A Quick Note From Gary...

Some Transparency to Start the New Year

In general, clinicians make lousy business people. We tend to occupy ourselves with patient care and spend way too little time taking care of finances.

Part of my approach to business comes from my father, an engineer by trade, who literally wrote the book on frugality (what most people refer to as “utter cheapness”). I just don't waste money on things that aren't necessary, like fancy office space, expensive marketing campaigns, and frivolous technology. I'd rather invest in people, because having skilled, friendly people means everything to a successful business. I firmly believe that if you have the right people offering the right service, you just don't need the other stuff.

In 2018, 68% of our total operating expenses went towards our staff's salaries and benefits. I'm proud of that. Because our patients don't benefit from office supplies and rent. They benefit from our people.

On the revenue side, it might surprise you to learn that only 46% of our revenues came directly from patients (appointments, retainers, etc...). The remainder came from various forms of consulting work, writing/presentations, products sold through our online store, classes taught at local hospitals, and courses viewed at www.type1university.com. Nevertheless, patient care remains the “bread and butter” of our practice, so we take it very, very seriously.

Now here's where my lack of business savvy rears its ugly head. We have a standard
set of fees for individual appointments and retainer services, but we are always willing to be flexible. We will NEVER turn anyone away if they are unable to afford our usual rates. In such cases, we will accept whatever the patient considers fair and affordable. We may never get (money) rich doing this, but richness comes in many other forms.

May 2019 be a rich year for you and yours, in more ways than one!

Owner & Clinical Director

Gary Scheiner MS, CDE

Would you recommend us to a friend?

Let Us Know What You Think!

1 2 3 4 5 6 7 8 9 10

Not likely  Absolutely!!

SE HABLA ESPAÑOL

Extremamiento Experto en Diabetes!

How To Reduce Urinary Complications of Type 1
Integrated Diabetes Services is proud to announce that we will now be offering our services en Español! All of the services currently provided for our English-speaking clients will now be offered to any Spanish-speaker on a world-wide basis.

Diabetes

Frequency, impact and prevention of urologic complications of type 1 diabetes. Urological complications such as urinary tract infections (UTI) sexual dysfunction, dysuria and urinary incontinence are some of the most commonly reported diabetes related issues reported among both men and women.

Learn More! Read the Article

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The Hype Machine: How hype impacts our diabetes management.

Alicia UNLEASHED
The Latest Lowdown from Alicia Downs RN/BSN/CDE

Jenny's JOURNAL
Nutrition News from Jennifer Smith RD/LD/CDE

2019 Top Ranked Diet Plan Reviews for Type 1 & 2 Diabetes
From sneakers to purses; phones to cars, and yes diabetes management.

Hype is when branding and marketing create buzz and bring a lot of attention to a product. Hype pushes the value of a product up by making more people want it.

I chose 8 of the top ranked diet plans of 2019 that would be beneficial for a person with diabetes.

My reviews were based on the best options for long-term, overall health benefit as well as the ever present need for optimized Blood Glucose control.

Recipes for Type 1 & Type 2 Diabetes

Every month Jenny and Nancy try out recipes, modify some and add their nutritional values.

- Dairy Free & Gluten Free Cauliflower Pizza Crust
- Protein Berry Pancakes

Get paid for your opinion!

Patients (14 and older) and Caregivers (family, friends) of any disability, disorder, syndrome, disease or condition are provided an opportunity to voice their opinions through surveys and interviews to improve medical products and services.

Join the community on-line and earn a Dunkin Donuts, Starbucks or CVS gift card at Rare Patient Voice Cash for Patient Opinions. Your information is confidential, and your email/name is never shared. You may be invited to participate in surveys from time to time, where you will earn cash.

Gary’s TRIVIA TIME!
Congratulations to Christian Peiner of Zurch, Switzerland for being the first to correctly answer last month's trivia question:

**Can you name three movies that feature a character with diabetes.** A Human Resources manager, Christian has had T1D for 26 years and enjoys exercising, reading to his kids, and apparently, watching movies.

**Answer:** I could not believe how many movies our readers came up with! Here's the list:

- Bread and Roses
- Broken
- Chocolat
- Con Air
- Fed Up
- The Godfather part III
- Hansel & Gretel: Witch hunters
- Mall Cop
- Nothing in Common
- Panic Room
- Patch Adams
- Regarding Henry
- Soul Food
- Steel Magnolias
- That’s my Boy
- The Baby-Sitters Club


**NEW QUESTION:**

In a soon-to-be released report from the T1D Exchange, it was discovered that approximately 60% of people with type-1 diabetes never download and look at their own meter/pump/CGM data, and only about 25% do so more than once a year. **What is the most common reason cited by survey respondents for not downloading their devices?**

Submit Your Response!
The Survey Says!

In last month’s edition of Diabetes Bites we asked what would be the nicest “surprise” in the diabetes world in 2019:

A. The insulin companies will all get together and collude on significant price reductions.

B. Government entities will accelerate approval of diabetes meds and devices that pose minimal risk to qualified patients.

C. Health insurers will eliminate pre-existing condition clauses and not restrict access to patients’ choice of treatments.

D. Someone will invent glucose tablets that taste just like your favorite pizza.

There were 139 “dreamers” who responded.
New Survey Question: WHAT’S YOUR FLAVOR???

Perhaps the biggest surprise was the lack of faith in anyone developing better-tasting glucose tablets. The interest is there... seems like everyone has an idea for better-tasting tablets. So

This month, we would like to know what YOUR favorite flavor of glucose tablets would be, assuming any flavor is possible:

Help is ALWAYS here......

Resolutions are great in theory. We all make them. We vow to put them into place as soon as the New Year rolls around. Our physical or mental list gets noted,

And then you know what? If you’re like most humans, they go by the wayside.

Our Integrated Diabetes Services resolution this year has stayed the same as it has for the past several years. Our prices will remain
the same and we will continue to provide the best diabetes management coaching and bring the latest technology to you. Our practice is for all age groups. Payment options for all services are available.

So...if you make only one resolution, please email me nancy@integrateddiabetes.com or call me in the office 610-642-6055 for more information about our services.

On another note, I must mention the passing of two of our long time, very special patients, Tony Hayden and Anthony Wallace. We will miss them dearly and our hearts go out to their families.

Happy New Year and here’s to a great 2019.

Best Always,
Nancy

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January Featured Products

Think Like a Pancreas  
Gary Scheiner, MS, CDE

Diabetes - How to Help  
Gary Scheiner, MS, CDE, and Diane Herbert, CDE, MSS, LSW

A PRACTICAL GUIDE TO MANAGING DIABETES WITH INSULIN

Your Complete Guide to Caring for a Loved One with Diabetes
Advertising Opportunities

We offer a number of promotional opportunities for reaching the diabetes marketplace, with a focus on patients and healthcare providers who utilize intensive insulin therapy.

- Website Advertising
- Blog Advertising / editorial
- Newsletter Advertising / Editorial

Diabetes Bites Monthly Newsletter is published electronically by Integrated Diabetes Services and distributed to more than 10,000 individuals in the diabetes community.

About Us

Integrated Diabetes Services provides diabetes education and management consulting in-person or remotely via phone and the internet for children and adults.

Our blog, Thinking Like a Pancreas highlights articles from our own staff.

Type-1 University is the web-based school of higher learning for insulin users. Live and pre-recorded courses on a variety of topics.