

IF YOUR EMPLOYEES
AREN'T HEALTHY,
YOUR BOTTOM LINE
COULD BE SUFFERING.

The Economics of Health Status



- ▶ Medical/Hospital
- ▶ Drug
- ▶ Absence
- ▶ Disability
- ▶ Workers' Compensation
- ▶ Effectiveness on the job
- ▶ Recruitment
- ▶ Retention
- ▶ Morale



YOU MAY BE THROWING MONEY AWAY

“ In Society, we have a choice between focusing on disease (what’s going wrong) or on pursuit of vitality and health (what’s going right). Seeking the solution of health solely through a focus on disease is like a dog or cat chasing its tail. It burns energy but brings about no meaningful results. It is time to stop this insanity. ”

Source: Edington Associates

Health management is a health strategy, but equally important, health management is a business and economic strategy.

TOTAL HEALTH MANAGEMENT



Employers today understand that managing their bottom line is critical to business success. Without a stable workforce and a healthy and engaged employee, that bottom line can be negatively impacted.

PayneWest Insurance can help you manage your Human Capital with a strategic plan based on linking your wellness initiatives with your benefit plan. By treating a health management program as a strategy instead of an expense, your company will earn substantial dividends.

Our process is as follows:

- **Pre-engagement planning/discovery**
 - Where is your organization currently?
- **Strategic planning**
 - Where would your organization like to be?
- **Employee-interest survey**
 - What does your workforce value?
- **Current culture**
 - What does your culture encourage/discourage?
- **Define initiatives supporting vision, goals and objectives**
 - Which programs will work with your organization?
- **Health score benchmarking**
 - Where is your highest claim risk?
- **Incentive program design (incorporate with benefits)**
 - What will motivate your team?
- **Mobile health applications**
 - Incentives, reminders and health plans—keep your employee's health in the forefront.
- **Incorporate a supportive workplace**
 - What can you do to promote and sustain initiatives?
- **Measure your return on investment (ROI)**
 - How is total health management making a difference in your bottom line?

INCREASE PROFITABILITY



- PRESENTEEISM
- PRODUCTIVITY
- CONSCIOUS CONSUMERISM



- ABSENTEEISM
- WORKERS' COMPENSATION RISK
- DISABILITY
- MEDICAL CLAIM RISK

We will work closely with your organization to increase your bottom line by developing your strategy for improved employee health and productivity.



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