



Family Physical Therapy Services, Inc.

Our Family Cares

Cathy J Leer, PT, MBA Owner/Director

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January 2018

Newsletter

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From The Desk of Our Managing Director

Cathy J Leer, PT, MBA



Patriots March To The Super Bowl—2018



Two years ago, my husband and I cut the cord and discontinued all cable and satellite TV services, only to be disappointed by the inability to sit down and watch our beloved Patriots. Needless to say, that didn't last long, and we (me really) caved and re-upped just so that we could watch the games. Although I hate paying the monthly bills, I can honestly say that I wouldn't want it any other way, and I would be terribly unhappy if I didn't see our Patriots week-after week.

There is no doubt that the Belichick-Brady era, although it has seemingly gone on for years, is not going to last forever. So, this year, as usual, we hope that our winning team shows up for the game and gives us another week-end viewing of the greatest coach and greatest quarterback the game has ever known.

When this season began, there was the usual chatter about whether the Patriots would be good enough to contend for the title again. And although we didn't have a roster packed with premier players, we were still hopeful. Gronk was healthy. We still had one of the best wide receivers in Edelman. Our linebacker, Dont'a Hightower was expected to make an impact, and Lewis, as running back, was destined to help bring back our running game.

But just like years past, the Patriots seem to be faced with some type of adversity, injury, or drama. This year seems to be no different, yet, as usual, and despite injuries to key players, they find themselves back in the playoffs.

This issue of our newsletter, is going to highlight the injuries to some of the players on our beloved team. which should shed some light on the injury itself, as well as the treatment and prognosis. Hopefully this season will be coming to an end AFTER Super Bowl LII, but there is always going to be next year! After all, isn't Brady going to be playing until he's 45!

Health & Wellness Educational Series

Our FREE seminars are back!

COST SAVING HEALTHCARE ALTERNATIVES

Staying Healthy shouldn't break your bank!

The cost of health insurance premiums, co-pays, and deductibles continue to rise, but I am happy to say that we are determined to help our clients and the ones they love, find cost saving healthcare alternatives to help them avoid illness and injuries in 2018. And although our seminars are FREE, that doesn't mean that they are without value. In fact, they are packed full of great cost saving options to keep you and the ones you love healthy and happy.

Our first seminar was held on January 11th, when Cathy Leer, PT, MBA, presented: **"Telemedicine: What Is It And How Can It Save You Money"**. If you were unable to attend, you can catch the presentation and learn how physical therapy can be brought to you or a loved one, in your own home or office, and at a time that works for you and your busy lifestyle, [HERE](#)

Check our [FB event page](#) for new details and a complete listing of featured speakers and topics coming in January and February.



Go Patriots!

How To Choose A Physical Therapist (part 2)

What to ask your physical therapist:

- How long have you been a physical therapist?
- Do you have areas of specialization, advanced certification or training?
- What makes you more qualified to help with my condition?
- How long do you expect me to be in physical therapy?
- Will I be fully recovered by that time?
- What will a typical physical therapy session consist of?
- How long will my session last?
- Will you be with me during my entire session?
- Do you double book?
- Do you have private treatment rooms?
- Will you be my only PT or will I have to work with an assistant or another therapist?
- If not, how often will I be working with you?
- What will my treatment cost?
- Will it cost more (or less) for the same treatment at another facility? (Did you know that hospital-based outpatient physical therapy clinics are often paid up to four times more than the same treatment at an independent physical therapist-owned facility? This should be verifiable with your insurance company.)
- Do you bill my insurance company directly?
- Are you a provider for my insurance company?
- Are you able to establish a payment plan?

Now that you have asked the questions, how do you make up your mind if this is the therapist or facility for you, especially if you have no basis of judgment? It is important to talk about what has become the norm in patient treatment and why.

First, most businesses are governed by the bottom line: Profit. Profit is increased by volume or pricing. The more patients that are seen, the more billable treatments there are. The more frequent a patient is seen, the more co-pays are collected. With a fixed rate of reimbursement per treatment, profit is increased with **more** treatments, not **longer** treatments. Unfortunately, that means that the patient has more treatments in order to recover, and hence more co-payments. With co-payments rising into the \$50 per treatment range, this can add up rather quickly. Let's not forget, if your insurance benefit for physical therapy is capitated (limited dollar amount), higher costs at a hospital-based facility will not go as far as a privately owned clinic.

Profit is also improved by decreasing the cost of providing the service by hiring new graduates or physical therapy assistants or trainers at lower salaries. Unfortunately, this too affects your level of care because of the inherent lack of knowledge or experience. The more the therapist is trained and the greater the experience, the more efficient and effective the therapist can be in targeting treatment to your specific needs.

On any given day, there are only so many work hours for a particular PT. So, in order to increase revenue generated by that PT, patients are either double-booked with another patient, a group

of patients, or the duration of treatments are decreased to accommodate more patients. Very often in this type of environment, treatment is left up to the patient to perform independently or under the supervision of an assistant or trainer, and even though it should be billed differently, it usually isn't. Furthermore, if the patient is completing a task on his/her own, it is usually something that can be done at home or is already part of the home exercise program. So, why are you doing it in the clinic and getting billed for it? Shouldn't you be receiving care in the form of what you can't do at home?? Shouldn't you be receiving hands-on care instead of that out of a cookbook or clip board of instructions?

Physical Therapy is not "cook book". Not all patients with the same diagnosis should be treated the same. Each individual is just that... an individual with individual physical needs relative to their recovery and well-being.

In our next issue, part 3 reviews [what you should expect from your Physical Therapist or physical therapy clinic.](#)



Health And Fitness

By Jenn Millen, PTA, ATC

Julian Edelman's ACL Injury

Julian Edelman catches the ball from Tom Brady. He's at the 25, the 20 and just as he's about to reach the 15-yard line he tries to make a cut to the inside of the defender and falls into a heap gripping his right knee. When looking back at the play, even though a defender was close to him, no one touched him. He just tried to change direction with the right leg and went down with an injury. Most avid sports fans know what that can mean—an ACL tear. It was announced the next day that he had a full thickness tear of his ACL and would miss the entire 2017-2018 season with the Patriots.



When working with athletes, the first question I get when they injure their knees is, "It's not my ACL right?" ACL tears are most athletes' worst nightmare — and rightfully so. Here are some statistics regarding athletes' return after ACL reconstruction.

- Only 60% of athletes who have ACL reconstruction return to the sport at the same level as prior to injury
- 50% will have evidence of knee arthritis within 10 years after surgery
- Within 2 years after surgery, 20% of athletes who have their ACL's reconstructed will have surgery on the same knee again
- 10% of athletes will tear the opposite ACL

These stats are just some of the reasons why doing physical therapy before, and after, surgery is so important to maximize performance and minimize future risk. (There are also ACL prevention programs that are successful at limiting ACL tears.) It is extremely important to go into surgery with as much motion and strength because that will lead to a faster, more successful recovery. Edelman's surgery was almost a month after (cont. p 3)

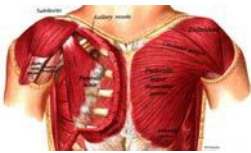


From The Desk of Our Clinical Staff Manager

By Tom Fontana, MSPT

Dont'a Hightower's Pec Tear

In the seventh game of the season this year against the Atlanta Falcons, Dont'a Hightower, the Patriots star linebacker, suffered a torn pectoral muscle (connecting the chest to the shoulder) that caused him to miss the rest of the NFL season. On the play, Hightower was moving to his left, the Falcon running back juke to his right and Hightower stuck out his arm trying to make an arm tackle. Hightower's feet had already started to slip out from underneath him and the force of the impact caused his feet to leave the ground, he was spun around in the air and then landed face down on his elbows. Somewhere between the forces of contacting the runner and contacting the ground, his right pectoral muscle was torn. A high force, directed backwards against the arm when the pectoral muscle is elongated, is a typical mechanism for this type of injury.



It is unclear if the muscle tore someplace in the middle or if the tendon was torn from the bone (though a tear in the muscle might not have required surgery) but he underwent successful surgery October

26th to repair the injury.

On December 12th, he said that he was "ahead of schedule" so he should be progressing well with his rehab. For the first couple of weeks, rehab would have mainly been about limiting the swelling with frequent icing, and protecting the surgical repair by having the arm in a sling except for gentle passive range of motion exercises for the shoulder called pendulum exercises.

Once the initial swelling (and pain!) calmed some, roughly between weeks 2 and 6, he should have been able to start passively moving the arm in different directions to move the joint and place gentle stretch through the repaired area. He also likely performed gentle isometric exercises (force is applied but no movement is allowed to occur) to keep the muscles in the area active, and to perform exercises for the shoulder blade and arm at the elbow and below.

At about the two-month mark, the goals are to ensure full active range of motion and gradually increase the strength in the area, with care not to go too far, too fast. This is likely the stage he is in now and it is a great sign he feels ahead of schedule. Between now and opening day next season, he'll continue to strengthen up for the demands of yet another NFL season.

(Edelman's ACL) the injury, so he may have spent the month maximizing his strength and motion and limiting swelling.

His recovery after surgery, like any patient recovering from this injury, likely focused on regaining knee motion and hip and knee strength early on, progressing to incorporating balance and finally sport-specific motions such as cutting, changing directions, and twisting on the involved leg. Hopefully, we'll see him on the field as good as ever later in 2018!

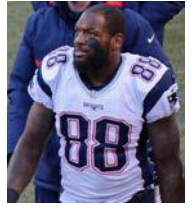


Pre & Postnatal Info Corner

By Effie Koustas, MPT

Martellus Bennett's Rotator Cuff Injury

New England is pleased to see the Patriots back in the AFC playoffs, but that isn't without suffering injuries along the way. Martellus Bennett, who tore his rotator cuff and labrum while with the Packers, played only two weeks with the Patriots. He had to stop due to shoulder pain that needed surgery, despite his effort to play through it.



The shoulder is a ball and socket joint and is also the most unstable joint in our bodies and hence prone to injury. The rotator cuff is made up of 4 small muscles that are responsible for holding the shoulder in the socket. Many are not aware of the importance of their rotator

cuff and therefore do not work on strengthening this group of muscles. A rotator cuff injury, or tear, can be mild or debilitating. It can happen at any time, is often the result of repetitive motions or with falls on outstretched arms, and can resolve on its own or may need surgery.

Shoulder pain that is constant and keeps you up at night is a red flag to seek medical attention. Another way of knowing you need to get your shoulder looked at is if you can't lift your arm and need to use your other arm to help raise it up. Seeing your PCP, or physical therapist, can help you determine if it is something that will heal on its own or need further attention. In the meantime, ice and rest will help calm your shoulder down until you are scheduled to see your provider.

If you require surgery to repair your rotator cuff, as Martellus Bennett did, the early phase of your recovery is protecting the integrity of the repair and preventing infection. Your doctor will likely put you in a sling for a period of time, usually 4-6 weeks, and it is important to manage swelling with frequent ice sessions. You will begin moving the shoulder passively (e.g., your repaired arm is moved by the other arm or therapist) with gradual participation of the repaired arm until you have full active motion, usually around 2-3 months. During this time, you will make sure the muscles above and below the shoulder continue to be used and slowly incorporate shoulder strengthening itself. After three months or so, with full motion and strength, you will start working on more rigorous activities for your arm.



Patient of the Month

Andrew Violette

CONGRATULATIONS ANDREW!

Andrew is our patient of the month. This is what he had to say:



"Amazing experience here with Tom and Jenn! Had huge problems with stairs, walking, running, etc. before PT. (Thanks to basketball-ACL rupture). But had a steady improvement **thanks to the personal touch and attention to my specific needs.** Thanks to all at Family PT!!"

Helping Hands Honoree

Our Helping Hands Honoree this month is **James Miller**. As our **Triple H** winner, James

has demonstrated his trust and confidence in us and our ability to care for his friends and family in need of physical therapy. James gets his choice of a 1 month membership at 3 of our most trusted fitness associates. [Choice Fitness](#), [Envy Sports Club & Café](#), or [The Focused Female!](#)

The highest compliment our clients can give us is the referral of their friends, family and business associates.

Thank you James!!

Community Activities

Tom Fontana, MSPT presented “**Body Mechanics:**

Defend Your Back” at Tech Transport in Milford, NH on January 9th.

If you are interested in learning more about programs we can offer **your** organization, please call us at **644.8334**.

HEALTH & WELLNESS EDUCATIONAL SEMINARS

UPCOMING SPEAKERS

February 1st

Beyond Thieves: Advanced Immunity Training

Maintaining a strong immune system is a cost saving health care alternative. Be pro-active about your health and learn how to improve the air you breathe, super-power your environment, and keep your immune system strong.

Featured Speaker: Lori Boyce

February 22nd

Eat Like Your Life Depends On It

Healthier choices mean less trips to the doctor. This workshop will inform you of the effects on your body when consuming sugar and grains and gives an overview on what you can do as alternatives for healthier choices.

Featured Speaker: Kate Cretsinger, CNC

March 1st

Reliv

Nutritional Epigenetics—Learn how to turn bad genes off and good genes on with evolutionary supplements that will help you live a healthier life.

Featured Speaker: Paul Collins

Check our [FB event page](#) for new details and a complete listing of featured speakers and topics coming in 2018.



Health And Wellness Guest Article

By *Lori Boyce*, Young Living Health Coach, AFPA, RYT, NASM

Immune System Support – Beyond Thieves

A variety of physical problems and diseases can be caused by the problem of foods that are acid-producing after digestion. The standard American diet is largely composed of acid-forming foods (proteins, cereals, sugars). Alkaline-producing foods such as vegetables are eaten in much smaller quantities. Stimulants like tobacco, coffee, tea, and alcohol are also extremely acidic. It is important to consume at least 60% alkaline-producing foods, in order to maintain good health with a strong immune system.

We need plenty of fresh fruits and particularly vegetables (alkaline-producing) to balance our necessary protein intake (acid-producing). And we need to avoid processed, sugary or simple-carbohydrate foods, not only because they are acid-producing but also because they raise blood sugar levels.

Young Living Essential Oils offers one of the easiest ways to remain healthy year-round. You can boost your immune system and balance the Ph levels in your body by consuming and using essential oils. Young Living has a patented, “Seed to Seal” guarantee of purity and are 100% pure, therapeutic grade, safe for consumption.

- Golden Touch Kit – 6 Essential Oils, Thieves, DiGize, RC, Raven, Endoflex, Melrose to support the immune system throughout the winter.
- Alkalime - (a powder supplement that preserves proper Ph balance) just-before-bed in water.
- Lemon Essential Oil - in water throughout the day.
- Inner Defense – capsule supplement
- Life 9 Probiotic – probiotic supplement
- Immupro – immune support with melatonin (chewable)

Please contact me directly at 603-494-4191 to learn more & sample these products, or to place an order go to: <http://bit.ly/2mybVpY>.

DON'T MISS LORI'S UPCOMING SEMINAR ON FEBRUARY 1ST

NO TIME?...THINK TELEMEDICINE!

- **Treatment where and when you need it.**
- **Covered by Insurance.**

NEED ADVICE?...THINK ASK-A-P.T.

- **Your physical therapist has the answers!**

Family Physical Therapy Services, Inc.



Specializing In

General orthopedic injuries, pre & postnatal services, lower back pain, stenosis, sciatica and herniated discs, neck pain & headaches, tendonitis & bursitis, arthritis, plantar fasciitis, sports injuries, rotator cuff, sprains & strains, pre & post surgical, exercise prescription, and more...



REMOTE PHYSICAL THERAPY SERVICES HELP SOMEONE YOU LOVE

Get treatment and answers about injuries, aches, and pains related to your muscles, joints, bones and ligaments - **without leaving home!**

Stop sitting on the sidelines and start living the life you want to lead. If you are unable to prioritize your life so that you get the care that YOU need, then Telemedicine and remote physical therapy services are for you.

IF YOU'D LIKE TO LEARN MORE

call: **603.346.4906** or email: cjleer@familyptservices.com



Ross A. Lurgio Info Corner
Jenn Millen, PTA, ATC

GO LIONS!!

- ARE YOU INTERESTED IN INCREASING PERFORMANCE?
- DO YOU WANT YOUR ATHLETE TO HAVE THAT COMPETITIVE ADVANTAGE OVER THE COMPETITION?

If you answered YES to either of these questions, we have the programs for you! If you'd like to learn more, please send your inquiries to:

jmillen@familyptservices.com

Have a question?

Ask-A-P.T.

Call

603.644.8334

Community Partners

We are **ALL** about **putting the CARE back into HealthCARE**. That's why

these community partners are our **TRUSTED** associates. Corey at [Assurance Safety Consulting](#) is your go-to guy for keeping your work site safe to avoid costly fines from OSHA and keep your employees safe and injury free. And when you need a piece of exercise equipment for your home or office, call on Jonathan at [Alpha Omega Fitness Equipment](#). If you like essential oils, [Lori Boyce, our Young Living Health Coach](#) has the answers. When you have relationship issues at work or home, [Sonya Lyn Life Coaching](#) is your trusted confidant to help you find your way and understand how to create healthy and loving relationships.

We all know that winter brings colds and flus...[Aerus](#) provides air filtration systems that will filter the air that you breath and keep you healthy, and Tim Strunk is our trusted associate to find the best answers for you and your home. Winter also brings the holiday parties that pack on the pounds, so when you are ready to get back into shape for the coming year, [Envy Sports Clubs](#) has options to fit your needs and your budget. Just ask for Janine, she'll make sure that you have the best program that fits your needs. And when you need that added boost to turn your good genes on and your bad genes off to maximize your health, energy and performance, Paul has [Reliv](#) products and supplements that will provide amazing health results, energy, and even weight loss if this is what you desire. But you can't forget about basic nutrition, which can be a tricky thing. There are an abundance of opinions out there, but if you want someone that walks the talk and doesn't just lecture you on what to eat or not to eat, just look at Kate, and you'll know that [K8 4 Wellness](#) will provide answers for optimizing your performance by eating the right foods to fuel your body. And when you've gone out and conquered the world and need a little pampering to get you ready for the next day, Sara at [La Belle Vie](#) will massage your achy muscles and prepare you for the activities that lie ahead. And finally, Alyssa and her team at [Radura Salon and Spa](#) will get you looking your best so that you feel your best!



Share me with a friend!



Patients have the right to choose!