Text4baby as a Resource for Michigan Home Visiting
Text4baby Supports Your Work

- Text4baby is the largest mobile health initiative in the nation reaching almost **780,000** moms (and **in Michigan** over **29,000** moms) since launch in 2010 and is available in all 50 states and the U.S. territories.

- Pregnant women and moms with babies under one sign up by texting **BABY** (or **BEBE** for Spanish) to **511411**.
  
  - Receive **FREE** health and safety messages three times per week timed to due date or baby’s birthdate.
  
- Experts (CDC, ACOG, AAP, March of Dimes, etc.) review messages routinely to ensure medical accuracy.

- Reaches low-income and young women, particularly those who identify as Hispanic or African-American. *Research shows that these women are at a higher risk of having disproportionately poor birth outcomes.*

Text4baby reinforces and supports ongoing education and assists with retention through critical messages and reminders:

- Signs of Labor
- Mom and Baby’s Appointment and Immunization Reminders
- Healthy Eating for Mom and Baby
- Safe Sleep
- Urgent News (e.g. pertussis outbreaks, product recalls)
- Health Insurance Information
- Resource Hotlines and Websites
Text4baby Founding Partners

- **Non-profit maternal and child health expert**
- **Leader in mobile health technology & strategy**
- **Nation’s public health agency**
- **Federal leader in innovation**
- **Founding Sponsor & world’s 6th largest consumer health company**
- **Healthcare sector communications & marketing expert**
- **Association representing U.S. mobile phone companies**
Diverse Partners in Health Care

Federal Agencies

50 State Health & Medicaid Agencies

96 Health Plans

Major Health Assns.

Hospital Networks

Media Partners

>50 State & Local Coalitions

FOUNDING SPONSOR: Johnson & Johnson
Content Development and Messages
How Text4baby Works

Mom texts **BABY/BEBE to 511411**

Mom gives due date/DOB & zip code

Mom gets free tips 3x/week throughout pregnancy & until baby’s 1st birthday

Through Text4baby, moms can also learn more about certain topics; get support for enrolling in Medicaid/CHIP; take quizzes; get urgent health alerts; sign up for appointments, WIC meetings and vaccination reminders; provide feedback on specific messages; and get connected to support hotlines.
Participating mobile providers have agreed to deliver Text4baby to their subscribers at no charge.
Text4baby Addresses Critical Maternal and Child Health Topics

267 Messages Total
Messages by broad topic area:

- 61 Safety
- 56 Development
- 45 Nutrition
- 44 Support
- 30 Infectious disease
- 20 Health care access
- 18 Well baby visit
- 18 Symptoms
- 11 Screening
- 9 Prenatal care
- 8 Oral health

Text4baby
58% contain additional health and resource info
46% (123 messages) link to Text4baby mobile webpages developed in partnership with major medical associations
25% (68 messages) provide a resource phone number
45 links to videos
15 visit & appointment reminders
6% of messages link to external websites
9 messages prompt mothers to text back LIKE when they find a message helpful
7 messages encourage mothers to text back MORE to get additional information
4 interactive user feedback and engagement survey questions (e.g. “Did you ask your provider about a health topic covered in Text4baby?”)
3 interactive modules that connect moms to healthcare, remind moms of well-baby visits & immunizations, and encourage flu shot vaccination
2 quizzes (Food safety-pregnancy; car seat safety-infancy)
Reminders provide Text4baby users with the opportunity to set up appointment text messages (moms with and without smartphones can receive text appointment reminders) with the following goals:

- Improve appointment adherence
- Improve immunization rates
- Provide users with an additional utility

Mom texts REMIND or CITA (Spanish)

Prompts mom to text appointment date (e.g., 10/02/12)

Prompts mom to text description (Vista DR office, bring lab results. 760-000-0000)
Text4baby Content Development

Literature Review → Priority Topics → Content Development → Expert Review → Audience Testing → Ongoing Revision

Content Development Council:
• American Academy of Pediatrics (AAP)
• American College of Nurse-Midwives (ACNM)
• The American College of Obstetricians and Gynecologists (ACOG)
• Association of Women’s Health, Obstetric and Neonatal Nurses
• Centers for Disease Control and Prevention (CDC)
• Health Resources & Services Administration (HRSA)
• March of Dimes (MOD)
• National Association of Pediatric Nurse Practitioners (NAPNAP)
• Society for Maternal-Fetal Medicine (SMFM)
Unique Features and Projects
Custom Text4baby

• Eleven states currently utilize a “custom” or tailored version of the Text4baby service, which includes:
  – Local resources and services
  – Information about how to connect to state-specific free and low cost health care.
  – The ability to send ‘ad hoc’ messages to state participants about recalls, new services, outbreaks, or other emerging information.

• These states are currently offering a custom service: California, Florida, Georgia, Louisiana, Ohio, Oklahoma, Massachusetts, *Michigan, Missouri, Nevada, New York, and Virginia.
Interactive Opt-In Modules

In addition to the general Text4baby protocol messages, the service includes 3 interactive opt-in modules to collect additional participant data, connect to specific resources and medical information, and respond to participant needs.

1. The Immunization Module reminds moms of well-baby visits & immunizations in the first year of life.

2. The Medicaid Module connects uninsured moms/infants to health coverage information.

3. The Flu Module encourages flu shot vaccination during pregnancy and motherhood during flu season and provides a coupon for a free flu shot through a partnership with Rite Aid.
Flu Module 2013: Background & Module Design

- **Education and Reminders**: Beginning in October 2013, educational messages about the importance of the flu shot for pregnant women and mothers, as well as tailored education about flu shots for moms of infants >6 months who can be vaccinated, were sent to all Text4baby participants.
  - All participants received a general reminder two weeks later.
  - Initial & general reminder messages were sent monthly to new enrollees through the end of flu season.

- **Partnership with Rite Aid**: Participants living in counties where a Rite Aid store is located also received a coupon offering for a free flu shot, redeemable at Rite Aid. Those who requested a coupon, received a reminder to use their coupon two weeks later, and in January before they expired.
Medicaid Module

(Q1) Insurance Type?
Text4baby wants you to know about free/low-cost health insurance. What type of health insurance do you have?
Reply 1-No health insurance; 2-Employer/Union; 3-Medicaid/CHIP; 4-Veterans/Military; 5-Other

If none, apply!
Medicaid/CHIP pays for pregnancy check-ups & delivery. For kids, it covers check-ups, sick visits, medicine, dentist visits & more. You may qualify if your family (of 4) income is below $46,100 (maybe more). Call 877-543-7669 or go to insurekidsnow.gov/state

(Q2) Did you apply?
Text4baby check in! Were you able to apply for free/low-cost health insurance called Medicaid /CHIP?
Reply 1 for Yes or 2 for No

Employer 21%
Veterans 4%
Other 9%
None 14%
Medicaid/CHIP 52%

(Q1) N = 90,165, Response Rate = 46%; (Q2) N = 4,752, RR = 40% Source: Text4baby Database 3/24/2014
Findings from Kaiser Family Foundation Issue Brief

• KFF conducted qualitative follow-up analysis to better understand Medicaid Module results.

• Text4baby featured in February 2014 Issue Brief: *Profiles of Medicaid Outreach and Enrollment Strategies: Using Text Messaging to Reach and Enroll Uninsured Individuals into Medicaid and CHIP*

• Findings from telephone interviews with 43 T4B participants exposed to Medicaid Module. Highlights include:
  
  • Respondents had **limited knowledge** of Medicaid/CHIP before T4B enrollment.
  • Many **sought additional info on Medicaid/CHIP** after receiving T4B messages.
  • A number of respondents **applied for Medicaid/CHIP** after receiving T4B messages and most that applied had successfully enrolled.
  • Most who applied said T4B **health coverage messages were an important factor** in their decision to apply.
  • Nearly all **said T4B is useful** and would like to receive more messages about health insurance.
Introducing the Free Text4baby App!

The free Text4baby app makes it even easier for you to get more critical health and safety information.

As a companion to the text messages, you can get more health and safety tips and access fun, interactive features, including:
- How your baby is growing each week
- Your progress and medical updates
- Appointment reminders
- Fun quizzes

Download the app by searching for “Text4baby” in the iTunes or Google Play app stores.

Your baby has you, you have Text4baby.
Text4baby App Complements Text Messages

The interactive app offers information to complement the text messages

- Weekly developmental milestones through pregnancy and baby’s 1st year
- A weekly, timed planning list of medical, developmental, and lifestyle calendar items
- Polls that allow participants to see how they stand compared to other moms on topics such as pregnancy symptoms, infant development, and emotional experiences
Text4baby Driving
Desired Outcomes
Text4baby is Reaching its Target Audience

Text4baby is reaching individuals early in their pregnancy

- **39%** enrolled during first trimester

Text4baby is reaching women in high-poverty areas

- A higher percentage of Text4baby users live in zip codes with the highest levels of poverty compared to the overall U.S. distribution
Well Received by Participants

- 99% of WIC participants in an Emory University study (baseline n=468) had no concerns about enrolling in Text4baby; 95% reported the enrollment process was easy; 92% regularly read Text4baby messages; and 88% planned to continue to use Text4baby.¹

- 93% of participants who responded to a Text4baby survey said they would refer Text4baby to a friend (n=26,650) and rated the helpfulness of the service a 7.7 out of 10 (n=38,090).²

- The average satisfaction rating for Text4baby participants of the California State University San Marcos National Latino Research Center and CSUSM/UCSD evaluation was 8.5 out of 10, with Spanish-speaking participants reporting a higher level of satisfaction compared to English-speaking participants.³

Text4baby is Making an Impact

- **Health Knowledge and Preparedness:**
  - 82% of CSUSM national survey participants reported Text4baby messages informed them of medical warning signs they did not know.¹
  - 3x A George Washington (GW) University-led randomized evaluation found that Text4baby mothers were nearly three times more likely to believe that they were prepared to be new mothers compared to those in the no exposure control group (n=123).⁴
  - Findings from an RCT funded by the DOD Telemedicine and Advanced Technology Research Center and lead by GW and the Madigan Army Medical Center found improvements in beliefs targeted by Text4baby, including (1) the importance of prenatal care, (2) the risk of alcohol use, and (3) the importance of prenatal vitamins, among participants with short term (4 week) exposure to Text4baby compared to the control group (n = 943).⁵

- **Appointment Attendance and Behavior Change:**
  - 63% of CSUSM national survey participants reported Text4baby helped them remember an appointment.¹
  - 73% vs 20% Preliminary results from a study conducted by researchers from St. Louis University show a significant difference in average glucose values within goal between the Text4baby control group and the no-text control group (73% vs 20%, N=30).⁶

- **Facilitating Interaction with Health Providers and Improving Access to Health Services:**
  - 65% of CSUSM national survey participants reported they talked to their doctor about a topic they read on a Text4baby message, 77% reported that they clicked a Text4baby link, and 46% reported they called a number for a service they received from Text4baby.¹
  - 47% of CSUSM national survey participants reported Text4baby helped connect them to health services for them and/or their baby, with a higher percentage of uninsured participants (60%) reporting that Text4baby helped them access health services.¹
  - 64% of Text4baby survey respondents report having asked a Dr./midwife about information in a Text4baby message (n=23,005) and 20% report having called a resource from a Text4baby message (n=19,495).

- "I love that text4baby gives out really good ideas for my baby to be safe, and it goes by your baby’s age, so it’s just the right timing. Text4baby has been so helpful: even though I have four boys already, text4baby gave me great support throughout my pregnancy, advised me on how to make myself more comfortable, and when to call my doctor. When I gave birth, text4baby was still there congratulating me! It felt great!"
  - Norma C, San Elizario, TX, Cricket Customer
Partner Benefits

- It’s free!
- Resources available at www.text4baby.org including toolkits, tip sheets, boilerplate language, social media posts, press release templates, and more.
- Free promotional materials in English and Spanish.
- Technical assistance through HMHB.
- Access to logo and InDesign art files for materials customization.
- Access to zip code-level data to track local enrollment and monitor outreach strategies.
- Recognition and promotion on website and in Text4baby Tuesday, a weekly e-newsletter to thousands of partners.
- Receive program news and updates from national staff.
- Opportunity to be connected with peers for collaboration.
Help Enroll Moms—Signing up is Easy!

1) Text BABY to 511411 (BEBE for Spanish)

2) Follow prompt to enter due date or baby's DOB

3) Enter zip code

4) Receive FREE tips each week throughout pregnancy & until baby’s 1st birthday!
Enroll Patients through Web Enrollment Button

- In addition to SMS enrollment, women can sign up for Text4baby using www.text4baby.org.
- If you have access to a computer, consider enrolling patients online during appointment.
- You can add the web enrollment button to your website and track visitors who enroll in Text4baby through your website.
Improve Appointment Attendance: Use Text4baby Appointment Reminder Service

- Text4baby participants can set up reminders for their appointments. (e.g. prenatal, postpartum, well-baby, dental, WIC, home visit)
- Moms and parents enrolled in Text4baby with and without smartphones can receive FREE text appointment reminders.
- Moms receive a reminder three days before and morning of appointment.

Mom texts REMIND or CITA (Spanish) ➔ Prompts mom to text appointment date in mmddyy format (e.g., 100214) ➔ Prompts mom to text description (9 AM Vista DR office, bring lab results.)
Connect Moms to Critical Health Information and Improve Appointment Attendance with Text4baby

What is text4baby? Text4baby is the nation’s largest free mobile health education service that helps to reinforce key messages pregnant women and mothers with babies under one need through a popular communications channel – the mobile device.

How? The text4baby appointment reminder feature allows participants to set up text message reminders for appointments. When a reminder is set up, the text4baby participant will receive a text reminder three days before the appointment and again at 8:00 am on the appointment day.

It is FREE for all text4baby participants. The service can be used as soon as the participant signs up for text4baby. Multiple reminders can be used at the same time.

Reminders can be used for: appointments with doctors, home visitors, WIC counselors, childbirth classes, etc.

Here’s how it works:

To sign up, text BABY (or BEBE for Spanish) to 511411
To set up an appointment reminder text REMIND or (CITA for Spanish) to 511411

Prompts mom to text appointment date (e.g., 100213 for 10/02/13)

Prompts mom to text description (1:30 pm Vista DR office, bring lab results)

3 days before appointment, mom receives text:
REMINDER: 1:30 pm Vista DR office, bring lab results

On appointment day mom receives text:
REMINDER: 1:30 pm Vista DR office, bring lab results
Other Important Information for Your Patients

*Text4baby messages do not include any advertising or spam*

Text STOP to cancel service or HELP for help
Text UPDATE to change due date/zip code
Text LIKE to share feedback on messages you enjoy
Make it Easy to Promote Text4baby and Enroll Women

- Train patient-facing staff (scheduler, application assistant, and others) to share Text4baby materials and encourage enrollment.
- Train visit schedulers about Text4baby’s “REMIND” function to use Text4baby as an appointment reminder.
- Place the web enrollment button on your website.
  - Can track enrollments that come from the button on your site
- Order FREE materials
  - Include Text4baby materials in patient packets for pregnant women and families with infant under age 1.
  - Display Text4baby materials on walls in waiting area, offices, and in other areas where flyers are displayed.
  - Include Text4baby materials in educational classes, health fairs, and baby showers resource packets.
- Incorporate Text4baby information into your ongoing Social Media efforts (i.e. Facebook, Twitter, etc.)
FREE Promotional Materials and Resources Available to Support your Efforts

• All promotional materials (available in English and Spanish) are shipped free of charge.

• Some items available for purchase:
  • “Ask me about Text4baby” pins
  • Lip balm
  • Bibs
  • MHVI will provide guidance about allowable costs to MIECHV funded sites

• Visit Text4baby.org to:
  • Order materials. You will need to create a username and password to login.
  • Download tip sheets, tool kits, videos, and other training materials
Tools to Assist with Outreach

- Sort by partner type on www.text4baby.org

- You can access free:
  - Tip sheets
  - Factsheets
  - Toolkits
  - Brand standards
  - Press release templates
  - Social media posts
  - Web enrollment button
  - Examples of best practices
Access Real-time Data: Text4baby Enrollment Dashboard

- Partners can sign a *Data Use Agreement* to gain access to zip-code specific enrollment data
- DUA grants access to specific data fields to assist in developing outreach and marketing strategies and evaluating success
- Completed DUAs can be filled out and returned to Research Director, Jessica Bushar at jbushar@hmhb.org, or faxed to her attention at 703-664-0485

**Fast facts:**

<table>
<thead>
<tr>
<th>Total number of unique users since launch (2/2/2010)</th>
<th>227,476</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of messages sent since launch (2/2/2010)</td>
<td>20,328,155</td>
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Average satisfaction rating for all *unique users* who responded to survey question (n= 11656) | 7.84 |

Percent of unique users since launch (2/2/2010) who would *refer a friend* (n= 11656) | 96.17 % |
Best Practices for Outreach
Integrating into clinical practices: Neighborhood WIC & Text4baby

In 2013, NYC WIC implemented in-depth training for all client-interacting staff, particularly focusing on Breastfeeding Peer Counselors.

- Strong emphasis on on-site enrollment and WIC-specific appointment reminders with goal of increased WIC appointment adherence.
- Use of promotional materials:
  - Flyers in waiting rooms, nutritionist’s office, and displayed on digital screens in centers.
  - Staff wear “Ask me about Text4baby!” pins.
  - Digital promotion (website, social media).
  - Media outreach to press, local leaders.
- By late 2013, 1200 women enrolled using WIC participant code in Neighborhood WIC counties.
In September 2012, January 2013, and April, 2014 the Idaho Department of Health and Welfare & Idaho Medicaid sent a mailing about Text4baby to all pregnant women on Medicaid. The mailing resulted in a 3385% increase, a 953% increase, and a 2100% increase in enrollment, respectively, the week following the mailing. They subsequently scheduled mailings to new pregnant Medicaid enrollees every 6 months.

Text4baby
The above graph shows increased enrollment corresponding with PSA airings in the first two weeks of July.

1203 users enrolled during July, compared to only 597 during June. This is an increase of over 200%.

Text4baby
Using Data to track promotional efforts

Smart Beginnings of Martinsville-Henry County in Martinsville, VA placed six Text4baby billboards in areas with high traffic.
Michigan Text4baby Outreach Manager:
Lindsay Handelsman lhandelsman@hmhb.org

I am happy to provide you with:

- Adobe InDesign Files and the text4baby logo for promotional materials
- Link to sign up for Text4baby Tuesday e-newsletter
- Contact information for other partners in your state
- Any other technical assistance you may need

Please contact Lindsay for any of the above resources or if you have any questions!

Thank you!