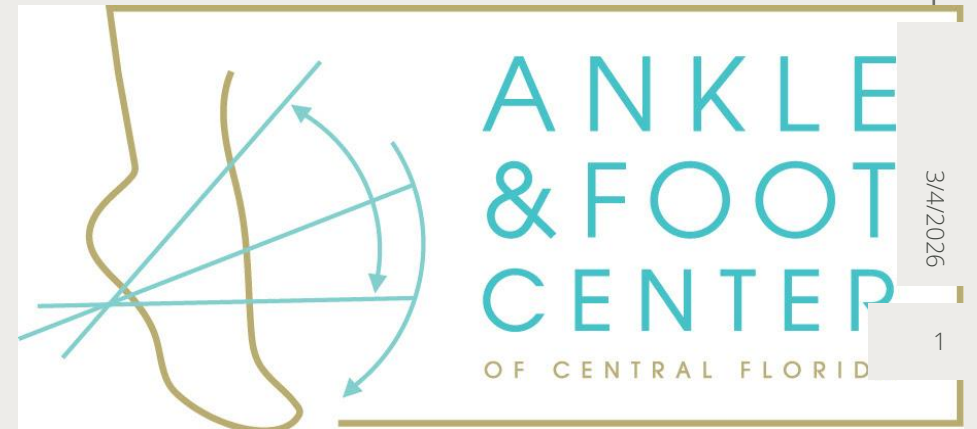


# PREPARE THE TEAM-CHANGE THE OUTCOME

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# STAFF TRAINING OVERVIEW



## **REGENERATIVE MEDICINE TOOLS IN MODERN CARE**

### **Staff Training and Preparedness**

Educating staff on clinical applications and compliance ensures confident communication and smooth patient interactions.

### **Safety and Compliance**

Clear protocols for safety, compliance, and workflow integration protect patients and the practice during regenerative treatments.

### **Patient Education and Trust**

Well-structured knowledge empowers staff to educate patients effectively, building trust and credibility in new therapies.

# OFFICE PREPARATION ESSENTIALS



## **STAFF EDUCATION REQUIREMENTS**

### **Staff Knowledge to Sell Products**

Staff must understand healing potential, approved uses, contraindications and the ability to discuss pricing once recommended by the physician

### **Patient-Friendly Communication**

Using simple language ensures consistent messaging, better patient comprehension, and reduces provider workload.

### **Structured Training Methods**

Training sessions, reference materials, and role-play scenarios build competence and support compliance.

### **Practice Reputation and Compliance**

Educated staff help reduce regulatory risks and enhance patient experience, strengthening practice reputation.



## PODIATRY • BPC-157

### SUPPORT FOR FOOT & ANKLE HEALTH

#### ORAL BPC-157 PEPTIDE

AIMx Podiatry is a pharmaceutical-grade orally administered peptide formulation developed to support musculoskeletal and soft-tissue health in the foot and ankle.

#### PODIATRIC APPLICATIONS

- Supports recovery
- Supports inflammation response
- May help with swelling and pain management
- Supports healthy tissue repair & reduce scar formation
- Supports wound healing process
- Pairs well with other podiatric therapies

#### FEATURES & BENEFITS

- Convenient oral formulation
- Potent chain of 15 amino acids
- Research-backed peptide

FOR HEALTHCARE PROFESSIONALS ONLY

## Role of Patient Handouts

Patient handouts reinforce visit information and allow patients to review details at their own pace.

## Importance of Compliance Language

Compliance language ensures claims are accurate, unexaggerated, and meet legal and regulatory standards.

## Protecting Patients and Practices

Strict compliance protects patients from misinformation and safeguards practices from legal and financial risks.

## Staff Awareness and Transparency

Staff must understand compliance importance and recognize red-flag wording to maintain transparency and trust.

# PATIENT HANDOUTS AND COMPLIANCE LANGUAGE

# CLINICAL DOCUMENTATION & SAFETY MEASURES

Ankle & Foot Center of Central Florida  
Informed Consent for Adjunctive Treatments,  
Use of Certain Substances and Devices

Patient Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Purpose of This Consent

This document explains that, as part of my treatment at Align Foot & Ankle, my provider may recommend or use certain substances, products, or medical devices that:

- May not be FDA-approved for general consumer sale, or
- May be used "off-label" (for purposes other than those specifically approved by the FDA).

These adjunctive therapies are intended to support my overall treatment plan and may enhance treatment outcomes, as explained by my provider.

Adjunctive Treatments

Examples of possible adjunctive therapies include, but are not limited to:

- Nutritional supplements, vitamins, and medical foods
- Peptides
- Human cellular tissue products (e.g., allografts, biologics)
- Regenerative medicine products
- Medical devices, including those used for off-label purposes

I understand these therapies are in addition to my primary treatment and are not replacements for standard medical care.

Acknowledgment of FDA Status and Off-Label Use

- Some substances, products, or devices may not be FDA-approved for general consumer sale.
- Some may be FDA-approved but are used "off-label" in this setting.
- The safety and effectiveness of some adjunctive therapies may not be fully established.

Patient Rights and Responsibilities

- I have the right to ask questions about any recommended therapy.
- I may accept or decline any adjunctive treatment offered.
- I understand that no guarantee of results can be made.
- I acknowledge that potential risks, benefits, and alternatives will be explained to me before treatment.

Consent

By signing below, I confirm that:

- I have read and understood the information above.
- I consent to the use of adjunctive treatments and/or devices as part of my care.
- I release my provider and the clinic from liability related to the FDA status of these products, provided they are used in good faith and in alignment with my treatment plan.

Patient/Guardian Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Staff Signature: \_\_\_\_\_ Date: \_\_\_\_\_



## Consent Forms

### Consent to treat

Consent forms ensure patient safety, legal protection, and ethical transparency in medical treatments.

### Staff Training and Communication

Training staff to obtain consent and answer questions on regenerative therapy after the physician speaks to the patient

### Comprehensive Consent Content

Consent forms must outline treatment nature, risks, benefits, alternatives, and financial disclosures.

# CONSENT FORM REQUIREMENTS



## **STORAGE, LOGGING, AND TISSUE-STANDARD PROTOCOLS**

### Accurate Product Documentation

Staff document unique identifiers, manufacturer, patient and physician details for each product to ensure traceability.

### Storage and Condition Monitoring

DPMX - Stored in a freezer at -4 F. Storage protocols include logging receipt dates, package integrity, and temperature monitoring to maintain product safety.

### Regulatory Compliance and Quality

Tracking supports regulatory compliance for quality assurance audits and ensures chain-of-custody integrity. Create this in a binder stored in a HIPAA compliant location.

# STAFF ENGAGEMENT & PATIENT EXPERIENCE

# RE-CAPTURING THE NO



MAIL CARDS

PAYMENT PLAN



## ENCOURAGING STAFF PRODUCT FAMILIARITY

### Firsthand Experience Benefits

Staff personally using products gain authentic insights, making their patient interactions more genuine and relatable.

### Passion Over Persuasion

Sharing genuine enthusiasm replaces sales tactics, leading to confident and heartfelt patient recommendations.

### Enhanced Patient Trust

Engaged and knowledgeable staff foster trust, creating a positive environment that supports higher treatment acceptance.

### Strengthening Practice Culture

Connecting staff to products boosts internal alignment and improves overall patient experience meaningfully.