

So you want to be an **EXPERT WITNESS?**

How to Evangelize without Losing
Patience or Patients (HELP²)

AMEN Oct 2015

Harvey Hahn, MD, FACC, SDA



CrossTraining
BE THE HANDS OF JESUS

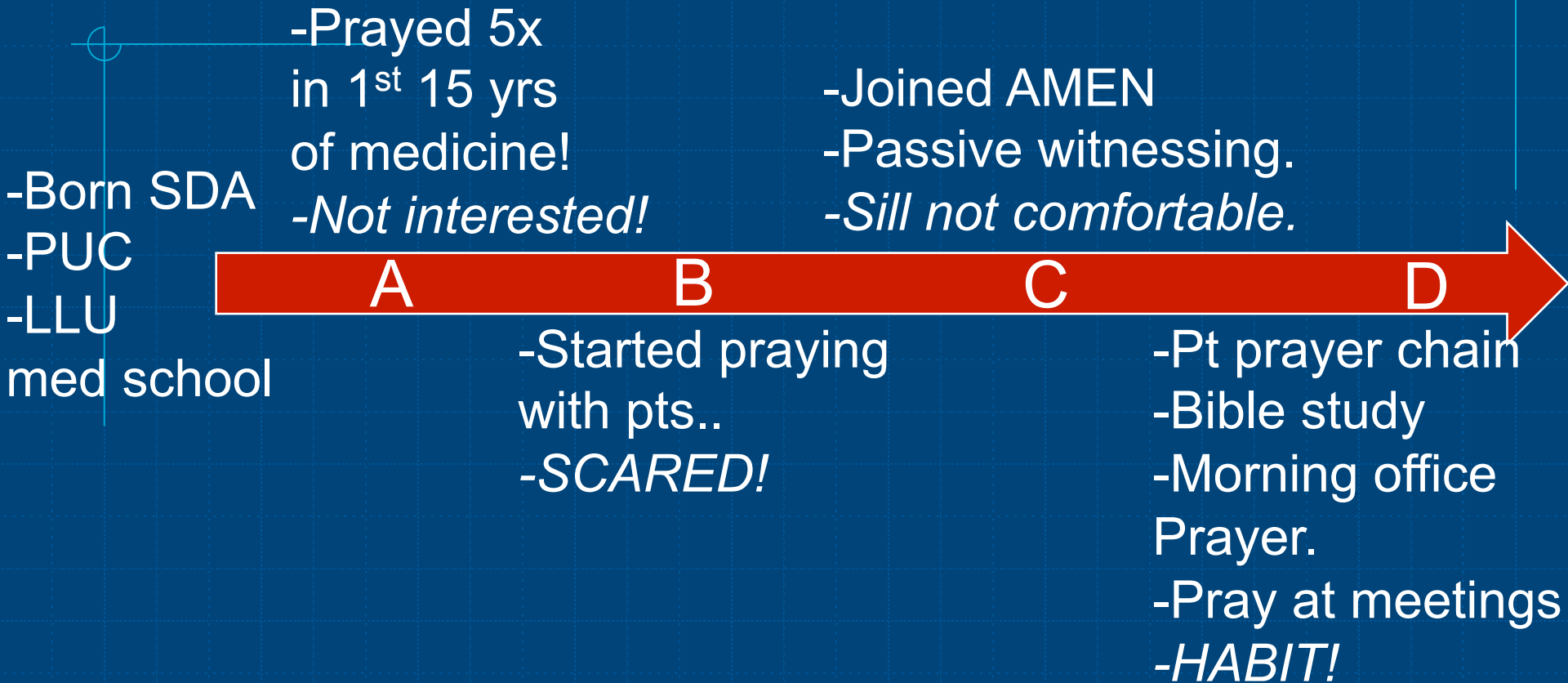
Oct. 29 - Nov. 1, 2015 | Hilton Head Island, SC

Disclosures:

- ◆ I' m not an EXPERT witness.
- ◆ I' m not an expert WITNESS.
- ◆ I' m not an EXPERT WITNESS.



My journey-step by step...



It doesn't matter where you are, or where you've been...
It only matters where you want to wind up!

WHY?

- ◆ ¹⁹ Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, ²⁰ and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age.”
- ◆ Matt 28:19-20.

WHY?



Penn Jillette-famous atheist. ◆

- ◆ *“I’ve always said that I don’t respect people who don’t proselytize. I don’t respect that at all. If you believe that there’s a heaven and a hell, and people could be going to hell or not getting eternal life, and you think that it’s not really worth telling them this because it would make it socially awkward... **much do you have to hate somebody to not proselytize?** How much do you have to hate somebody to believe everlasting life is possible and not tell them that?”*
- ◆ *“I mean, if I believed, beyond the shadow of a doubt, that a truck was coming at you, and you didn’t believe that truck was bearing down on you, there is a certain point where I tackle you. And this is more important than that.”*
- ◆ Besides the Great Commission from Jesus the WORLD is calling us out to do what we say we are supposed to do!

Health Care Professionals' Responses to Religious or Spiritual Statements by Surrogate Decision Makers During Goals-of-Care Discussions

Natalie C. Ernecoff, MPH; Farr A. Curlin, MD; Praewpannarai Buddadhumaruk, RN, MS; Douglas B. White, MD, MAS

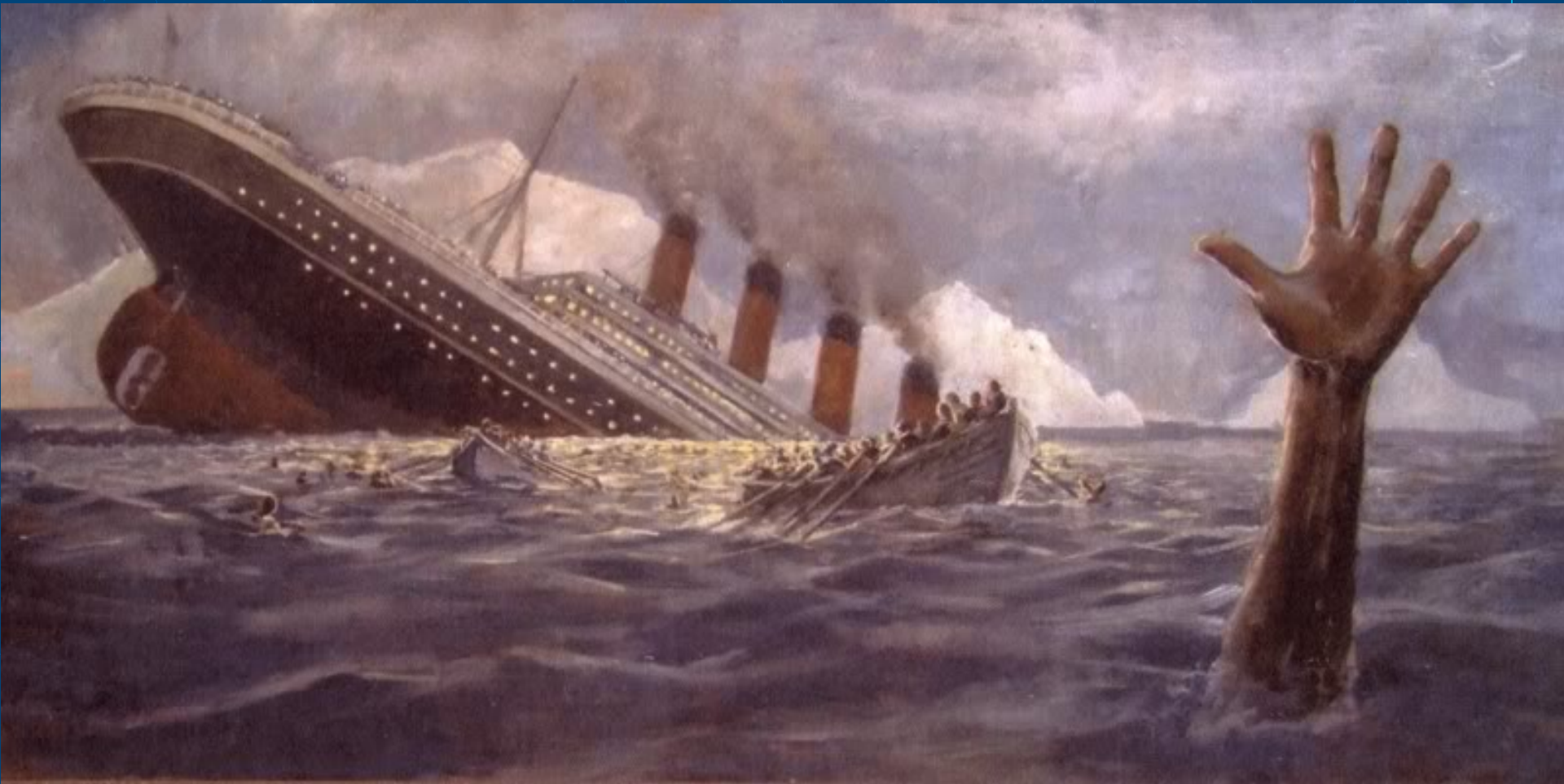
	Families	Doctors
n	457	145
Agnostic / atheist	13.6%	35.2%
Religion NOT important	7.4%	22.8%
Religion fairly or very important	77.7%	47.6%

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- ◆ Only 16.1% of the conferences had religion mentioned!
- ◆ 65% of the time religion was initiated by the family.
- ◆ Only 5.6% of the time by the doctors!
- ◆ So 78% of pts thought it was important, but doctors rarely addressed it?

The REAL scope of the problem!



- ◆ We have the opportunity to be part of the greatest life saving operation in history!

How will they know if no one tells them?

- ◆ Rescue those being led away to death; hold back those staggering toward slaughter. If you say, “But we knew nothing about this,” does not he who weighs the heart perceive it? Does not he who guards your life know it? Will he not repay everyone according to what they have done? Proverbs 24:11-12.

When we have something good...

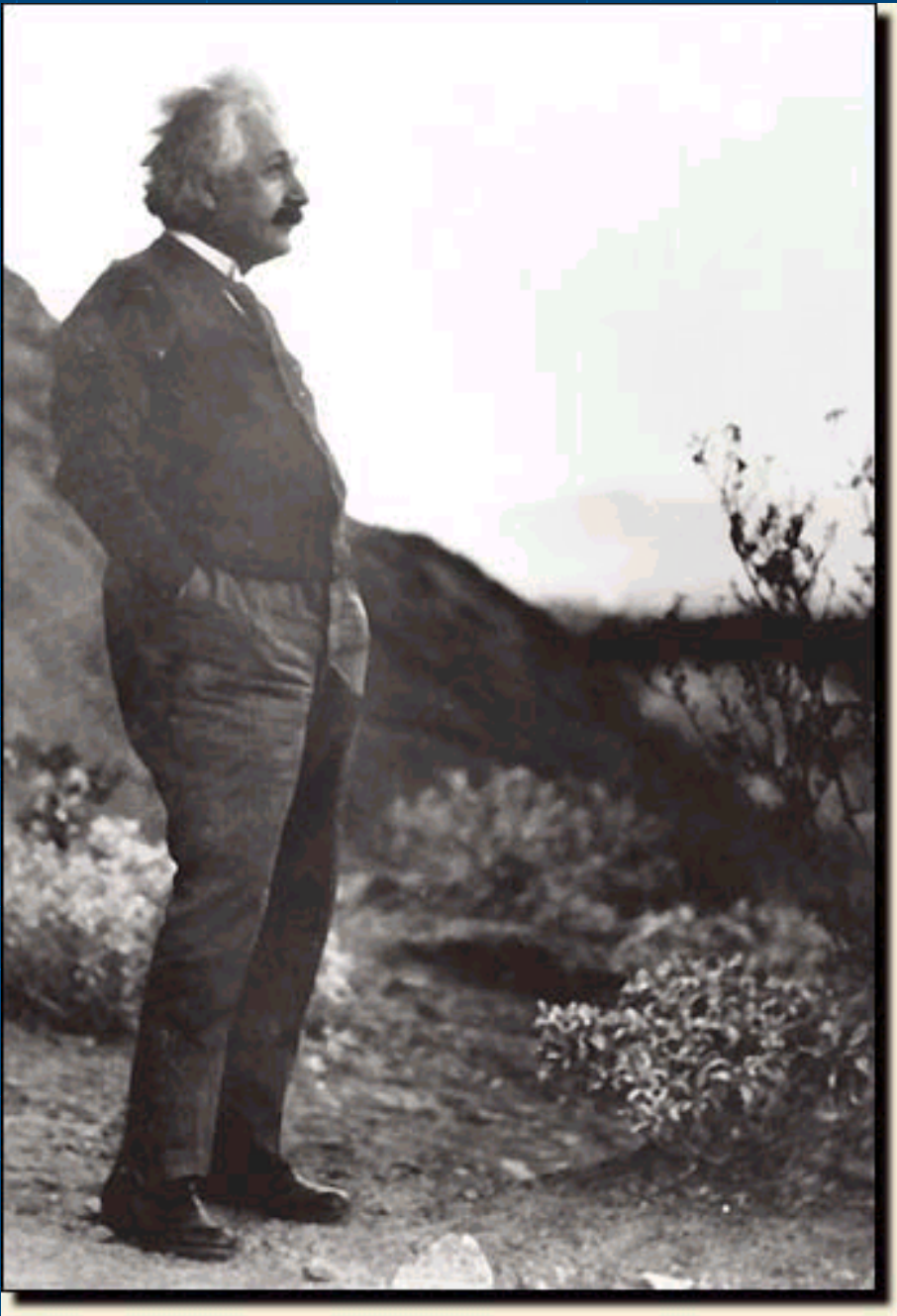
- ◆ What do you do when...
 - Get married.
 - Have a kid.
 - Do anything...
- ◆ Post it on FB!
- ◆ Hidden treasure / pearl of great price.





“Gedankenexperiment”





“Thought
Experiment”



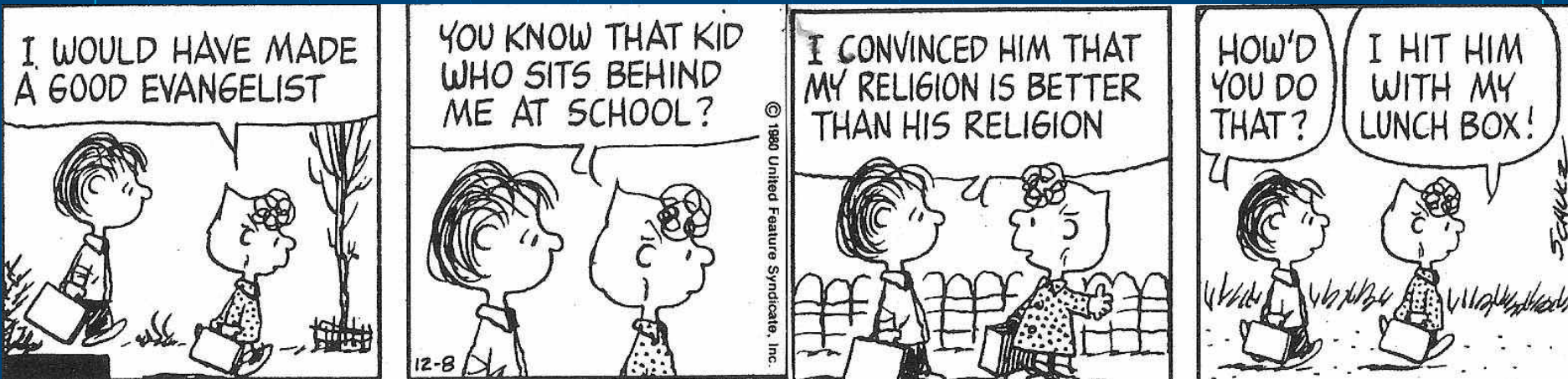
Thought Experiment

- ◆ What fears do you have about evangelizing in your practice?
- ◆ Which excuse have you been using the most to hold you back?
- ◆ Asked another way...

What type of practice do you want to have?

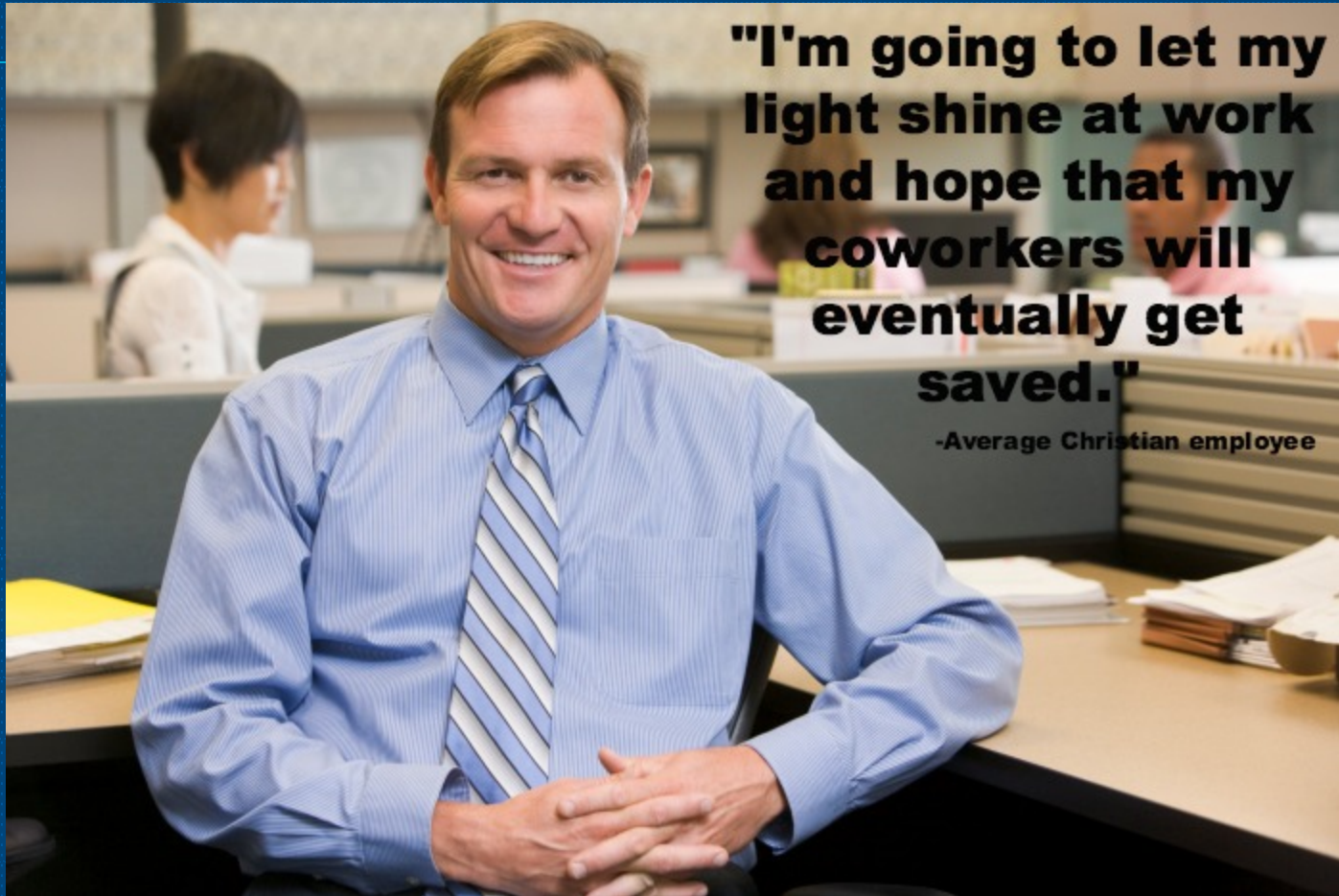
- ◆ **For the past 33 years, I have looked in the mirror every morning and asked myself: 'If today were the last day of my life, would I want to do what I am about to do today?' And whenever the answer has been 'No' for too many days in a row, I know I need to change something."**
- ◆ **-- Steve Jobs**

Approaches at the extremes



- ◆ *Extreme #1-“I want to beat God into them so help me!”*

Approaches at the extremes



- ◆ *Extreme #2- "I'll let the Holy Spirit do His work..."*

Excuses, excuses...

- ◆ Let's *deconstruct* the common excuses AGAINST witnessing in the office.
- ◆ BTW, I've used ALL of these MYSELF!

“I’ m too busy, no time...”



“I’ m afraid of rejection...”



- ◆ Fear is irrational. We can't be controlled by fear.
- ◆ You will get rejected at times.
- ◆ Patients decline procedures.
- ◆ We have all been turned down on dates, been passed over for that promotion, and lost some competitions.
- ◆ Those isolated failures can't make us give up trying to do that we believe is right.



◆ **There can be no courage unless you're scared."**

◆ Eddie Rickenbacker,
fighter pilot and business leader

4 types of soil

- ◆ Luke 8:4-18
- ◆ Not everyone is going to change.
- ◆ That's not our problem, that's for the Holy Spirit.
- ◆ Our job is to still sow!
- ◆ Maybe we can't save the world, but we can help save 1.





Thought Experiment

- ◆ Have you ever written someone off before trying to reach out to them?
- ◆ Do you feel that this is a form of racism?
- ◆ Have you ever felt excluded or treated differently because of your race, gender, looks, or religion? How did that make you feel?

CASE REPORT: 2 Muslim patients



CASE REPORT: The cleaner



Never know who you are throwing seeds at..

“I’ m afraid I’ll offend someone...”

- ◆ We will offend someone eventually.
- ◆ Should we stop prescribing antibiotics due to one bad reaction?
- ◆ *"Woes unto them that call evil good, and good evil...Isaiah 5:20-21.*

Being *politically* correct

Does **NOT**

Make you *Correct*

CASE REPORT: “I hate Christians!”

facebook®



Hate

“Medical care is MORE important!”

- ◆ Actually it's NOT!
- ◆ What's the point of helping a person live to 100 yr old when you don't show them the option of eternity?

Religious Attendance: More Cost-Effective Than Lipitor?

Daniel E. Hall, MD, MDiv

Table 1. Published Estimates for Modeled Parameters

Modality	OR/RR	Range*	Cost
Regular physical exercise†	0.66 ¹¹	Not reported	\$500
Statin-type medication	0.74 ¹²	0.60 to 0.92	\$836 ¹³
Weekly religious attendance	0.775 ²	0.719 to 0.833	\$516 ^{14,15}

* Range corresponds to the 95% CI for each point estimate.

† Relative risk of regular physical exercise was calculated and reported separately by these authors for both women (0.66) and men (0.65). Given that these values are nearly identical, the more conservative estimate is used in this analysis.

CASE REPORT: 'This is the best part of our visit...'





Thought Experiment

- ◆ How would it make you feel if a patient put your medical care as the 2nd best thing you could offer her?
- ◆ Is the patient right?
- ◆ If so how should that change the way you think about medical evangelism?

“Am I taking advantage of them?”

- ◆ Vulnerable populations. Some people feel that trying to convert people, especially when they are sick is akin to enrolling desperate patients into risky clinical research trials.
- ◆ We should always ask permission to bring up the topic of God.
- ◆ Also they are adults and will make the final choice to listen, believe, or leave.

“This is a job for trained pastors!”

- ◆ No it's not. We are all part of the body of Christ (1 Cor 12) and all have a part to play in this world's story.
- ◆ ***You cannot sit this one out!***



Your religion is your JOB!

- ◆ “The essential lesson of contented industry in the necessary duties of life is yet to be learned by many of Christ’s followers. It requires more grace, more stern discipline of character, to work for God in the capacity of mechanic, merchant, lawyer, or farmer, carrying the precepts of Christianity into the ordinary business of life, than to labor as an acknowledged missionary in the open field. It requires a strong spiritual nerve to bring religion into the workshop and the business office, sanctifying the details of everyday life, and ordering every transaction according to the standard of God’s word. But this is what the Lord requires.

Religion and business are not two separate things; they are one. Bible religion is to be interwoven with all we do or say. Divine and human agencies are to combine in temporal as well as in spiritual achievements.”

- ◆ Ellen G. White, God’s Amazing Grace (Washington, D.C.: Review and Herald Pub. Assn., 1973), p. 64.

“I don’t know how to...”

- ◆ No one does.
- ◆ That is where EVERYONE starts, but that is not where you have to end up.

A ALWAYS
S SEEK
K KNOWLEDGE



“I don’t know how to...”

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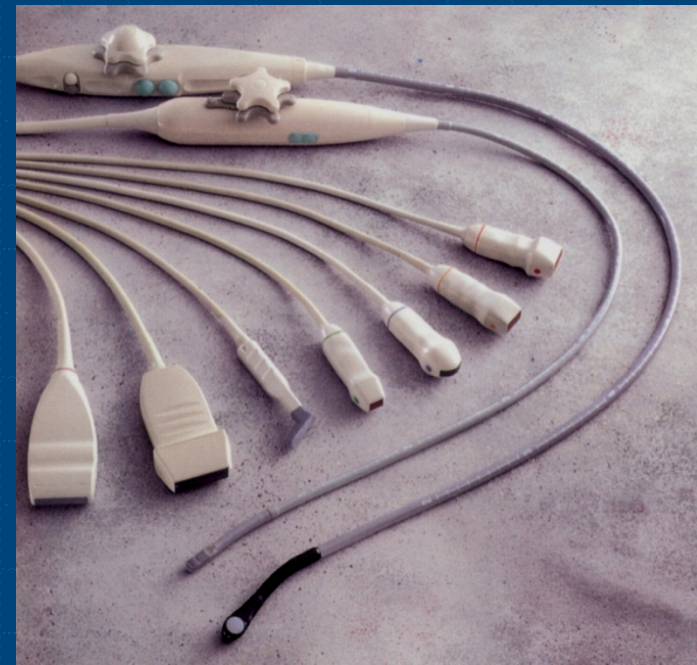
A ALWAYS
S SEEK
K KNOWLEDGE



- ◆ This is exactly why you are at the AMEN Cross Training Conference!

“I’ m uncomfortable with...”

- ◆ Don’ t you hate it when the ER says this?
- ◆ Remember how you felt during your...
- ◆ 1st social hx.
- ◆ 1st sexual hx.
- ◆ 1st code status discussion.
- ◆ Same thing the 1st time you share God or pray with a pt.



CASE REPORT: Korean church



I can *do*
all things
through
CHRIST
who strengthens me.

Philippians 4:13

10 talents!

- ◆ We all know the story. Matt 25:14-30. We have ALL be GIVEN talents.
- ◆ The servant with the 1 talent was described as ‘wicked and lazy’ , but he was also selfish.
- ◆ He was unwilling to risk anything for anyone else so played it safe and buried his 1 talent.
- ◆ In this way most doctors are just like the servant with a single talent. We have to stop giving excuses and move out of our comfort zone and do what we were REALLY called to do-to help completely heal others.

Don't be scared, but it's ok to be.



- ◆ Remember Little Maid, Joseph, Daniel, Esther.
- ◆ The disciples.
- ◆ “And I, if I be lifted up...will draw all men unto me,” John 12:32

Change your habits, change your practice,
change your own life, change the life of another!

◆ **Winning is a habit.**

Watch your thoughts, they become your beliefs.

Watch your beliefs, they become your words.

Watch your words, they become your actions.

Watch your actions, they become your habits.

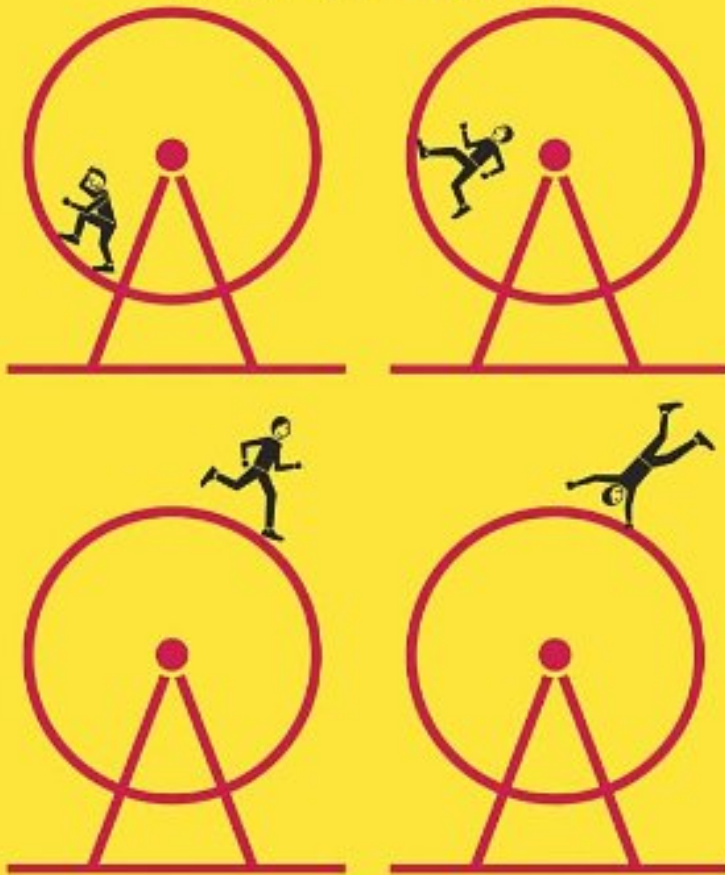
Watch your habits, they become your character.



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THE POWER OF H A B I T

WHY WE DO WHAT WE DO
IN LIFE AND BUSINESS



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Charles Duhigg

Power of Habit

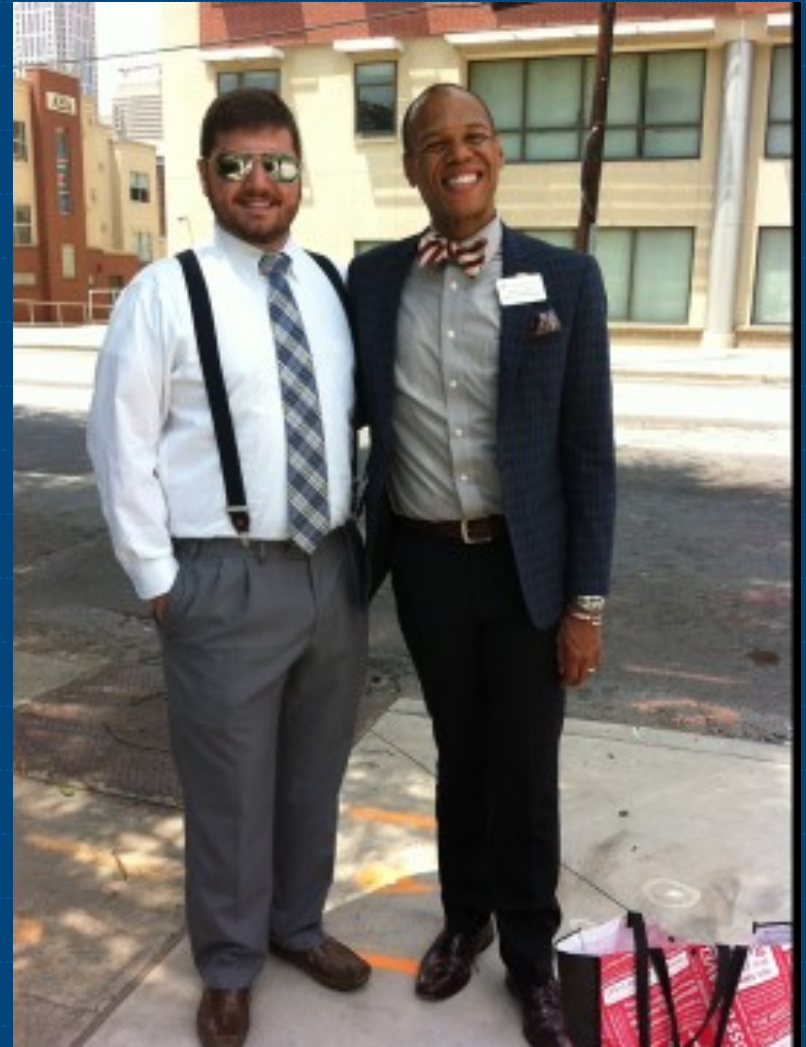
- ◆ 40% of what we do is habit.
- ◆ Make 1 small new habit to try out.
- ◆ Success breeds success.
- ◆ Then try something new!

WE ARE WHAT WE
REPEATEDLY DO.
EXCELLENCE,
THEN, IS NOT
AN ACT, BUT A
HABIT.

-ARISTOTLE



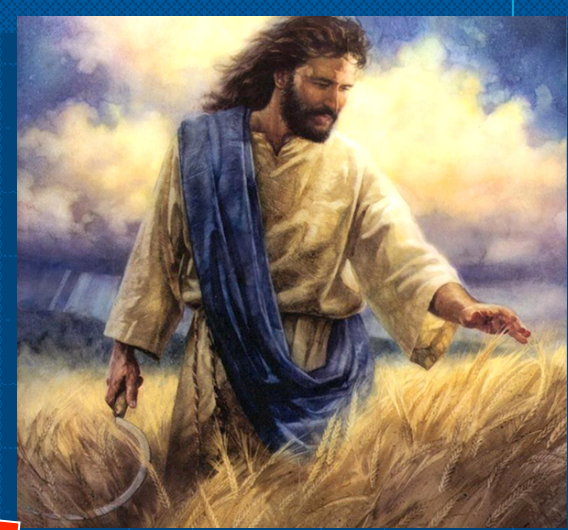
Marlon Gibson-small changes-habits!



CASE REPORT: Priest vs biker



Phases of witnessing.



Where do we fit in?



Types of witnessing.

- ◆ Overt. This is what we typically see from pastors and Bible workers. Preaching about the gospel. Passing out literature door to door. This is probably the *least suited* to medical practices, but can still be done.
- ◆ Passive. Having Christian literature or art or music in your waiting room.
- ◆ Intentional. Setting up your actions and words to point to Christ. Taking the passive approach to the action level such as always saying 'praise God' when something good happens. Always trying to reference God in everything you discuss, including small talk or world events. *Can come off as having an agenda.*
- ◆ Relational. Developed within a normal relationship with others. Dropping hints of your faith from time to time and listening for opportunities to go deeper when you see an opening. This is probably the best way to share Christ in the office. A survey by the Institute of Church Growth found that the #1 way new members came to the church (75-85%) due to friends or family, not by advertisements or an evangelistic crusade.

FRIENDSHIP EVANGELISM



- ◆ AKA relational or service evangelism.
- ◆ Have to move past just the friendship or service eventually to the Gospel or it's not really evangelism!



The “ABC’s” of evangelism.

- ◆ A-Above average doctor
- ◆ B-Brave
- ◆ C-Caring

Work 1st, witness 2nd

- ◆ If you are a terrible doctor, no one will want to know your God.
- ◆ If you are a terrible person, no one will want to know your God.

The Kruger-Dunning Effect

Journal of Personality and Social Psychology
1999, Vol. 77, No. 6, 1121–1134

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0022-3514/99/\$3.00

Unskilled and Unaware of It: How Difficulties in Recognizing One's Own Incompetence Lead to Inflated Self-Assessments

Justin Kruger and David Dunning
Cornell University

People tend to hold overly favorable views of their abilities in many social and intellectual domains. The authors suggest that this overestimation occurs, in part, because people who are unskilled in these domains suffer a dual burden: Not only do these people reach erroneous conclusions and make unfortunate choices, but their incompetence robs them of the metacognitive ability to realize it. Across 4 studies, the authors found that participants scoring in the bottom quartile on tests of humor, grammar, and logic grossly overestimated their test performance and ability. Although their test scores put them in the 12th percentile, they estimated themselves to be in the 62nd. Several analyses linked this miscalibration to deficits in metacognitive skill, or the capacity to distinguish accuracy from error. Paradoxically, improving the skills of participants, and thus increasing their metacognitive competence, helped them recognize the limitations of their abilities.

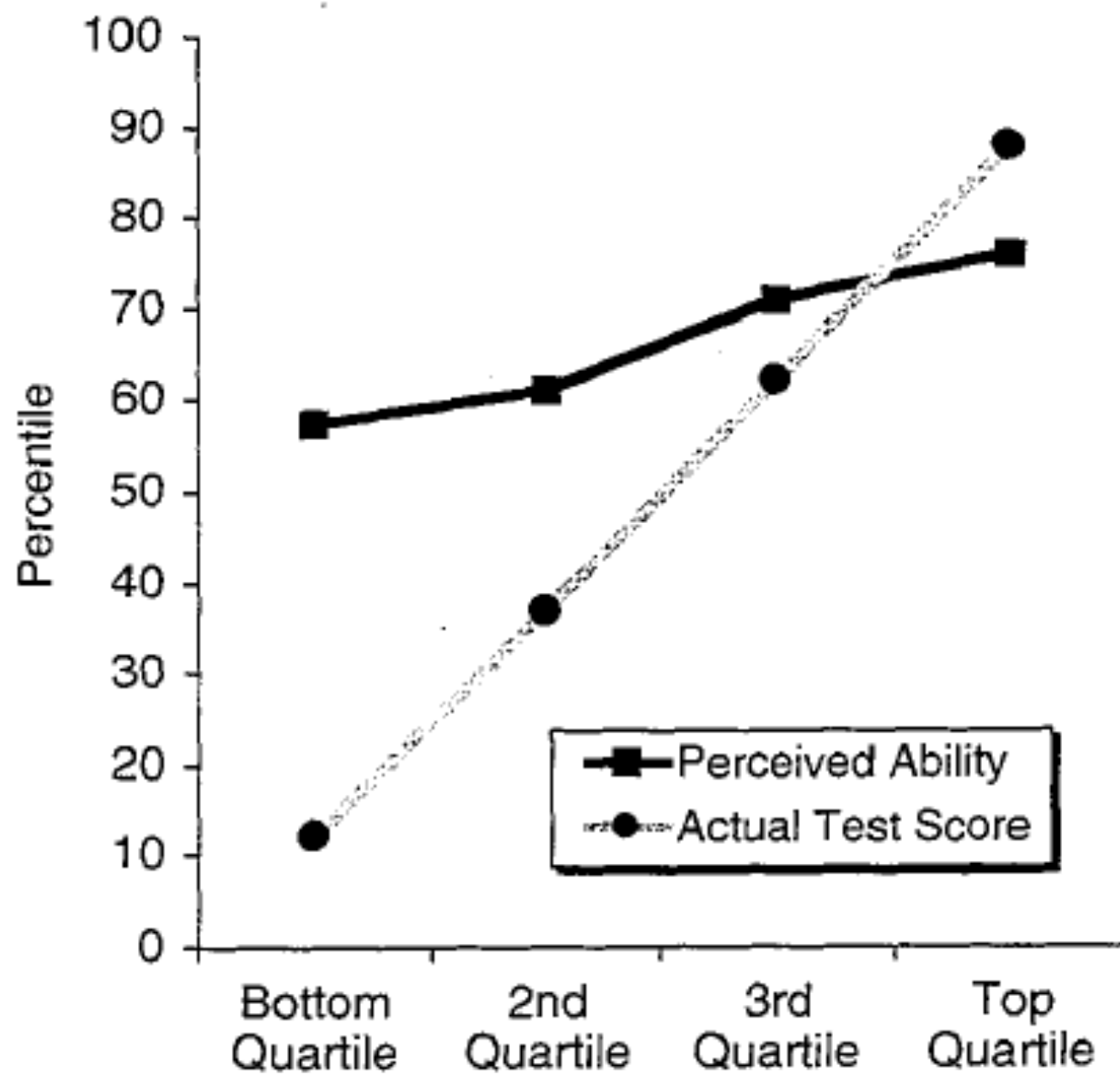


Figure 1. Perceived ability to recognize humor as a function of actual test performance (Study 1).

The “above average effect”

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The “ABC’s” of evangelism.

- ◆ A-Above average doctor
- ◆ B-Brave

-Do, or do not. There is no try!



◆ **“The cave you fear to enter holds
the treasure that you seek”**

Anonymous



The “ABC’s” of evangelism.

- ◆ A-Above average doctor
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- ◆ C-Caring

The “ABC’s” of evangelism.

EHR State of Mind | #LetDoctorsBeDoctors | ZDoggMD.com



I'm treatin' the computer screen

0:43 / 4:29



Final Report

Hamilton County Public Defender's Office

Customer Satisfaction Pilot Survey Project

Correlations Between Primary Variables

		Overall Satisfaction	Informed of outcomes	Time used Efficiently	Investigated Case
Informed of outcomes	Pearson Correlation	.669			
	Sig. (1-tailed)	.000			
	Sum of Squares and Cross-products	71.795			
	Covariance	.463			
Time used Efficiently	Pearson Correlation	.740	.719		
	Sig. (1-tailed)	.000	.000		
	Sum of Squares and Cross-products	79.949	66.436		
	Covariance	.516	.429		
Investigated Case	Pearson Correlation	.722	.777	.793	
	Sig. (1-tailed)	.000	.000	.000	
	Sum of Squares and Cross-products	75.449	69.436	71.484	
	Covariance	.487	.448	.461	
Client felt Listened to	Pearson Correlation	.769	.708	.824	.795
	Sig. (1-tailed)	.000	.000	.000	.000
	Sum of Squares and Cross-products	82.030	64.579	75.811	70.666
	Covariance	.529	.417	.489	.456

CASE REPORT: Pt with 'porphyria'

- ◆ *“Each one of them is Jesus in disguise.”*
- ◆ Mother Teresa

Attitude...Agenda...Aggravating...

- ◆ 1. “How can I show Christ’s love to my patients?”
- ◆ 2. “Who can I convert to SDAism today?”
- ◆ Remember we are middle relief. We just want them to get to know Jesus.
- ◆ 2nd Best SDA joke EVER!

The “ABC’s” of evangelism.

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The “ABC’s” of evangelism.

- ◆ A-Above average doctor
- ◆ B-Brave
- ◆ C-Caring
- ◆ D-Doctrine-last on the list!

This is Plan A. There is no Plan B!

- ◆ “Christ’s method ALONE will give true success in reaching the people. Our Savior mingled with men as One who desired their good. He showed His sympathy for them, ministered to their needs, and won their confidence. THEN He bade them, ‘Follow Me’ ”. EG White Ministry of Healing, p. 143.
- ◆ “Compassion must PRECEDE the task of proclamation. When the world sees the actions of a compassionate church, they will see Jesus in us and will follow us toward the kingdom! Unfortunately, many have replaced compassion with legalism! Jose Cortes Editorial in the Visitor Sept 2015.

To fish you have to cut bait!

- ◆ Passive conversation starters-dangling bait.
 - Office environment.
 - Wear some spiritual item on your lab coat or jacket.
- ◆ Verbal bait.
 - Say *'Praise God'* instead of *'Great!'* .
 - When the patient asks how things are going...
 - If they ask you if anything is new...
- ◆ Be more intentional-fly fishing.
 - Throw some spiritual question in a string of questions naturally. Such as *'What is your support system-family, friends, church?'* or *'What are your interests? Sports, movies, church?'*
 - Is there anything I should know about your faith that might impact your medical care, such as being a Jehovah's Witness?
- ◆ Be overt-spear fishing!
 - Do you go to any church?
 - Do you believe in prayer?
 - Is your faith important to you?



Just ask...

Option A	Option B
Try this. It works!	
What's wrong now?	
Read the Bible.	
That's wrong!	
That doesn't make any sense!	
Let's pray now.	

Just ask...

Option A	Option B
Try this. It works!	Can I tell you something that worked for me?
What's wrong now?	
Read the Bible.	
That's wrong!	
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Just ask...

Option A	Option B
Try this. It works!	Can I tell you something that worked for me?
What's wrong now?	Do you want to talk about what's bothering you?
Read the Bible.	
That's wrong!	
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Try this. It works!	Can I tell you something that worked for me?
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That doesn't make any sense!	There seems to be some inconsistencies in your statements, can we talk about them?
Let's pray now.	

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Option A	Option B
Try this. It works!	Can I tell you something that worked for me?
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That doesn't make any sense!	There seems to be some inconsistencies in your statements, can we talk about them?
Let's pray now.	Would you like to pray together now?

Personal testimony

- ◆ *15 But in your hearts revere Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect, 1 Peter 3:15*
- ◆ Don't be afraid. People may argue with doctrine or beliefs, but it's very hard to attack someone's personal experience. Most people appreciate others opening up to them and showing some vulnerability. If you overcome your fear you can help them do the same.

The clinic and beyond!

◆ Faith prescriptions.

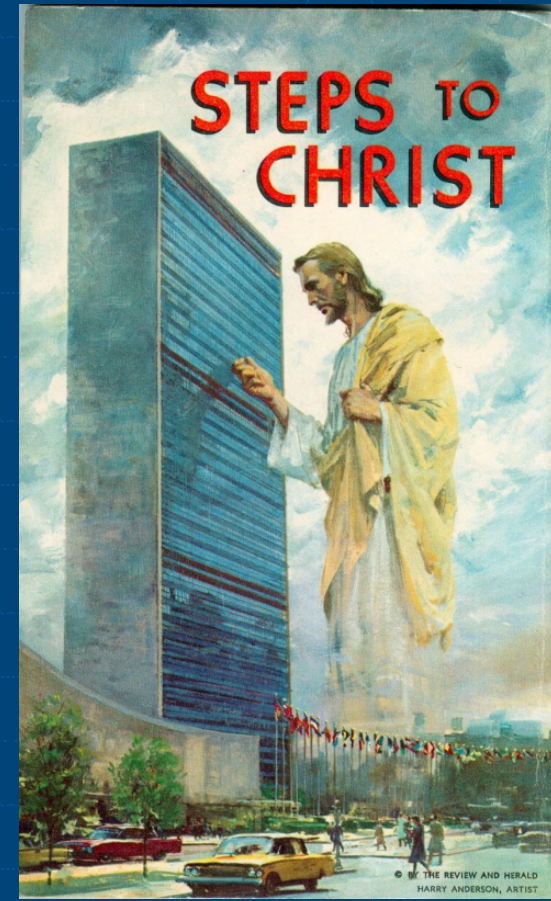
-You can get corny and say *'Doctor's orders...'* as you hand it to them.

◆ Literature.

◆ Call backs and email.

◆ After hour sessions.

- Group Bible studies
- Health lectures
- Cooking demonstrations.



The 'not so secret weapon' ...

- ◆ *“When we work, we work. When we pray, God goes to work!”* Anonymous



Plug into the REAL power source!



OR



- ◆ All OUR measures PALE in comparison to the power of PRAYER.

*A Guide for
Believers and Skeptics Alike*

YOUR
GOD
IS TOO
SMALL

J. B. Phillips



Luke 8:40-48

- ◆ Bleeding woman.
- ◆ Deep faith or passing interest like the rest of the crowd?
- ◆ Many were ill in the crowd, but only she was healed.
- ◆ WE also need faith.

Hope, faith, impossible?

- ◆ “I do believe; help me overcome my unbelief!” Mark 9:24
- ◆ “This kind can come out ONLY by prayer.” Mark 9:29



CASE REPORT: Drug abuse!



2000



2007

Who to pray for?

- ◆ For your patients.
- ◆ WITH your patients.
- ◆ For YOUR staff.
- ◆ For YOURSELF.

The Epic logo is displayed in a bold, red, italicized sans-serif font. The letters are slanted to the right, with the 'E' and 'C' having a distinctive shape. The logo is centered within a white rounded rectangular box.

Still pray-even when there is no hope because there is still hope!



- ◆ ⁴ ‘He will wipe every tear from their eyes. There will be no more death or mourning or crying or pain, for the old order of things has passed away.’
Rev. 21:4

CASE REPORT: F/u with dead patient's family!



Summary

- ◆ Pray early, pray often.
- ◆ Think through all the possible excuses to help commit yourself to it.
- ◆ Pick one new thing to add to your practice style (pray over your patient list, get literature to pass out, etc) and do it until it becomes a habit. After that pick another new thing to add spiritually to your practice of medicine.
- ◆ See one, do one, teach one. Spread the word to other doctors. Remember Matt. 9:37, "*The harvest is plentiful, but the workers are few*"



Thought Experiment

- ◆ How would you ask to pray with your patient?
- ◆ Let's practice it RIGHT NOW.


God isn't done with US yet!

being confident of this, that he who began a good work in you will carry it on to completion until the day of Christ Jesus. Phil 1:6



Romans 10...

- ◆ ¹³ for, “Everyone who calls on the name of the Lord will be saved.”
- ◆ ¹⁴ How, then, can they call on the one they have not believed in? And how can they believe in the one of whom they have not heard? And how can they hear without someone preaching to them?




◆ ¹⁹ When they deliver you over, do not be anxious how you are to speak or what you are to say, for what you are to say will be given to you in that hour.


²⁰ For it is not you who speak, but the Spirit of your Father speaking through you.

◆ Matt 10:19-20.


Word!

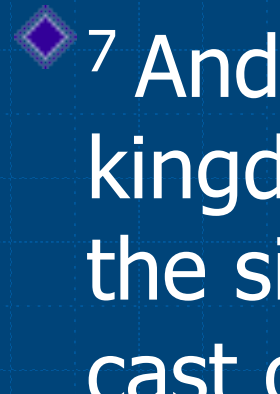
- ◆ I tell you, whoever publicly acknowledges me before others, the Son of Man will also acknowledge before the angels of God. Luke 12:8
- ◆ **BE BOLD!!**

- 
- ◆ From everyone who has been given much, much will be demanded; and from the one who has been entrusted with much, much more will be asked.
Luke 12:48



◆ “When you are brought before synagogues, rulers and authorities, do not worry about how you will defend yourselves or what you will say, ¹² for the Holy Spirit will teach you at that time what you should say.” Luke 12:11-12

- 
- ◆ Blessed are you when people hate you, when they exclude you and insult you and reject your name as evil, because of the Son of Man. Luke 6:22
 - ◆ The apostles left the Sanhedrin, rejoicing because they had been counted worthy of suffering disgrace for the Name. Acts 5:41



◆ ⁷ And proclaim as you go, saying, ‘The kingdom of heaven is at hand.’ ⁸ Heal the sick, raise the dead, cleanse lepers, cast out demons.

◆ Matt 10:7-8.

Being a light, or not...

- ◆ “Whoever has will be given more; whoever does not have, even what they think they have will be taken from them.” Luke 8:18.
- ◆ “No one lights a lamp and hides it in a clay jar or puts it under a bed. Instead, they put it on a stand, so that those who come in can see the light. ¹⁷ For there is nothing hidden that will not be disclosed, and nothing concealed that will not be known or brought out into the open. Luke 8:16-17

The excuses...

Patients

- ◆ I can't change.
- ◆ No time.
- ◆ Don't know how.
- ◆ Need support.
- ◆ I don't want to change.


Health care workers (us)

- ◆ I won't change (bad example).
- ◆ No time (clinic too busy).
- ◆ Don't know how (to help you).
- ◆ Don't have support (to help you).
- ◆ I don't think they can change and I don't want to help them to change (negative bias).
- ◆ We are in a long term relationship with another person. How would you like others to treat/view you?


City on a hill, light to the world...

- ◆ *“You are the light of the world. A town built on a hill cannot be hidden. ¹⁵ Neither do people light a lamp and put it under a bowl. Instead they put it on its stand, and it gives light to everyone in the house. ¹⁶ In the same way, let your light shine before others, that they may see your good deeds and glorify your Father in heaven.” Matt. 5:14-16.*






◆ You are the salt of the earth. But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled underfoot. Matt. 5:13



- ◆ Anyone who claims to be in the light but hates a brother or sister^[a] is still in the darkness. 1 John 2:9



- 
- ◆ Therefore consider carefully how you listen. Whoever has will be given more; whoever does not have, even what they think they have will be taken from them.” Luke 8:18



Thought Experiment

- ◆ How do you feel about tough patients?
- ◆ Can they tell how you feel?
- ◆ How does that affect your ability to provide medical care for them?
- ◆ *“Each one of them is Jesus in disguise.”*
Mother Teresa



◆ ***“...the love of many will wax cold.”***
Matthew 24:12

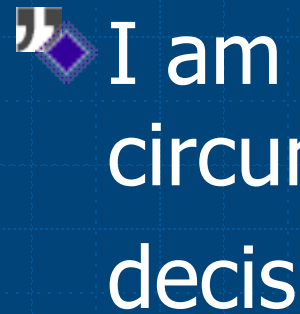


- ◆ **“Why not go out on a limb? Isn't that where the fruit is?”**
- ◆ Frank Scully, American journalist



Thought Experiment

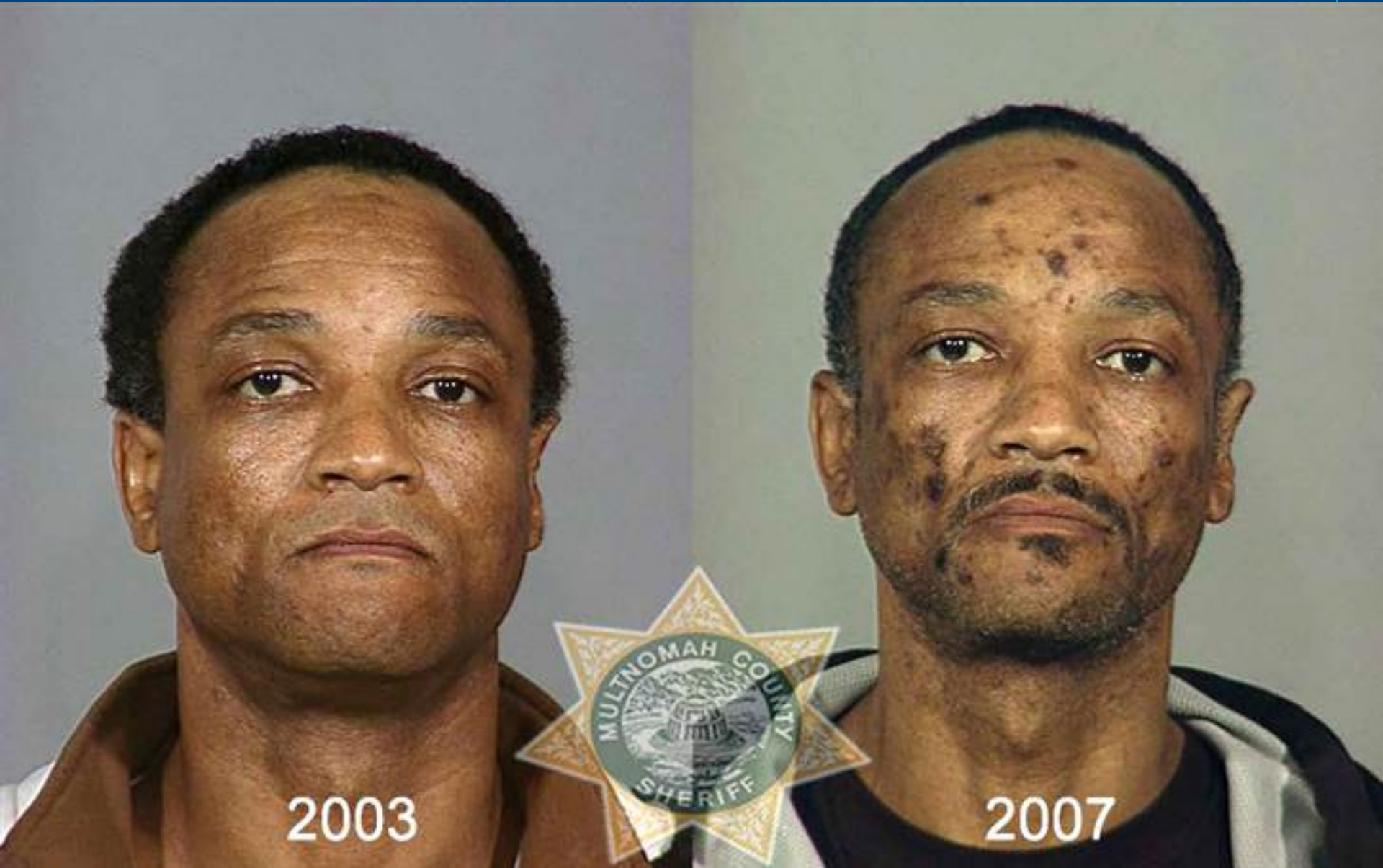
- ◆ Would you feel offended if a patient said they hate Christians?
- ◆ Would you feel scared to admit that you were a Christian?
- ◆ Why do you think he said that?



“ I am not a product of my
circumstances. I am a product of my
decisions.

S. Covey

Drug addiction

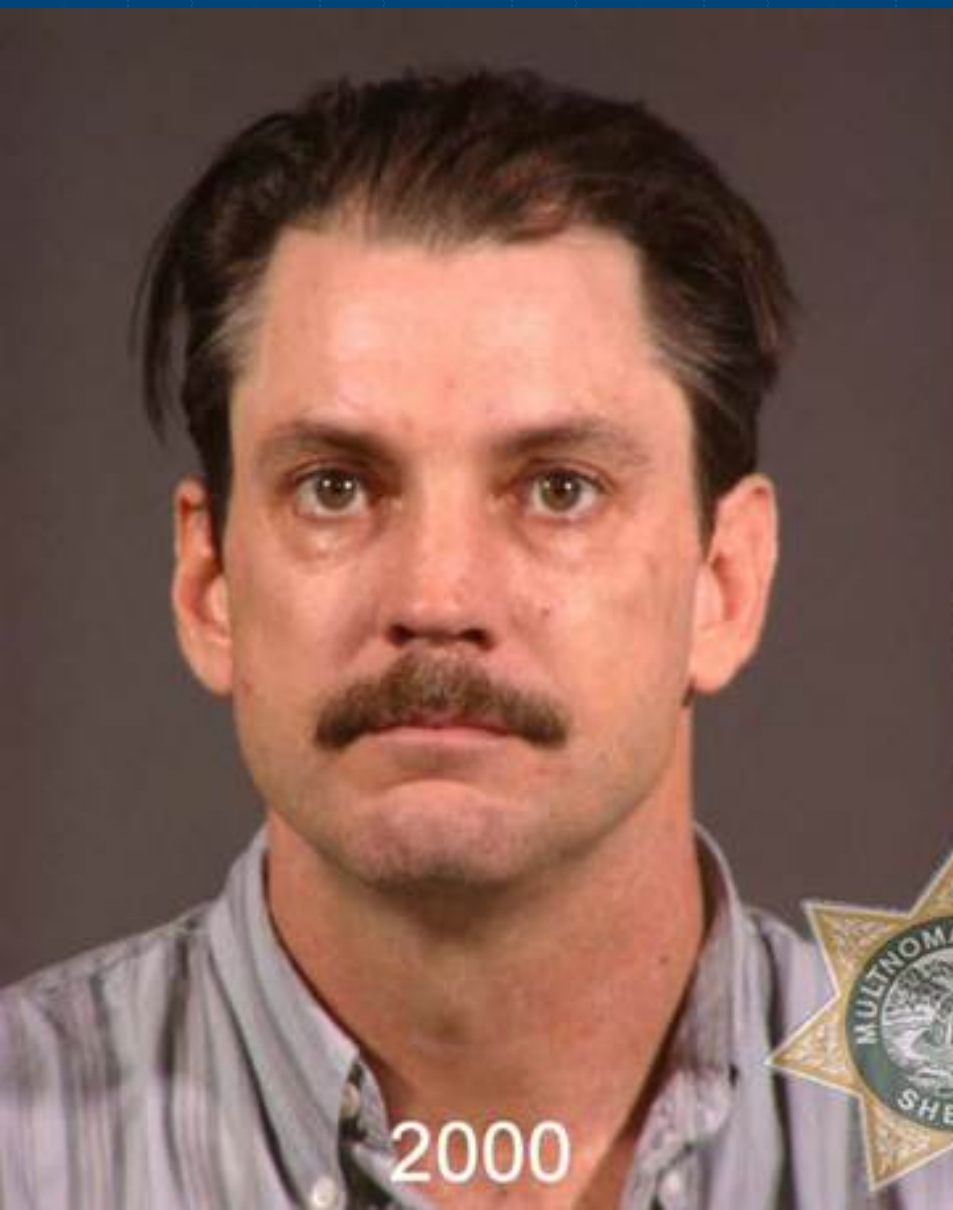




2003



2006



2000



2007





May 2000



November 2000



1997



2007

The story of C.S.

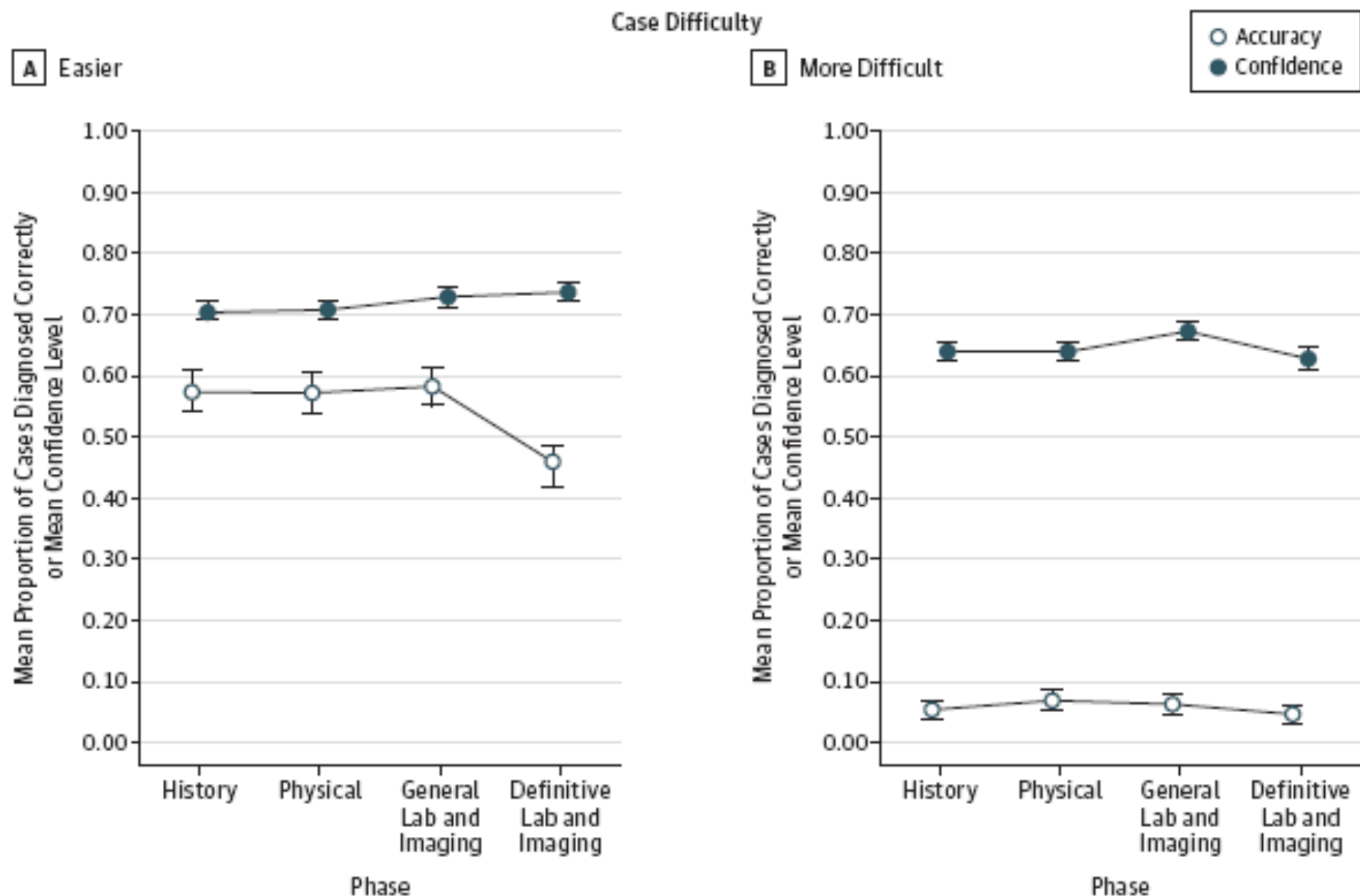


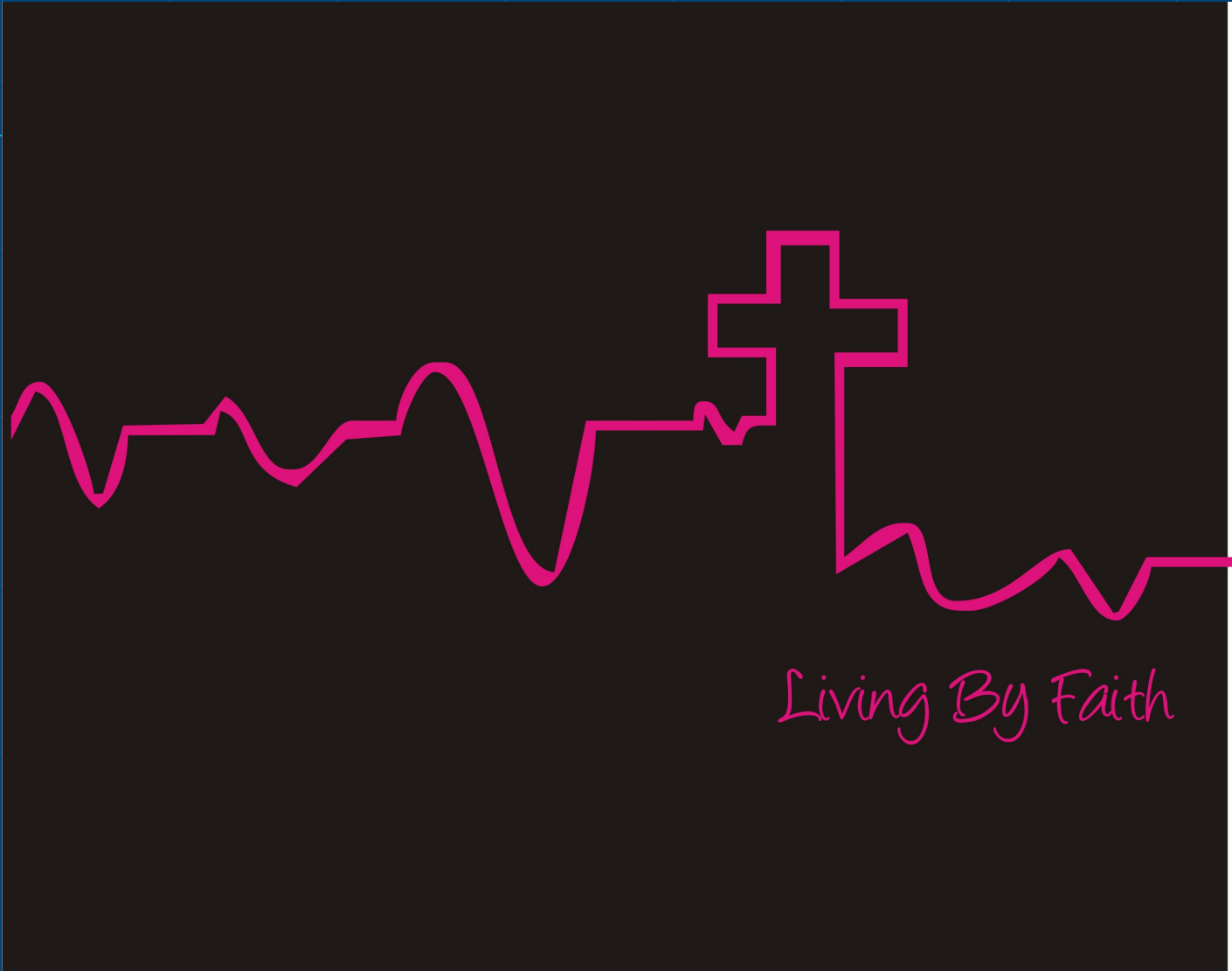
Original Investigation

Physicians' Diagnostic Accuracy, Confidence, and Resource Requests A Vignette Study

Ashley N. D. Meyer, PhD; Velma L. Payne, PhD, MBA; Derek W. Meeks, MD; Radha Rao, MD;
Hardeep Singh, MD, MPH

Figure 2. Physicians' Mean Diagnostic Accuracy and Confidence in That Accuracy as a Function of Diagnostic Phase and Case Difficulty (Easier vs More Difficult)





Living By Faith

Reaping-MEGA church style...

