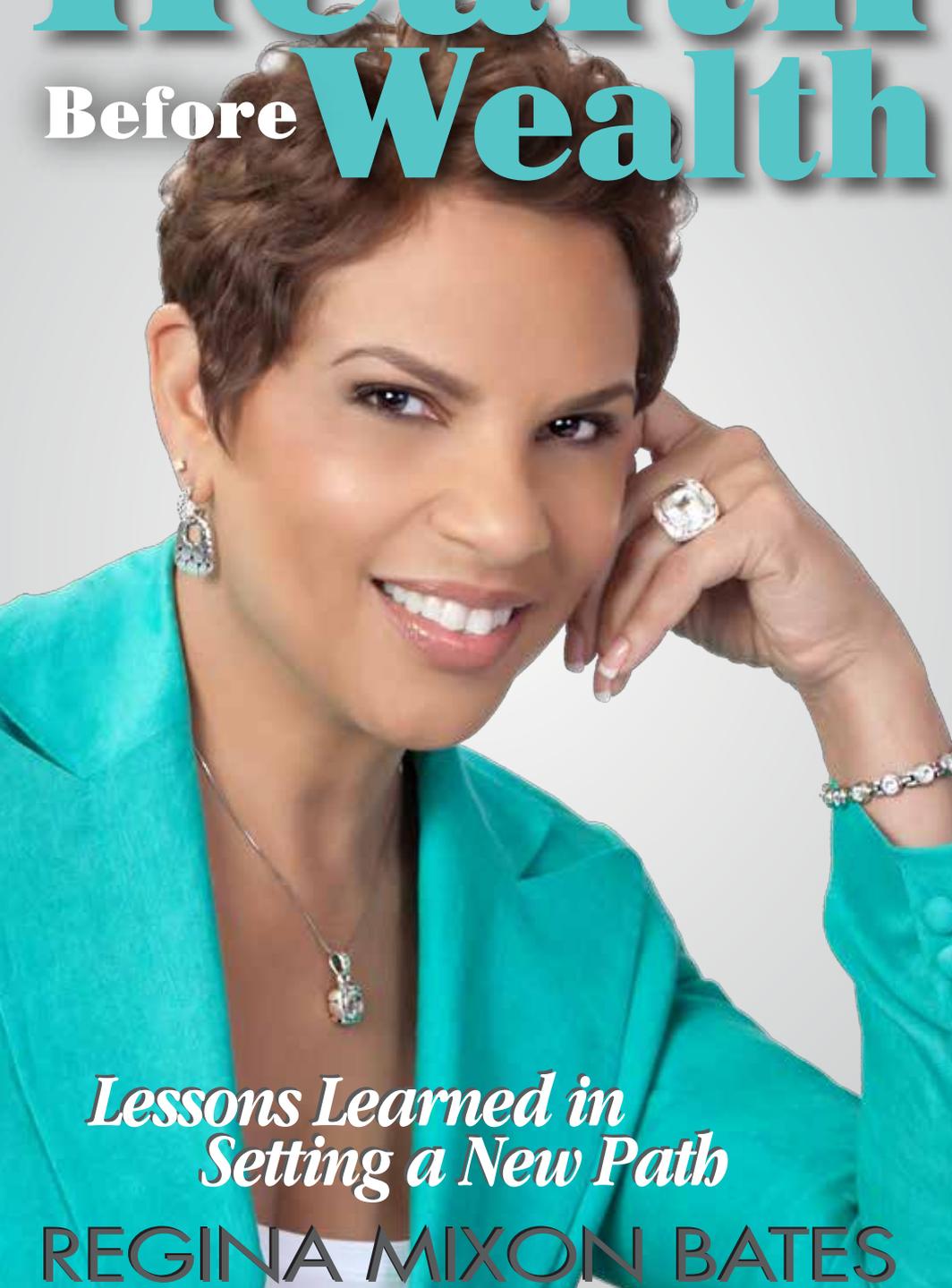


Health Before Wealth



*Lessons Learned in
Setting a New Path*

REGINA MIXON BATES

Written By
Regina Mixon Bates

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REGINA MIXON BATES

THE PHYSICIANS PRACTICE S.O.S. GROUP

*Seminars and Office Solutions**

Regina Mixon Bates is the CEO of The Physician Practice S.O.S. Group®, a healthcare consulting and educational firm. Through Regina's leadership the company has helped healthcare providers across the country streamline their business processes, improve patient flow in practice operations and keep current with the ever-changing state and federal compliance guidelines. Leading a team of award winning professionals who provide extensive quantitative analysis that generates comprehensive reports to help identify the practice problem areas, as well as opportunities for expansion.

She is the host of **Fix My Practice TV** and the author of her upcoming book **Against the Odds-How A Mothers Spirit Gives A Daughter The Determination To Prevail**. Often called upon during a crisis, Regina known as "MS SOS" to her clients has long been in high demand across the country for her unique style of working one-on-one with physicians, their staff and as a nationally recognized healthcare speaker on topics such as Reimbursement, Coding, Compliance, and Practice Management and in 2001 the company was authorized as an IRO (Independent Review Organization) to work with practices under a government CIA agreement. In 2009 she was the first African American to be named chair person for a national conference geared toward certified medical professionals.

Prior to starting the Atlanta based company she held key positions at top companies throughout Kentucky. In August of 2012 both the city of Atlanta and the state of Georgia recognized Regina and her company for helping providers to excel in their professions.

COMMUNITY INVOLVEMENT:

She is active in the business community with a membership in the National Association of Professional Women, A Board Member for The Stewart Foundation, Director of Entrepreneurship and Economic Development for the National Black MBA Association-Atlanta Chapter, one of the spokesperson the American Heart Association "Go Red For Women" 2009- present, an Executive Business Advisory Board Member for Chase Bank.

MEDIA INVOLVEMENT/ACCOMPLISHMENTS:

- 2002 by Biz Journals' Business First~Kentucky Top 40 under forty-business professionals.
- 2007 Featured in The Atlanta Business Journal Spring Issue.
- 2009 Regina was named the conference chair person for PMI's (Practice Management Inst) National Conference for Certified Professionals that will be held in San Antonio, TX, making her the first African American to ever head a National Conference for Certified Medical Professionals.
- 2009 Named Best Business Consultants by the Atlanta Tribune and Best Medical Practice Consultants by Creative Loafing.
- 2010 Profiled in The Atlanta Business Journal Spring Issue.
- 2010 Listed 18 on the Top 25 Minority-Owned Business: The Atlanta Tribune July Issue
- 2010 Named Best Business Consultants by the Atlanta Tribune, November Issue
- 2011 Cambridge Who's Who for demonstrating dedication, leadership and excellence in business
- 2011 Best of Atlanta, GA Award - Medical Management & Business Administration Services, US Commerce Association, December 2011
- 2012 Best Healthcare Business Consultants, Creative Loafing December, 2011
- Physician Partnership Award, Black Health Magazine, September, 2012
- Who's Who in Black Atlanta, November 2012
- 2012 Best of Atlanta, GA Award - Medical Management & Business Administration Services, US Commerce Association, December 2012 and 2013
- 2013 and 2014 Atlanta Business League (ABL) - Outstanding Achievement Award

Lesson's Learned



Its 9:07 a.m. Friday July 20th, I've completed one round of chemo feeling pretty good, Jamar has been really good staying with me every evening until my sister gets here in the morning but today is Friday my sister's not coming and Jamar had a class to attend; but I'm good I think I'll cut the grass this morning before I go get my hair done at 10 a.m. I have the Beyonce concert tonight!

9:21 a.m. Friday July 20th, Damn, I'm really out of breath why am I so out of breath? Why are my hands sweating? Why do I feel like I cannot walk? Why do I feel like I'm having an out of body experience? Oh shit; I think I'm having a freakin' heart attack. I just know I am NOT having a heart attack. I've got the Beyonce concert tonight and a hair appointment at 10am; now see, that's "that's bullshit". Let me go in here and get me a couple of baby aspirins and then go to the doctor and check this out a little bit later on.

9:26am Friday July 20th, I can't make it up the steps to get my baby aspirin. Cannot believe this is happening to me right now. I'm having a fuckin' heart attack. Let me call the damn EMS, so they can come over and give me some nitroglycerin so I can get to my hair appointment and the Beyonce concert.

9:38am Friday July 20th, Finally, EMS is here and I can talk them through how to get into my house through the garage door so that they can get me off these freakin' steps. I love the fact that my dog is right here beside me and he won't leave my side. Does he really think something is wrong with me? Should I be concerned?

9:40am Friday July 20th, Can you just give me a nitroglycerin pill and a couple aspirins and I will report to the emergency room first thing in the morning? I have to get my hair done at 10 a.m. and I'm attending the Beyonce concert.... Why are

they looking at me like I'm crazy, it's not like I'm going to die or anything... If they would just give me a little nitroglycerine, I'll be just fine. Why are they putting me on the stretcher? I want to go to Emory. Do not take me to a hospital in this area. Why did we just pull up to WellStar Cobb hospital? I am NOT happy with these folks right now. I think I will have to report them for disobeying exactly what I wanted them to do. Now I am missing my hair appointment and it looks like I am NOT going to be able to go to the Beyonce concert. This is not happening to me!

10:47am Friday July 20th...heart attack confirmed.

We all have moments in our lives that give us moments of clarity, an “aha moment”, or lessons learned... This was just one of mine. This lesson learned helped me re-focused on what was important....ME!

You see, I was told that there was a 20% chance that my chemo drug would cause a heart attack and of course I would fall into that 20%. Thank God I had no additional blockage and it was a simple procedure to just open the collapsed artery back up via a simple balloon procedure.

Most often as women, we put everyone and everything else ahead of ourselves. We ignore our health, signs and symptoms that there maybe a problem.

You see all along it was in God's plan to help me to slow down and realize what is really important. I've always worked long hours, went over and above for my clients to make sure all their needs were met, put everything before my health. God let me know that I needed to change my course of action.

The most valuable and prized possession is our health. Without our health, we wouldn't be able to achieve the things we want to in our life; go places we want to go and do things we want to do. Over the last few decades, as more and more junk food places have opened and lots of artificially enhanced products created, more and more people have turned to them and forgotten about their bodies. These poor habits along with their living standards have created an increase in illness and lack of peak performance in the body. Due to all of this, we have literally lost control of what goes on in our body and with our health.

For many years, I have been interested in healthy living and getting my body back into its natural state and how it should function. I prefer to focus on 'prevention' rather than cure and wellness over illness.

In the next few pages I will give you a few stats and some tips on how to help get you on track. It is my hope in writing it, it will help women who are driven and career focused and that this short moment of time in my story will help you put your health before wealth.

Women Health Statistics



In a report release by the CDC in July of 2015:

- The percent of women 18 years and older in fair or poor health: 13.7%
- The percent of women 18 years and older who had four or more alcoholic drinks in 1 day at least once in the past year: 18.9%
- The percent of women 18 years and older who met the 2008 federal physical activity guidelines for aerobic activity through leisure-time aerobic activity: 46.1%
- The percent of women 18 years and older who currently smoke cigarettes: 14.8%
- The percent of women 20 years and older who are obese: 36.4% (2009-2012)
- The percent of women 20 years and older with hypertension (measured high blood pressure and/or taking antihypertensive medication): 32.8% (2009-2012)
- The percent of females under 65 years of age without health insurance coverage: 11.9%
- Number of deaths (all ages): 1,290,959
- Deaths per 100,000 population: 804.4
- Leading Causes of Death in Women
- Heart disease
- Cancer
- Chronic lower respiratory disease

The fact is:

*Heart disease is the No. 1 killer of women,
causing 1 in 3 deaths each year.
That's approximately one woman every minute!*

It doesn't affect all women alike, and the warning signs for women aren't the same in men. Chest pain is often not a symptom for women, but jaw pain can be as well as breathing difficulty, back pain and/or extreme sweating.

There are a several misconceptions about heart disease in women, and they could be putting you at risk.

After my heart attack I became a spokesperson for the American Heart Association's "Go Red for Women" movement which advocates for more research and swifter action for women's heart health for this very reason.

Know your risk - Just because you feel fine doesn't mean you aren't at risk for heart disease. There are many factors that can increase a woman's risk of heart disease, and they are much more than just the obvious factors like age or weight.

Every minute in America, a woman dies of a heart attack, stroke or another form of cardiovascular disease. As we know, one out of every three women experiences some form of CVD. And yet, according to the American Heart Association, most of those cases are preventable if you lead a heart-healthy lifestyle.

Some of the risk factors for cardiovascular disease include high blood pressure, high cholesterol, body weight/body mass index and high blood glucose. These numbers can serve as a wake-up call to jumpstart a healthier lifestyle. Know numbers and testing should occur as follows:

- Blood pressure – every regular health care visit starting at age 20 a healthy BP is 120/80 or less.
- Cholesterol – every five years starting at age 20. More often if: total cholesterol is above 200; if you are a man older than 45 or a woman older than 50; if you're a woman whose HDL is less than 50 or a man whose HDL is less than 40; if you have other cardiovascular risk factors
- Blood glucose – every three years starting at age 45
- Weight/body mass index – every health care visit starting at age 20
- Waist circumference – as needed starting at age 20
- Measuring waist to height ratio is gaining popularity in the scientific society as several studies have found that this is a more valid measurement than BMI. Just measuring waist circumference is inherently biased for people taller or shorter than average population. Waist to height ratio is a simple measurement for assessment of lifestyle risk and overweight. Compared to just measuring waist circumference, waist to height ratio is equally fair for short and tall persons. This calculator is valid for children and adults.

If know you have a family history of heart disease, it's important to share that information with your doctor. This will help cue your physician into your genetics, making him or her more aware of additional risk factors.

Visit the following link to get your waist to height ratio: <http://www.health-calc.com/body-composition/waist-to-height-ratio>

You can learn more about your numbers and key health indicators with the Go Red Heart CheckUp: <https://www.goredforwomen.org/know-your-risk/find-out-your-risk/heart-checkup/>

October is known for Breast Cancer Awareness Month, which is an annual campaign to increase awareness of the disease. While most people are aware of breast cancer, many forget to take the steps to have a plan to detect the disease in its early stages and encourage others to do the same.

When breast cancer is detected early (localized stage), the 5-year survival rate is 100%.

However, while 1 in 8 women will be diagnosed with breast cancer in her lifetime these are the other cancer stats for Women.

	Risk of developing		Risk of dying from	
	%	1 in	%	1 in
All invasive sites	37.81	3	19.26	5
Bladder (includes in situ)	1.14	88	.034	294
Brain and nervous system	0.55	182	0.40	250
Breast	12.33	8	2.72	37
Cervix	0.65	154	0.23	435
Colon and rectum	4.49	22	1.85	54
Esophagus	0.23	435	0.21	476
Hodgkin disease	0.20	500	0.03	3,333
Kidney and renal pelvis	1.19	84	0.35	286
Larynx (voice box)	0.13	769	0.05	2,000
Leukemia	1.19	84	0.72	139
Liver and bile duct	0.53	189	0.47	213
Lung and bronchus	6.17	16	4.95	20
Melanoma of the skin	1.61	62	0.21	476
Non-Hodgkin lymphoma	1.91	52	0.69	145
Oral cavity and pharynx	0.67	149	0.18	556
Ovary	1.33	72	0.98	102
Pancreas	1.48	68	1.32	76
Stomach	0.67	149	0.33	303
Thyroid	1.68	60	0.07	1,429
Uterine corpus	2.73	37	0.57	175

*Create an Early Detection Plan
and invite others to do the same.*



Creating a Health Before Wealth Lifestyle



Starting your day:

Waking up early is a productivity method of rising early and consistently so as to be able to accomplish more during the day. However, this has been recommended since antiquity and is now recommended by a number of personal development gurus. The philosopher Aristotle said, “It is well to be up before daybreak, for such habits contribute to health, wealth, and wisdom.”

Prayer may not be for everyone but for me prayer is very important, it doesn't have to be on your hands and knees and you don't have to be gifted with words to pray. God hears us in all situations, for me I sit in my closet (which is an 18x18 room), its peaceful and free of distractions.

Exercise is very important, I like to get mine in in the morning before I start my day and sometimes after I have had my prayer or sometime I pray on the treadmill. Exercise also helps me to center and focus. Aristotle made the outdoors his classroom and taught while he walked. Walking is probably one of the most underrated exercise options, and it costs nothing, boosts energy, and improves cardiovascular health.

As mentioned according to The Centers for Disease Control and Prevention, heart disease is the number one killer in America and the number one killer in women. Research shows that walking as little as 30 minutes a day can reduce our risk by 40 percent. If walking is practiced with mindful eating and meditation, not only will the world march to a healthier beat but the cost associated with this disease, which the CDC estimates at more than \$300 billion, will decrease.

Give Me Five

Here are five reasons and five tips to get you off your toosh and start walking.

1. Walking is versatile.

Whether you're staying local or traveling, exploring the neighborhood on foot is the easiest way to get moving. It clears the head, gets you outside, maintains your fitness and, because it's low impact, isn't as likely to cause injury as other sports.

2. You'll get an endorphin and serotonin boost.

Scheduling a walking meeting with your boss or client not only gets you out of the neon-lit conference room, but commits you both to including exercise into your daily schedule. What's more, the release of endorphins and serotonin brings on a natural high, making that pay raise or contract so much easier to negotiate.

3. Listen to a podcast.

Walking solo? If you don't have time to listen to podcasts at your desk, download them. Just stay alert of your surroundings if you're walking with headphones, and check your phone carrier's download limit to avoid hidden costs.

4. You'll meet people.

If you've always wanted to participate in a marathon, buddy up with a friend and train for a walking marathon — it's a great place to start. Or if you prefer something less intense, join a walking group, or attend a local walking meetup in your city. Who knows what you'll discover or who you'll meet...

5. Walking is good for you.

Don't buy into the myth that walking isn't sweaty or strenuous enough to offer real benefits. Research shows that regular, brisk walking is associated with lower blood pressure, improved mood and better cholesterol ratios.

5 Tips For Getting The Most Out Of Your Walk

1. Make sure you have the right shoes.

Many people don't exercise because they have foot pain; this is when comfortable shoes can help. Make sure the shoes you choose allow the feet to breathe and offer arch support, and if necessary, consult a specialist to help you choose the right shoes.

2. Try interval training.

If you can't walk for 30 consecutive minutes, divvy it up. Walk during your lunch break, take the stairs whenever possible, or park the car at the furthest end of the parking lot. It's OK to split the time into three 10-minute bursts throughout the day.

3. Measure your steps.

Track your progress with a pedometer or other wearable device. Measuring progress gives that extra bit of motivation — whether it's reaching your goal of 10,000 steps or clocking 30 minutes of walking daily. Furthermore, a study in *The Journal of the American Medical Association* found that people who used pedometers walked about one extra mile each day (or 2,000 more steps) compared to those who didn't monitor their steps. Analysis also found that blood pressure and weight were lowered too.

4. Improve your gait.

When it comes to your stride, bad posture, tight hips, a slack tummy and weak glutes (mainly from too much desk sitting) don't make for a walk in the park. Yoga is great for stretching and strengthening: To release tight hips, spend a few minutes in the half-pigeon pose on each hip; glutes love bridge pose; and boat pose brings much-needed awareness to your core.

5. Give your feet some TLC.

Massaging the feet is a good way to relieve stress and prevent future strain. Before heading to bed, knead your soles, arches and toes with some warm sesame oil ... or get your significant other to do it for you.



Habits Shape Your Health, Happiness, and Wealth



In 1936, a man named Kurt Lewin wrote a simple equation that changed the way we think about habits and human behavior.

The equation makes the following statement: Behavior is a function of the Person in their Environment.

$$B = f(P,E)$$

Known today as Lewin's Equation, this tiny expression contains most of what you need to know about building good habits, breaking bad ones, and making progress in your life.

Most experts believed that a person's habits and actions were a result of the type of person they were, not the environment they were in at the time. Lewin, however, said something different. He said that it is not just your personal characteristics, but also your environment that drives your behavior. Your habits are highly dependent upon context. In many cases, your environment will drive your behavior even more than your personality.

So, maybe you're struggling to stick to that diet because you're surrounded by bad options or unhealthy people, not because you were born with too little willpower.

I believe the key is to know you can improve. This starts with knowing the differences between the fixed mindset and the growth mindset.

When you are using a fixed mindset, you believe that your abilities in a particular area are fixed. When you are using a growth mindset, you believe that you can improve, learn, and build upon your current abilities.

It can be difficult to change where you work, who you're surrounded by, and where you live. That said, there are actually quite a few strategies that you can use to adjust your environment and build better habits.

First, the physical space you live in and the arrangement of the things you come across can dramatically alter your behavior. Think of the grocery store; when they arrange the products on the shelves it is to program you to look and then buy what is at eye level. Do the same thing in the space you live in with food you see at eye level, rearrange it by putting the healthier option in front or at eye level.

Second, we have the digital environment. There are a wide range of digital triggers that prompt our behavior. When Facebook notifies you of a new action, you're prompted to log back on. When someone emails you, you are prompted to respond. These digital triggers are simple ways of building habit-forming behaviors in online products and services. In many cases, these digital triggers become distractions that take you away from the work and habits that are actually important to you. As much as possible, combat this distraction by simplifying and/or eliminating everything that isn't necessary.

I set my emails to come in during particular times of the day and since I don't have office hours on Friday I don't check emails but twice a day. I now tell my clients that office hours are 9-4 Monday-Thursday but that they will have access to their consultants 1 hour before office hours and 2 hours after office hours and Friday's are by appointment only. This policy is something I use across the board for all my staff as they also have every Friday off.

Setting Your New Path



Perhaps you have had that “Aha Moment” or a life changing event in your life that has made you want to consider making a change. Whatever, the reason(s) know that changing your behaviors and sticking to new habits can be hard; No doubt about it. So here are ten tips for you to consider in order to take back control of your health and get on the path to wellness; which can help you enjoy the wealth you are building along the way.

- **Know your reasons.** If you’re looking to get healthier, fitter and look younger, then you’ve got to know your reasons as to why you want to become healthier. If you’re familiar with any work in personal development, you may have heard of Tony Robbins and his work which states that no matter what goal you set, the more reasons you have for achieving it, the more you’ll convince yourself of wanting to achieve it and you’ll go out and get it. Why do you want to get more healthy now and not before in your life? What has caused this change? And how committed are you?
- **Create your wellness plan.** Once you know you actually do want to invest time, energy and resources into taking back control of your health and getting on the path of wellness. Creating your plan requires you to know what you’d like your body and health to look, feel and be like in about 1-5 years time and then breaking down that vision into monthly goals of nutrition, exercise and anything else needed to get you there.
- **Get rid of your negative influences.** Have you ever tried to improve one part of your life but find that no matter how hard you try, it may not seem to work? It’s usually because you haven’t cleared out the negative energies or things that are conflicting with it. For example, if you find eating crisps and shortbread biscuits a negative thing when you’re trying to get healthy but are still eating it,

you're really inhibiting how well your body could do. Make a list of things that you are tolerating in your life, things you know you shouldn't do or have but are still doing it. And slowly cut down and get rid of it.

- **Drink lots of water.** During the course of our sleep, we lose a lot of water during our breathing and so it's important that when you get up, you have a big glass of water. The vitality our cells get from water is very important and useful and will keep our body working in correct order. Without water, our cells start to wilt just like plants without water.

- **Eat lots of water-rich content.** Our body is made up of about 70% of water just like our planet and so naturally we should consume enough water to keep our body hydrated and enough to recycle our body's capacity every so often. Consume lots of water-rich fruits and vegetables every day. I make a fresh juice every morning with a selection of fruits, and I also try to have at least two big bowls of salad a day – one at lunch, one at dinner. The simple sugars from fruits are important nutrients and vitamins for our body.

- **Rest well.** Without sleep, our body's clock loses its rhythm and starts to dysfunction, causing poor habits. Rest well and consistently each day. Try to keep your timings consistent so your body can set its routine. If you can't sleep early, get some blindfolds, ear plugs, soothing music, or whatever you need.

- **Exercise at least 30 minutes a day.** If you don't exercise, seriously consider the impacts on your body. Exercise gets your body moving, your blood circulating and your energy in motion. If you work at home or in an office, get up every 30 minutes and walk around. If you have a staircase nearby, run up and down it several times a day. If you can get out for a walk, I highly recommend it for at least 30 minutes once in a day. The great thing is that you can break up your 30 minutes of walking a day into 2-3 segments so you can exercise wherever you are.

- **Eat your food slower.** The Slow Food Movement talks about eating your food slower to aid digestion heighten the cooking and eating experience and really enjoying your food. I'm in favor for this because of what it can do to your body's digestive system. Research shows that eating slower can make you fuller and thus you eat less.

- **Don't overeat.** Only eat till you are satisfied. Don't overeat or over-full yourself. Eat with content and till your stomach is satisfied. You can always go and eat something healthy later – and that's better than overeating.

- **Keep a food journal.** One of the best ways to ensure you keep healthy and stay on track is to keep a food journal and become really aware what you eat. Write down what you eat and drink at every meal time and in between, as well as what exercises you do and when. It's a great momentum-building tool as well.

So there you have it – ten ways to take back control of your health and get on the path to wellness; thankfully, this equation keeps things simple.

$$B = f(P, E)$$

Behavior is a function of the **P**erson in their **E**nvironment.

Start now in setting your new path, improve yourself, take back control of your health and adjust your environment to make good habits easier and bad habits harder. If you can do those two things, sticking with better habits will be much easier as you build on your health before wealth.

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