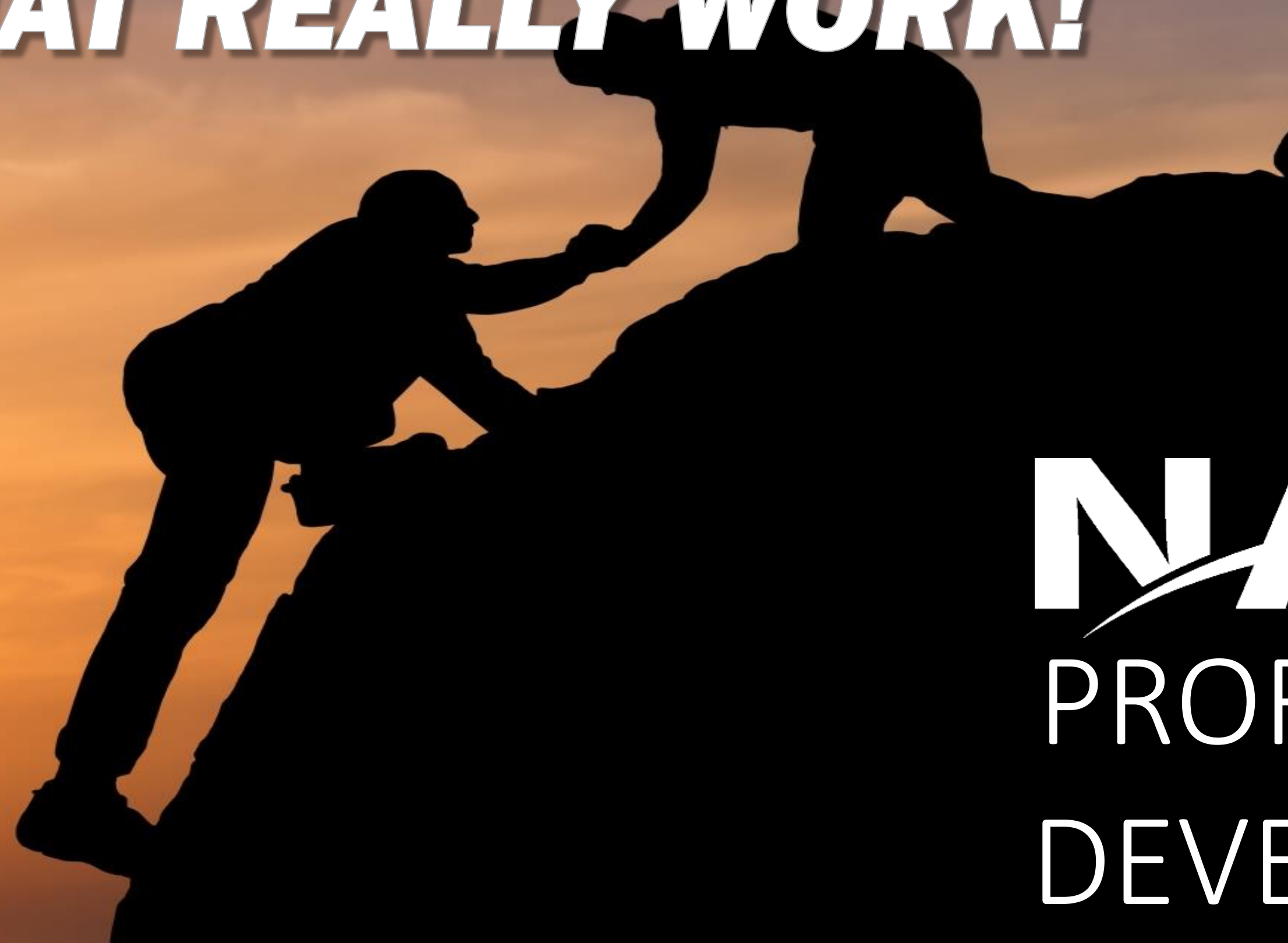


# ***RUNNING YOUR BUSINESS***

***HEALTHCARE COST CONTAINMENT  
STRATEGIES THAT REALLY WORK!***



**NAHCU**  
PROFESSIONAL  
DEVELOPMENT



# Speakers



Deborah Ault

RN, CCM, CCP,  
AATMC, BCPA, MBA

AIMM  
*President*

“Nurse Deb”



Julian E. Lago

Benezon LLC  
*President & Co-Founder*



Eric Silverman

Voluntary Disruption  
*Founder*





# Agenda

01

Introduction of Presenters

02

Engagement 3.0

HOW COUNSELOR-GUIDED ENROLLMENT  
ENHANCES COST -CONTAINMENT

03

Debunking the Myths

04

Q & A





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# NAVIGATING HEALTHCARE — COUNSELOR-GUIDED ENROLLMENT

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# Plan Members find Navigating Healthcare to be Very Confusing



SPECIALIST

Mandatory  
Second  
Opinions

Finding  
Convenient  
Facilities



LAB

In or  
Out of  
Network?



CLINIC



DIAGNOSTICS

Scheduling  
Appointments



HOSPITAL

What's  
Covered in  
My Plan?



PHARMACY

Brand or  
Generic  
Drugs?

Locating  
Care  
Providers



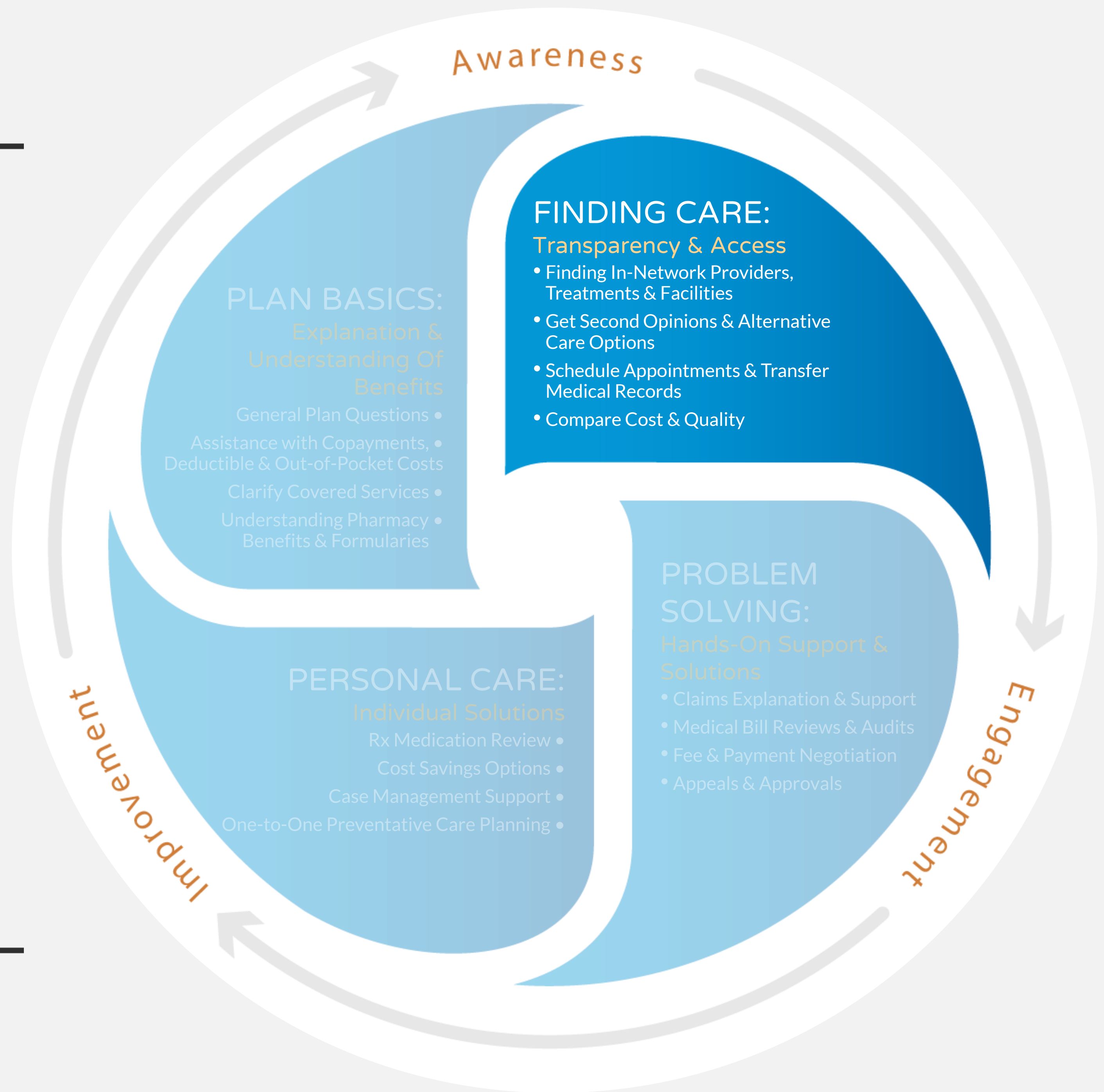
PRIMARY CARE



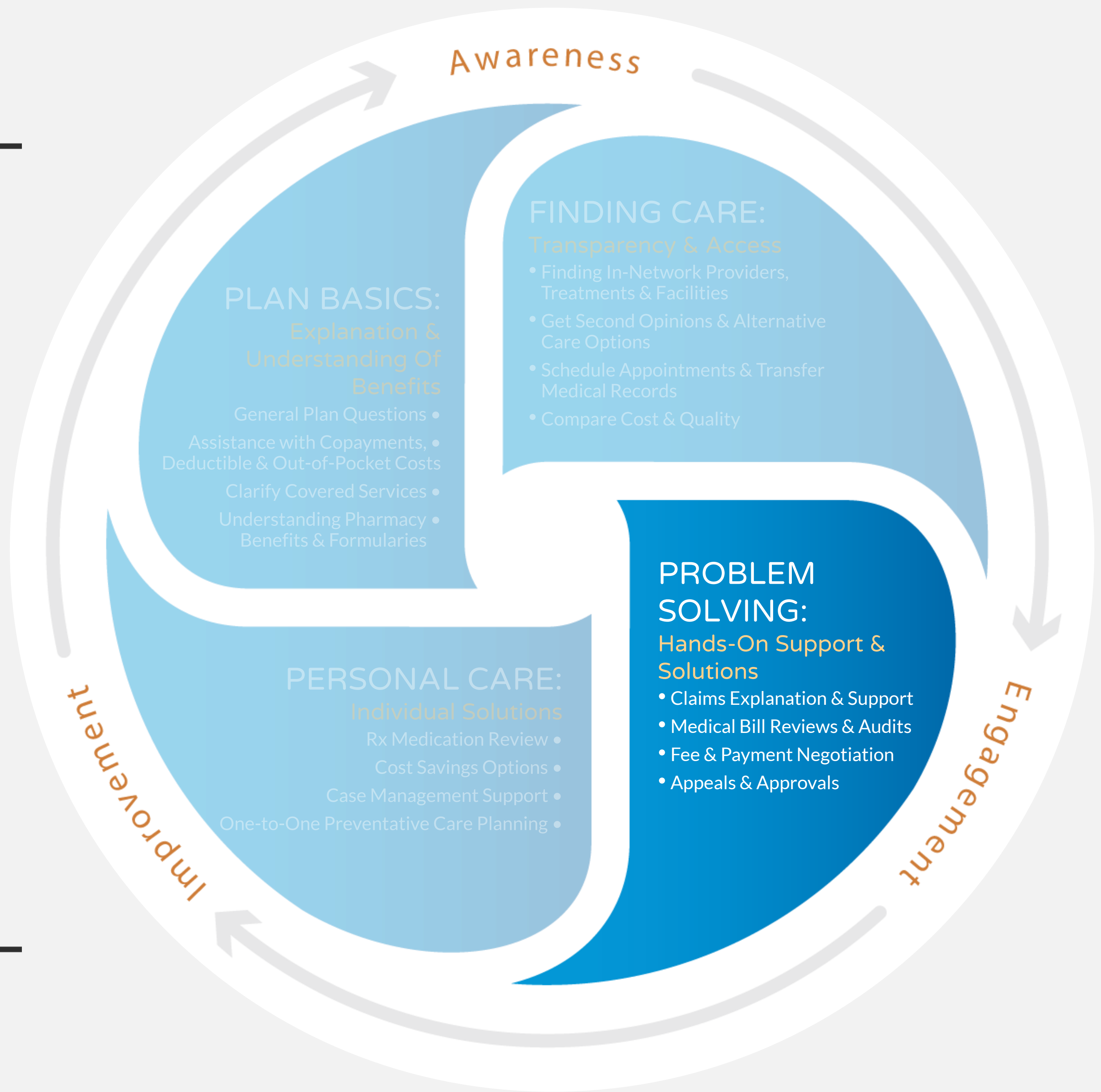
## Healthcare Cost Containment Strategies That Really Work!



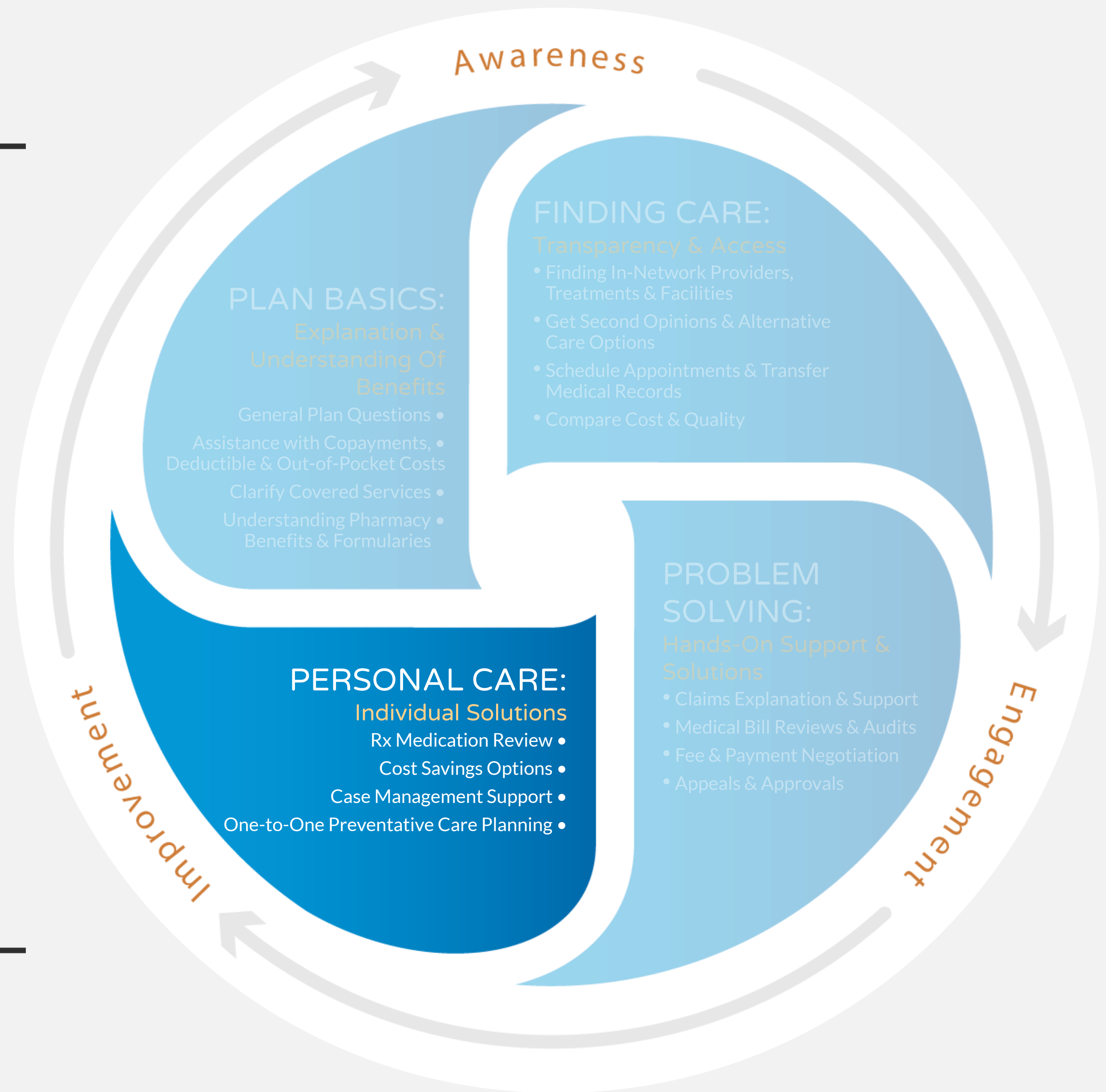




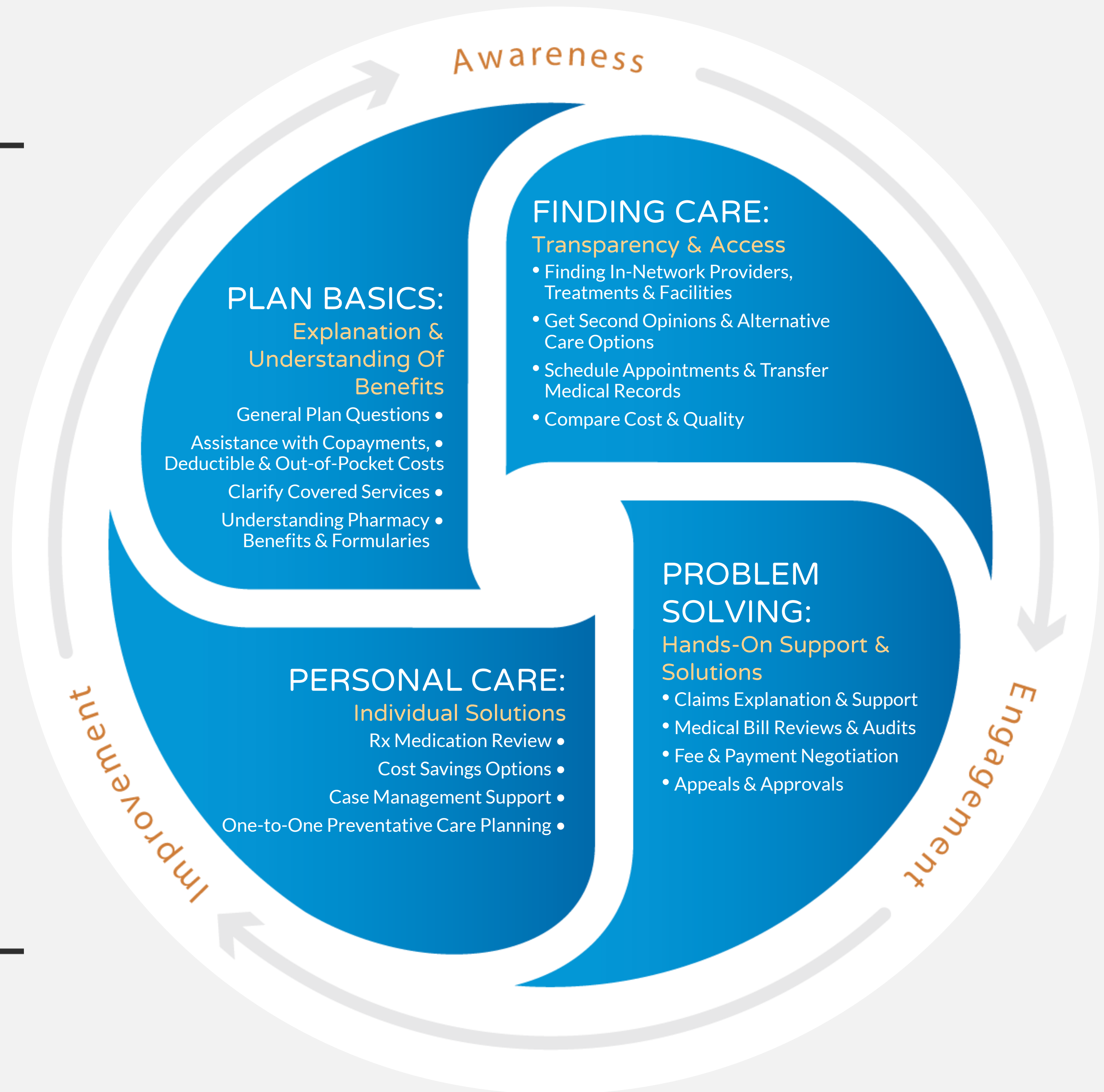










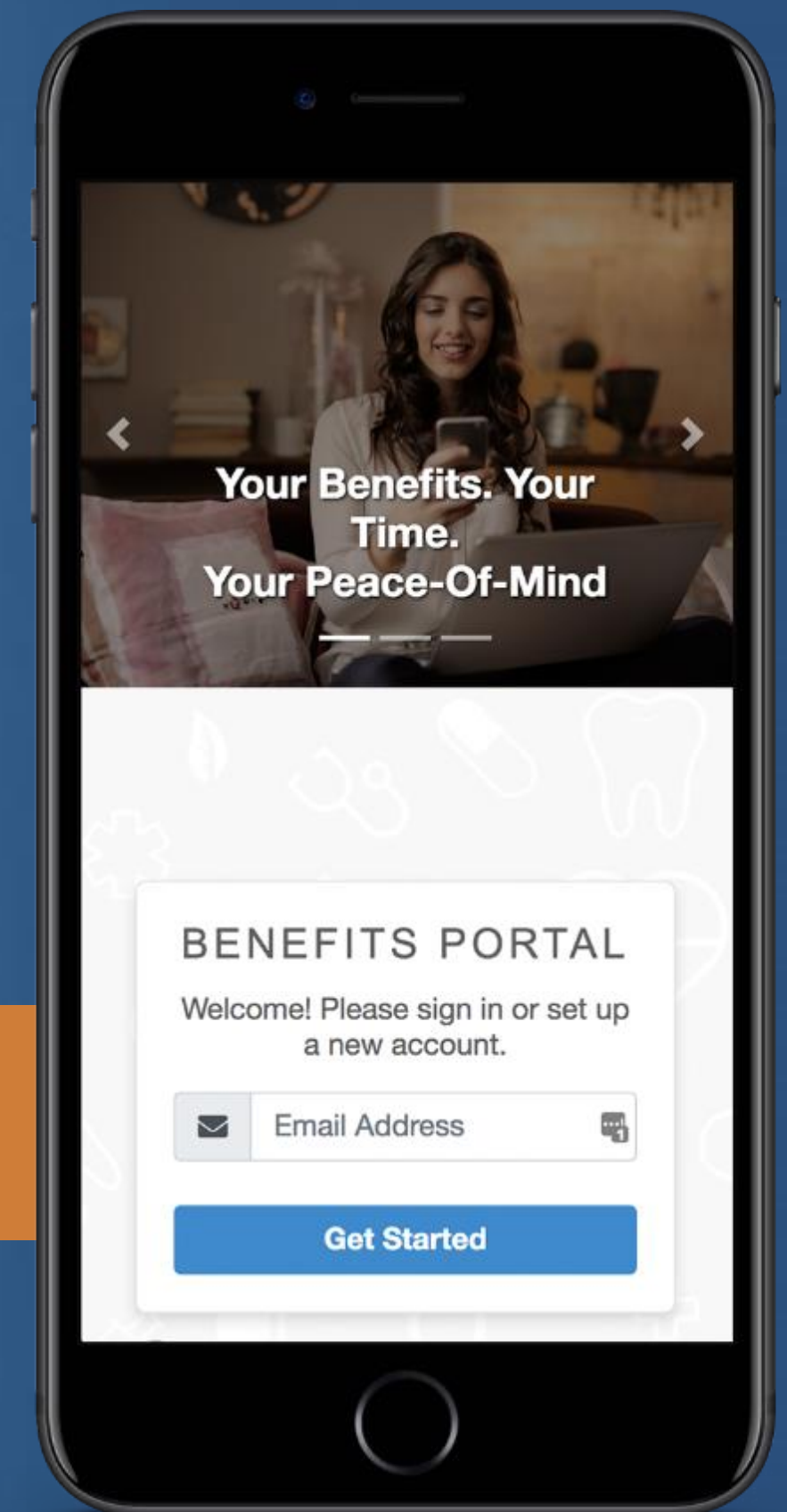




# High Tech, High Touch

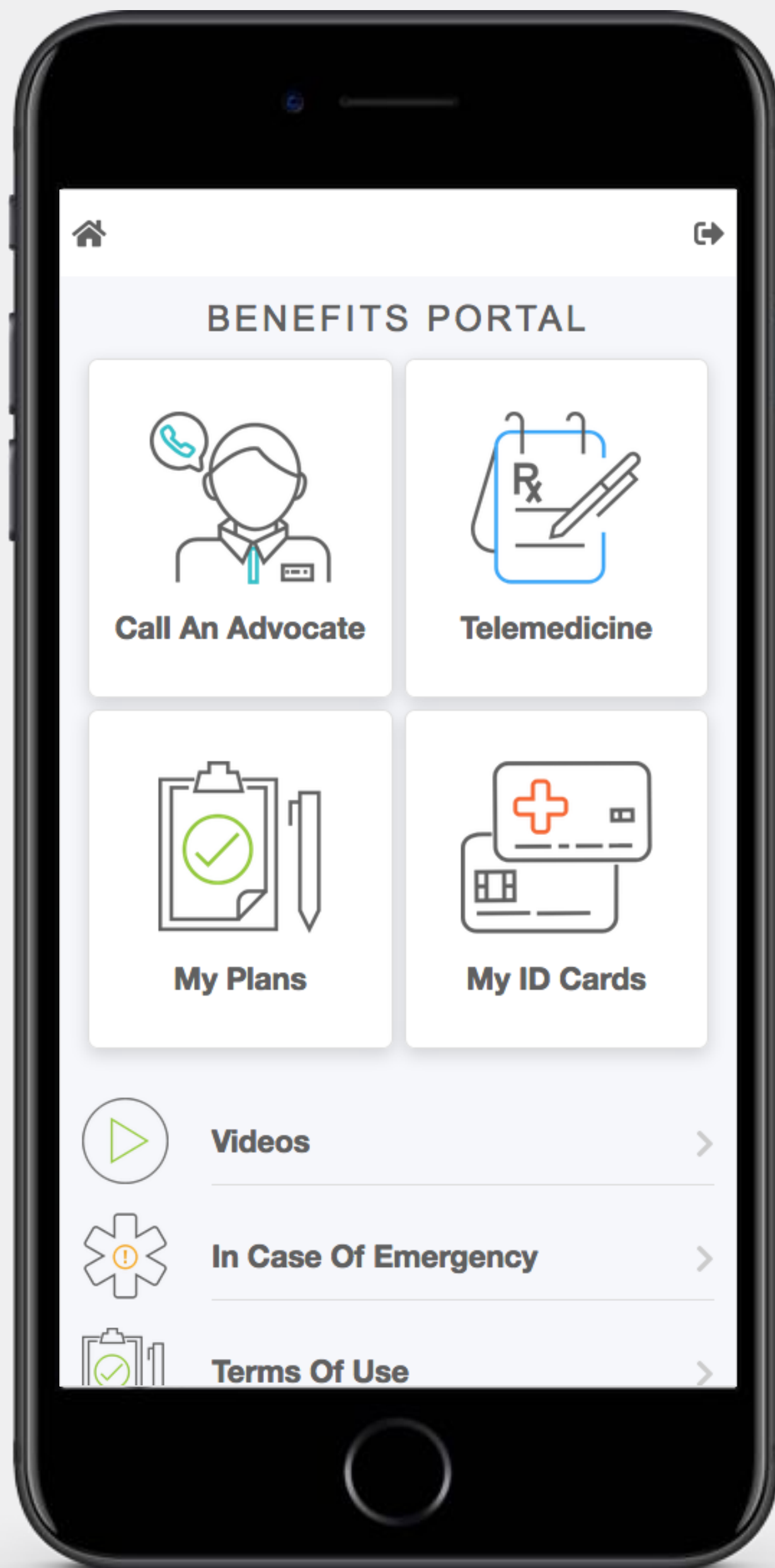
- Dedicated Toll Free Numbers
- Advocate Resources
- Transparency Tools
- Chat Box Options

Mobile App





# There are mobile apps that can offer a one-stop solution for employee benefits needs



Link to a Concierge Advocate or  
Telemed provider.  
*\$0 copay & unlimited visits*



ID Cards stored in one place &  
sent seamlessly to the doctor.



Instant alerts to use \$0 copay product  
when you walk into an ER, Urgent Care  
Center or Doctor's office!



60-80% savings on Rx prescriptions.



All medical, dental, and vision insurance  
plan information in one place.



Link to all your benefits information  
with our pharmacies tool.



Full Advocacy Support - provider search, procedure  
pricing search, emergency services & much much more!



# Healthcare Cost Containment Done the *Right* Way!



**ACCREDITED**

Health Utilization  
Management  
Expires 08/01/2019

## 5 *RIGHTS* of P3CM®



*Right Patient*



*Right Care*



*Right Time*



*Right Place*



*Right Price*



# TOTAL ALLOWED PEPY (Medical + RX)

Milliman Care Guideline  
2016 National Average **\$11,034**

Relatively Broken

MCG Loosely Managed  
**\$10,800**

Moderately Broken  
**\$14,000**

MCG Moderately Managed  
**\$8,300**

Severely Broken  
**\$17,000**

MCG Well Managed  
**\$6,500**

"Client F" PEPY  
**\$22,000**







# Become a Trusted Advisor

- Add Value and Enhance Client Relationships
- Improve Productivity and Retention
- Provide Expertise and member engagement
- Stand Out in Your Market Area
- Add Significant New Revenue to your Agency

Healthcare.  
Confusion.  
Simplified.



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# DEBUNKING MYTHS

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If you have questions  
or would like to learn more  
—  
please contact us directly:

THANK YOU



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