Standard of Care
To Treat the Condition of Poverty

- A Clinton Global Initiative
- Statistically Significant Independent Evaluation Results
- Over 80 Organizations Involved
- Over 800 trained nationwide
- Pilots:
  - Assisi Foundation/ Memphis, TN
  - Child and Family Services/ HI
  - Little River Band of Ottawa Indians/ Manistee MI
  - Third New Hope Baptist Church/ Community Network (6 Congregations) Detroit, MI
  - Catholic Charities, Northern Kansas/ Salina KS
  - Catholic Charities, New Orleans, LA
  - United Community Family Services, Oakland Co. MI
  - Forward Service Corporation WI
- Organizational Partners
  - Melagro Technology (CMS Approved) – Behavioral Health and Substance Abuse Screening
  - River Star Technology – 211 Application – Q1 2017
  - “Diagnosis: Poverty - A new approach for understanding and treating an epidemic” – Book and Curriculums
Thank you!

"A little less conversation... a little more action"

www.lrrics.elvispresley.com.au

Be The Power of One . . .

Marcella Wilson, Ph.D.
MWilson@TTS-LLC.org
www-transitiontosuccess.org
(313) 580-2672