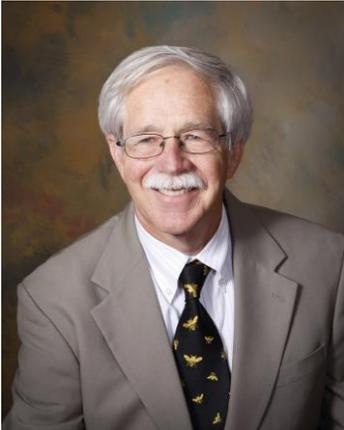


Homer A. Boushey, MD

How I Came to Understand from David P.L. Sachs, MD that Physicians Can Effectively Treat Tobacco Dependence

Homer A. Boushey, MD



“Dr. Sachs’s approach to and presentations on tobacco-dependence and its effective treatment truly opened my eyes. Tobacco use causes or aggravates nearly all the pulmonary disease we see in clinical practice and study in the lab. Every pulmonologist – in fact every physician – should have a basic understanding of how to assess the severity of tobacco dependence and how to treat it effectively. Dr. Sachs’s approach to treatment rests on sound principals of neuropharmacology and is supported by evidence.

“His clinical approach shows you how you can implement effective tobacco-dependence treatment during a regular, medical office or hospital visit and then monitor and modify, as necessary, to improve treatment outcome or reduce side effects, during regular follow-up visits.”

“I think that training with Dr. Sachs will be one of the best investments you can make to improve your clinical practice skills and help your patients live longer, healthier lives.”

Homer A. Boushey, MD

Professor of Medicine

Division of Pulmonary Medicine, Critical Care Medicine, and Asthma
Chief, Allergy and Immunology

UCSF Medical Center

505 Parnassus Ave., Box 0130

San Francisco CA 94143-0130

&

President, American Thoracic Society, 2003-2004

Ronald J. Green, MD, FCCP, FAASM

A Physician Success Story About Training with David P.L. Sachs, MD

Ronald J. Green, MD, FCCP, FAASM



"I would not know how to effectively treat tobacco-dependence were it not for what I learned from Dr. Sachs. He provided me with the basic science knowledge and taught me the clinical skills I needed. I have effectively treated scores of patients in the Pacific Northwest so that they could stop smoking and did not die from tobacco-related diseases.

"I trained with Dr. Sachs as a Pulmonary Fellow at Stanford University School of Medicine in the mid-1990s, conducted research with him, and learned how to help my patients stop smoking. Over the past 16 years, my colleagues continue to send me their most challenging smokers: Those severely addicted to cigarettes with multiple smoking-related illnesses, such as heart and lung diseases, who have been unable to stop smoking despite multiple attempts over many years. Before I trained with Dr. Sachs, I was intimidated and had absolutely no idea how to effectively help my patients stop cigarette smoking or stop chewing tobacco. Thanks to Dr. Sachs's training, I am able to provide these patients with effective tobacco-dependence treatment so that they can stop smoking, thereby improving their overall health and longevity – and reducing medical cost to our health care system. Because of my training with Dr. Sachs, I now help train other health care providers to help their patients.

"There are three particular skills I gained from my training with Dr. Sachs, all of which benefit my patients:

- 1. A rational, practical approach to tobacco-dependence treatment (both behavioral and pharmacologic) that I can implement during a standard, medical office visit and then monitor and modify, as necessary to improve treatment outcome or reduce side effects, during regular follow-up office visits;*
- 2. Confidence to use medications at doses high enough to be of therapeutic benefit and to use multi-drug treatment when indicated;*
- 3. The ability to bill successfully for tobacco-dependence treatment office visits.*

"If you would like to talk to me about the value of the tobacco-dependence-treatment training I received from Dr. Sachs, please call or e-mail me. I can honestly say that training with Dr. Sachs will be one of the best investments you can make to improve your clinical practice skills and help your patients live longer, healthier lives."

Ronald J. Green, MD, FCCP, FAASM
Pulmonary Disease Specialist
The Everett Clinic
3901 Hoyt Avenue
Everett, WA 98201

PHONE: +1-425-339-5410

E-MAIL: rgreen@everettclinic.com

WEB: <http://www.everettclinic.com/Physicians/Ronald%20Green.ashx?p=1596#>

Frank T. Leone, MD, FCCP

A Physician Success Story About Working with David P.L. Sachs, MD and His team

Frank T. Leone, MD, FCCP



"I had a pretty typical pulmonary medicine training experience. It was what you might expect at a top-tier academic medical center. We focused on developing what were generally thought of as core skills, including diagnostic interpretation, differential diagnosis, and evidence-based management. We were fortunate to have an excellent exposure to principles of research design and analysis. But it wasn't until one of my mentors confided in me that he had deep reservations about the "completeness" of our training curriculum that I realized that there was, in fact, a gaping hole in my skill-set, right in front of my nose. How could I call myself a well-trained pulmonologist if I knew so little about caring for tobacco users? Wouldn't this be the problem that I would face again

and again in the course of my career? Couldn't I do more for my patients by understanding this more fully? That's when my career took a profound turn for the better. I happened upon Dr. Sachs's DVD, The Biology of Nicotine Addiction and learned so much eye-opening information in such a short time that I was literally hooked. I knew I wanted to understand this problem better. I began working closely with Dr. Sachs; the experience has been transformative. He helped me rethink my assumptions about tobacco use, and gave me the insights I needed to become expert at helping my patients deal more effectively with their addiction and dependency on tobacco. Now, my approach toward and with patients is better, my attitude toward them is totally different and totally better; my ability to explain this problem to patients and their families is better, and my ability to teach about it to a wide range of audiences is better. There's so much less tension between my patients and me because I can now help them understand why they smoke, and what can be done to help them. I would even say that I've found ways to extend this understanding to other aspects of care in my practice, and I think I'm a better doctor and physician for it. I would highly recommend working with Dr. Sachs to learn about treating tobacco dependence in your practice. Feel free to call or write to me if you have any questions – I'd be happy to talk more about it."

Frank T. Leone, MD, MS
Associate Professor, Division of Pulmonary, Allergy and Critical Care Medicine
&
Director, Comprehensive Smoking Treatment Program
University of Pennsylvania
Penn Lung Center
Suite 251 Wright-Saunders Building
51 N. 39th Street
Philadelphia, PA 19104
PHONE: +1-888-PENN-STOP (+1-888-736-6786)

Harold J. Farber, MD, MSPH, FAAP, FCCP

A Physician Success Story About Working with David P.L. Sachs, MD and His Team

“Learning tobacco dependence treatment from Dr. Sachs changed my approach from confrontational to collaborative and productive. Instead of hitting a wall of resistance when counseling parents to just stop a bad habit, I began offering them a path to effective treatment for their chronic disease. What was often a closed door now started to open. A parent of a child with asthma and recurrent pneumonia told me, “I had given up hope of ever stopping smoking until our discussion [of effective treatment of tobacco dependence]”. Most of the diseases of children that I treat are either caused by or exacerbated by tobacco-smoke exposure. As the child’s caregivers are often their most important source of exposure, Dr. Sachs’s approach to effective tobacco-dependence treatment has become an important part of my pediatric pulmonary therapeutic armamentarium. Also, now I am bringing these skills to the pediatric residents and fellows that I teach at the hospitals where I attend.”

Harold J. Farber, MD, MSPH Pediatric Pulmonology
Houston, Texas