

Elevator Speeches for Psychiatric Consultants: Explaining Your Role on the Collaborative Care Team to PCPs

During this activity, you will create a brief elevator speech (or revise your current one) for explaining to a PCP your role as the collaborative care psychiatric consultant and the benefits this role has on workflows and patient care. Then, you will practice delivering that speech to your team's PCP and receive feedback on your speech.

Activity Instructions

Scenario: Your PCP colleague runs into you and wants to know why you insist on providing psychiatric care indirectly via the collaborative care model, rather than seeing the patient yourself.

1. Write an elevator speech of no more than 3 sentences with the goal of explaining how the role of the Collaborative Care psychiatric consultant works, and how it can improve on the access to care and results seen with a traditional consult model.

Consider:

- Collaborative care has been shown to be robustly effective.
- A collaborative care psychiatric consultant can direct the care of many more patients than an in-person consultant.
- The wait for a referred patient to begin treatment is usually much shorter than the wait for a psychiatric visit.
- How is your PCP colleague feeling about their present access to psychiatric consultation?



Check your speech:

How do we know if it is a good elevator speech?

- ✓ Is it brief?
- ✓ Does it roll off the tongue?
- ✓ Does it sound like you?
- ✓ Can you memorize it?
- ✓ Does it say what you want it to say?

2. Deliver your speech to your team's PCP
3. BONUS: Can you say the same thing again, more clearly, in fewer words?



Giving Feedback

Listen to your colleagues give their speeches and provide them with concrete feedback on these points:

1. What did you like about their speech?
2. Could they make their speech even more concise?
3. What other feedback would you give?

Take Home

What are other situations where an elevator speech would be useful?