Allergy in the ENT Practice

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DISCLOSURE

No relevant financial relationships to disclose.
“Why” Have an Allergy Department?

• Referrals

• Clinical Reasons

• Continuity of Care
Referrals

- Keep patient “In House”
- Refer internally and **test** the patient on site.
- Continuous stream of referrals retained by **treating** the patient on site.
- Minimal inconvenience for the patient by referring internally.
Clinical Reasons

• Identify the root cause of patient primary complaint.
• Treat the root cause of patient primary complaint.
• Monitor patient progress regularly.
• Treat the patient “In House” rather than refer the patient to another specialist.
Continuity of Care

Testing and treating allergies in your practice provides the patient with:

• weekly feedback on their progress
• physician access if needed
• regular flow of communication between physician and patient
• teaching opportunities
“How” to Set Up an Allergy Department

- Vendors
- Supplies
- Regional testing panels
- Labs
- Staffing
Vendors

• Alk-Abello  1-866-255-7722
• Greer Labs  1-800-378-3906
• Antigen Labs  1-800-821-7013
• Local Medical Supply Company
Supplies

• Refrigerator
• NSP, Normal Saline with Phenol
• Antigen, 1:20 Concentrates, Glycerinated
• Syringes
• SEV Sterile Empty Vials
• Labels
• Multi Testers
5cc NSP, 4.0cc fill for dilution boards
Regional Testing Panels

• Regional testing panels can be found at:
  • www.alk-abello-us.com

• Check regional pollen counts at:
  • www.aaaai.org
Labs

- Allermetrix – Private lab for foods and RAST allergy testing.
- Labcorp – National lab for foods and RAST allergy testing.
- Quest – National lab for foods and RAST allergy testing.
Staffing

• Hire a dedicated nurse for the allergy department if possible.
• Provide training on site or send the nurse to a trainer off site.
• Contract a trainer who will be available for ongoing support.
“Where” to Locate the Department

- Locate the department close to physician access.
- Easy access for patient weekly visits.
The Lab for mixing can be a separate room or in the main department.
• An allergy department takes up minimal space ... usually one exam room or office is sufficient.
Waiting area for after shots.
“When” to Start an Allergy Department

• NOW!!!
“What” is Involved

- History
- Testing…MQT, RAST
- Treatment…SCIT, SLIT, Environmental Controls, Pharmacotherapy, Dietary Counseling
- Support…Ongoing encouragement
History

- Taking a comprehensive history can sometimes reveal the cause of symptoms even before testing.
- Allergies can be lifelong or can start after some impact to the immune system.
- Allergies can be chronic or seasonal.
- **Chronic** symptoms can be from mold, dust mites or foods.
- **Seasonal** symptoms can be from pollens.
Testing

- **MQT**...Modified Quantitative Test includes both Percutaneous and Intradermal Testing.

- **RAST**...RadioAllergoSorbent Test requires a blood draw of one SST (Serum Separator Tube) which is sent to a lab.
Treatment

- SCIT...SubCutaneous Immunotherapy
- SLIT...SubLingual Immunotherapy
- Environmental Controls
- Pharmacotherapy
- Dietary Counseling
Support

• Initial encounters will be frequent and sometimes lengthy
• Answer questions on the phone and via e-mail
• As patients improve…they will tell everyone they know.
• Word of Mouth Advertising is FREE
“Who” is the Allergy Patient?

- Established Patients
- Friends
- Family
- Employees
- Everyone is a potential patient
Conclusion

• We have discussed the Who, What, When, Where, Why and How of Allergy in the ENT Practice.

• Complete your practice by including Allergy in your arsenal.

• Thank you for your time.