Financial Disclosure

• I do not currently have any relevant financial relationships to disclose.
Off-Label Use Disclosures

• I do not intend to discuss off-label uses of products during this activity.
Objectives

• Overview of Immuno-Oncology

• Addressing patient expectations while receiving Immuno-Oncology (I/O) therapies

• Provide resources for use within your scope of practice
What is Immuno-Oncology?

• Immuno-oncology is working with the body’s own immune system to fight off cancer.

• Target the body’s immune system, not the tumor itself.

• It gives long-lasting memory to the immune system.
Why Immuno-Oncology?

• Better Quality of Life
• Longer survival
• Side effect profile is more manageable vs. traditional chemotherapy.
Patient Expectations

“The real winners in life are the people who look at every situation with an expectation that they can make it work or make it better.”

-----Barbara Pletcher
Patient Expectations

• Patient expectations are going to continuously evolve as Immuno-Oncology evolves

• Must be willing to adapt to changes in patient expectations
Algorithms

- Identify a physician champion
- Must be a good leader
- Review the data often and be willing to make changes based on new data
- Involve key personnel
- Include the patient
“People diagnosed with cancer are almost three times more likely to declare bankruptcy than are those without the disease, a large new study suggests.”

---Barbara Bronson Gray (HealthDay News)
Financial Issues/Access

• Patient stressor
• Talk to the office/hospital financial counselor
• Enroll in every patient assistance program possible
• Inform the patient of billing issues
• Refer to ACCC’s website!
Explanation of Therapy

• “CheckPoint” Inhibitors address a major escape mechanism of tumor cells; that is tumor cells express “checkpoint proteins” on their cell surfaces and these proteins serve to dampen the immune system response to the antigenic proteins that the cancer cells also express.

• The “checkpoint inhibitors” (e.g., ipilimumab, nivolumab, pembrolizumab) target and inhibit the activity of the “checkpoint proteins” and thus these inhibitors reactivate and enhance the immune response against the tumor.
Side Effects

- Expect the unexpected
- Empowerment
- Teach-backs
- ER visits
- Long-term effects
- Survivorship
Side Effects

ICLIO Managing Adverse Events
Webinar: accc-iclio.org
Effective Communication

“First seek to understand, then to be understood”

---Stephen Covey, (Author of “The 7 Habits of Highly Effective People”)
Effective Communication

- Listen
- Open Communication
- Build Trust
- Open-Ended Questioning
Caregiver Role

- Identify who is the caregiver?
- What is their relationship to the patient?
- What is their role?
- Engage the caregiver
Clinical Trials

- Participation
- New advancements
- New technology
- Longer survival
Clinical Trials cont.

Links to find clinical trials

- www.nih.gov/health/clinicaltrials
- www.clinicaltrials.gov
- www.nhlbi.nih.gov/studies/index.htm
- www.researchmatch.org
Conclusion

“Immuno-Oncology is not a compound or a new drug, but a toolbox a new paradigm to fight cancer.”

----Dr. Britten
ACCC Financial Advocacy Network (FAN) Resources:

**ACCC 2015 Patient Assistance and Reimbursement Guide:**

**Financial Advocacy Network website:**

**Financial Advocacy Toolkit:**

**Financial Assistance App overview:**

**Financial assistance App link:**
https://acccfan.appvisor.org/apsHome.cfm?CFID=4350782&CFTOKEN=fae5a07f8f29d3f5-D7106DC0-99BA-E611-13F334565984DB4E
Training and Education

- Conferences
- Workshops
- Videos
Tools and Resources

Toolkit

- Financial Advocate Roles & Responsibilities
- Job Descriptions/Recruitment Tools
- Communication with the Patient and Care Team
- Tracking and Reporting
- Insurance Basics
- Benefit Verification/ Prior Authorization
- Medicare/Medicaid
- Patient Assistance/Co-Pays
- Filing Claims
- Denials & Appeals
- Patient Education Resources
- Financial Toxicity

ACCC's Patient Assistance and Reimbursement Guide

ACCC’s Financial Assistance Forum

accc-iclio.org
Resources cont’d

**FAN Case-Based Workshops (regional meeting):**


**FAN Online Courses:**


**ICLIO archived conference presentations:**

http://accc-iclio.org/resources/iclio-conference-presentation-slides/
References


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Thank You!