

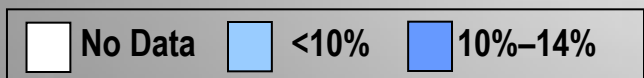
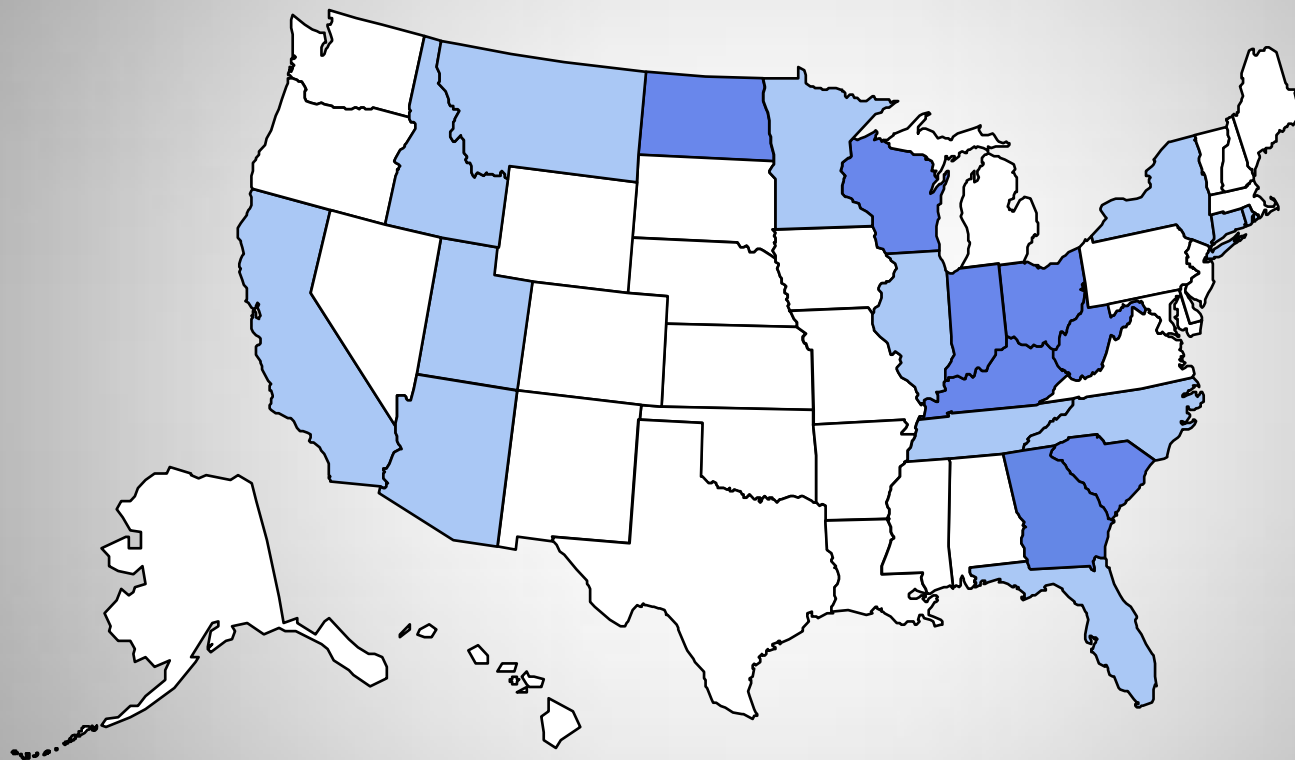
**Corporate America
Today:
The Need for Employee
Wellness**

**Benefits of Worksite
Wellness**

Obesity Trends* Among U.S. Adults

BRFSS, 1985

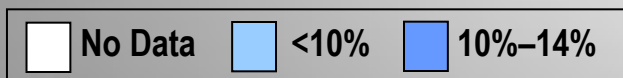
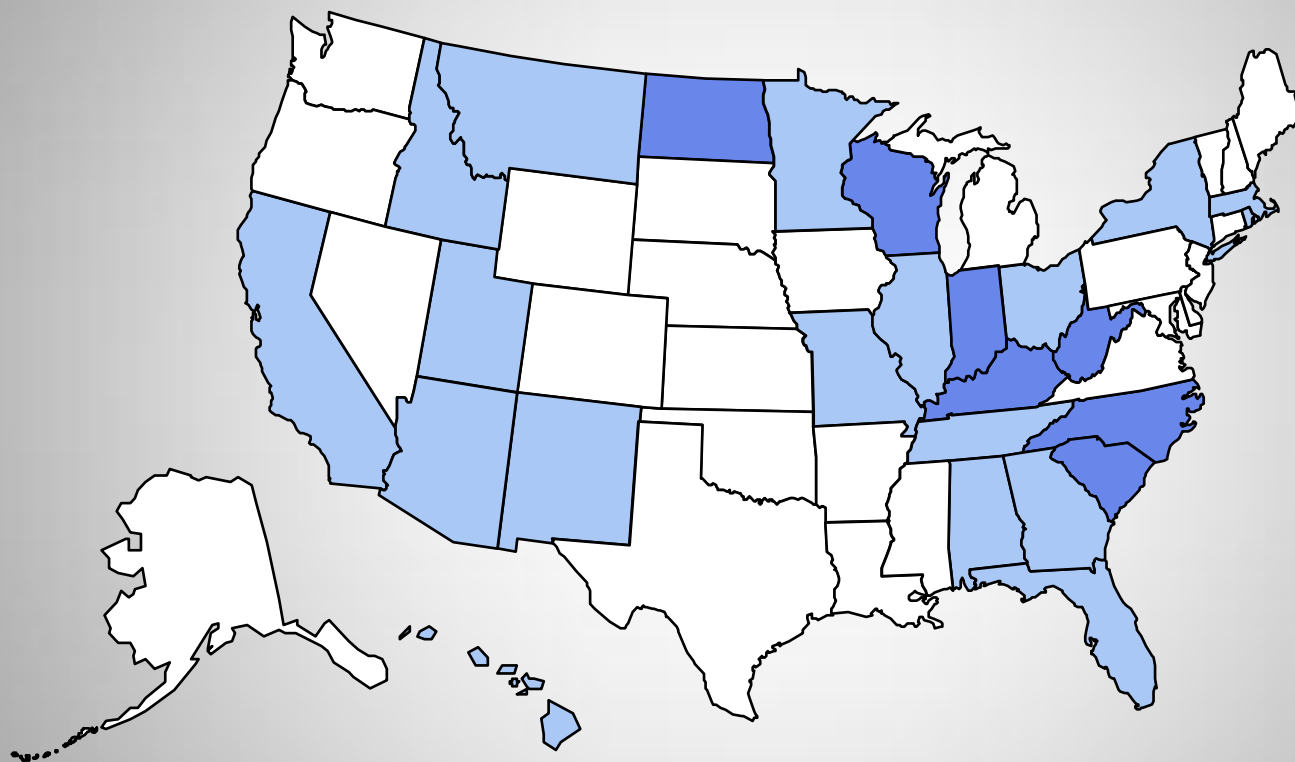
(*BMI ≥ 30 , or ~ 30 lbs. overweight for 5' 4" person)



Obesity Trends* Among U.S. Adults

BRFSS, 1986

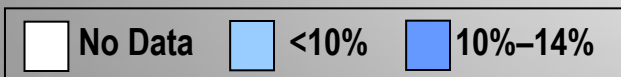
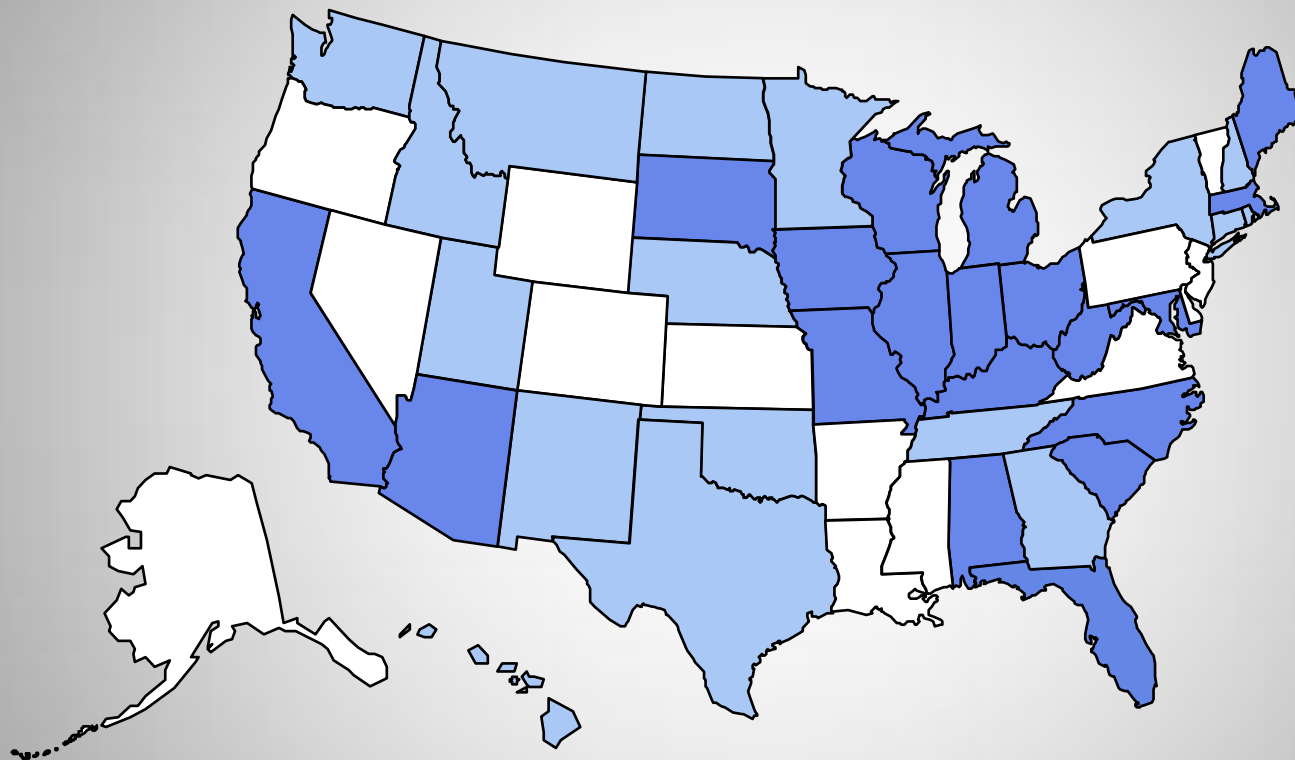
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Obesity Trends* Among U.S. Adults

BRFSS, 1988

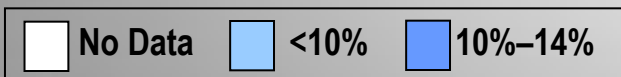
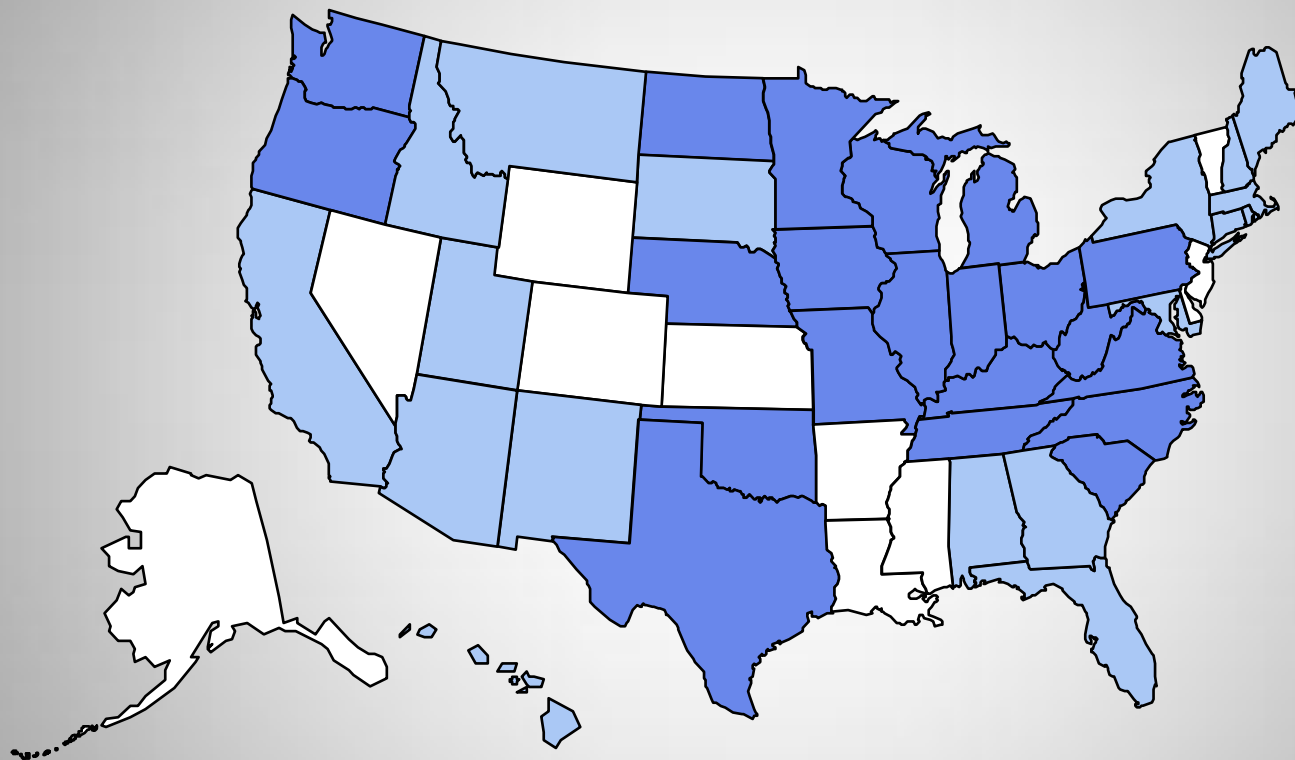
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Obesity Trends* Among U.S. Adults

BRFSS, 1989

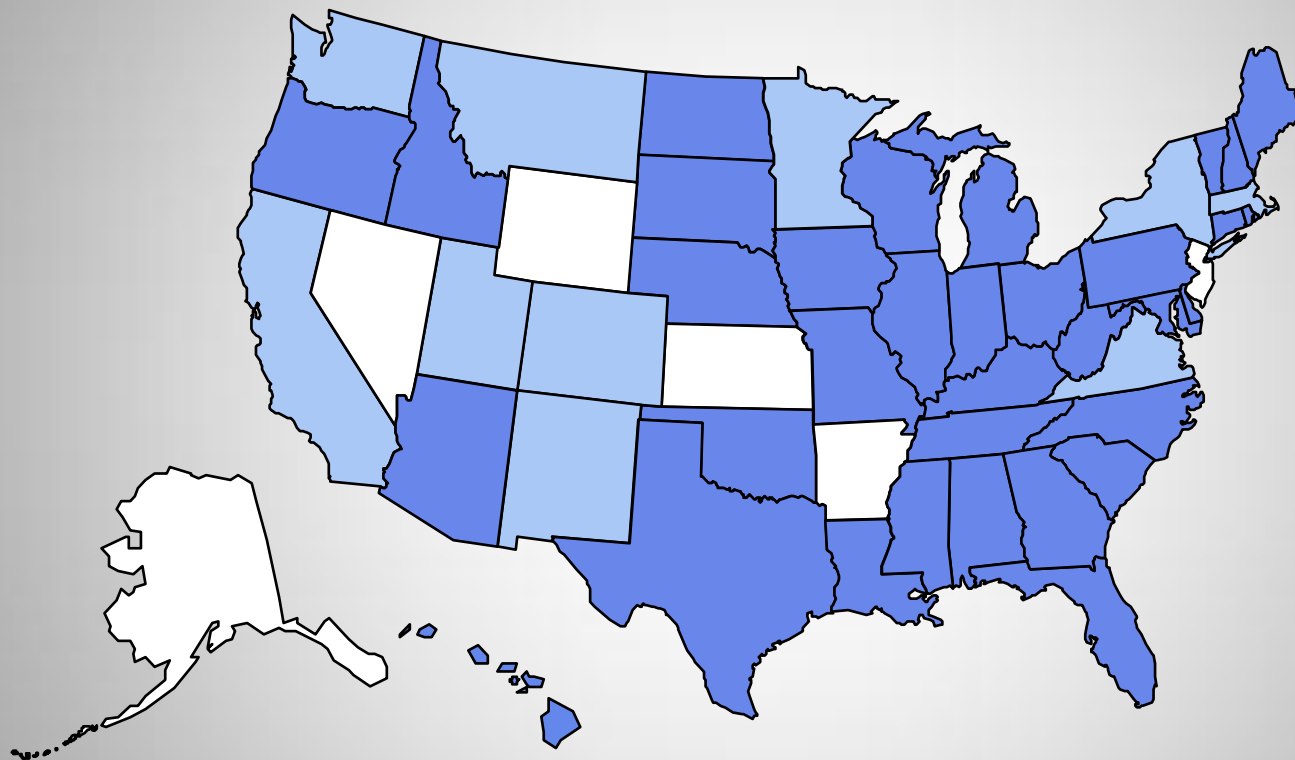
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Obesity Trends* Among U.S. Adults

BRFSS, 1990

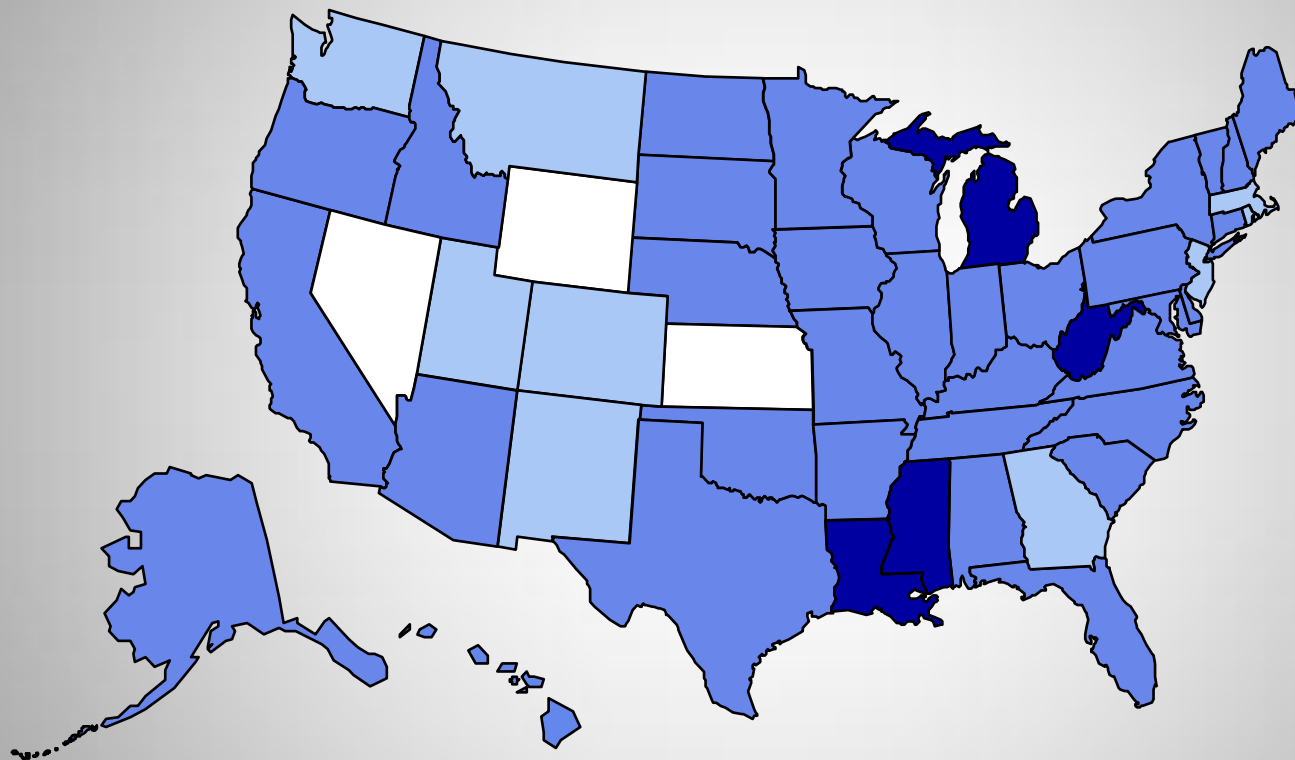
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Obesity Trends* Among U.S. Adults

BRFSS, 1991

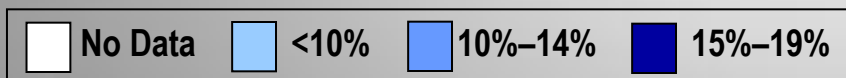
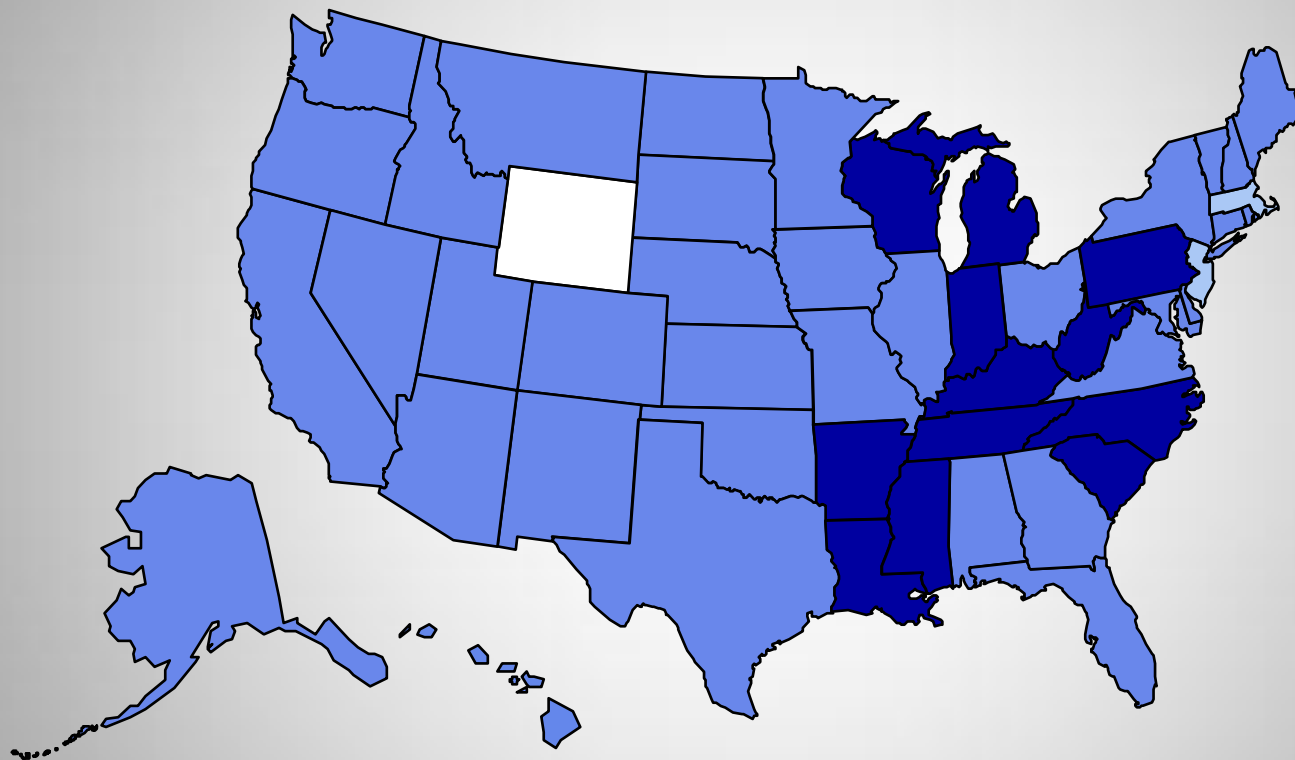
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Obesity Trends* Among U.S. Adults

BRFSS, 1993

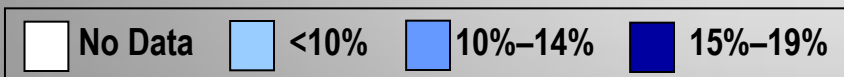
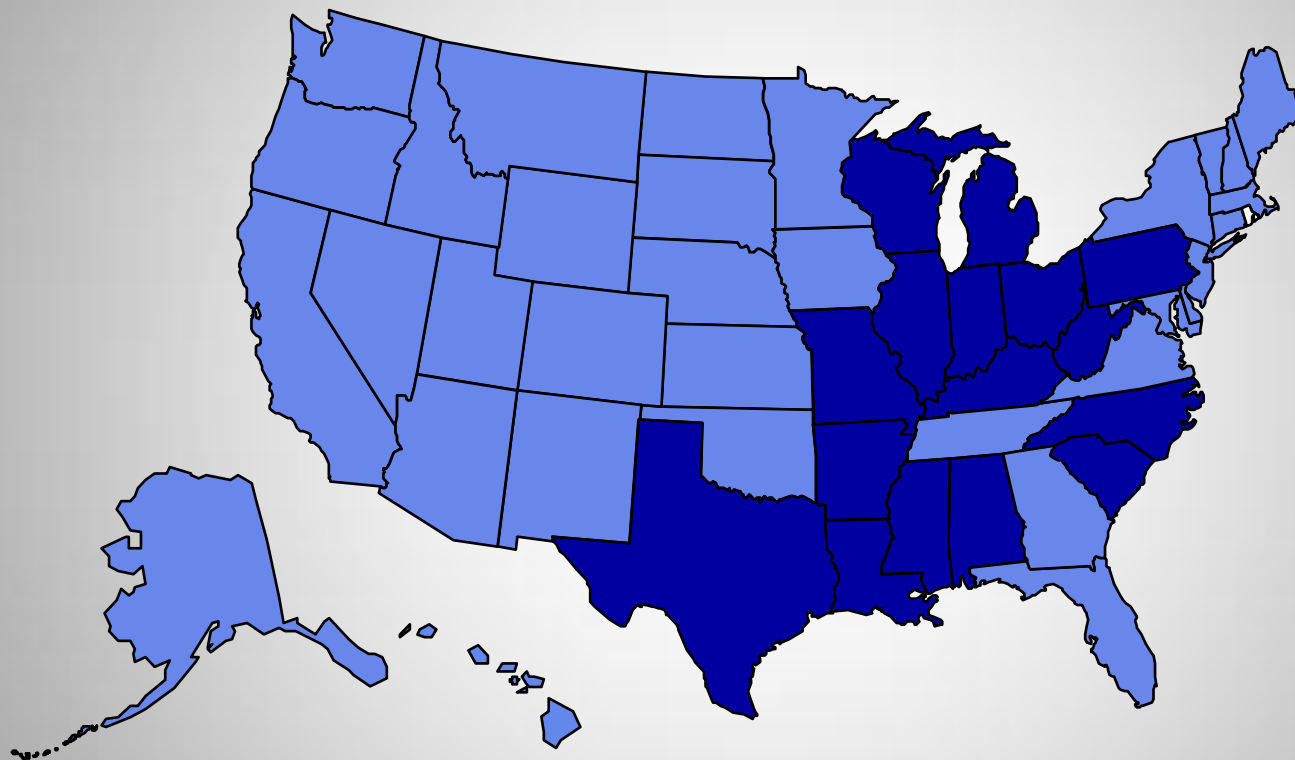
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Obesity Trends* Among U.S. Adults

BRFSS, 1994

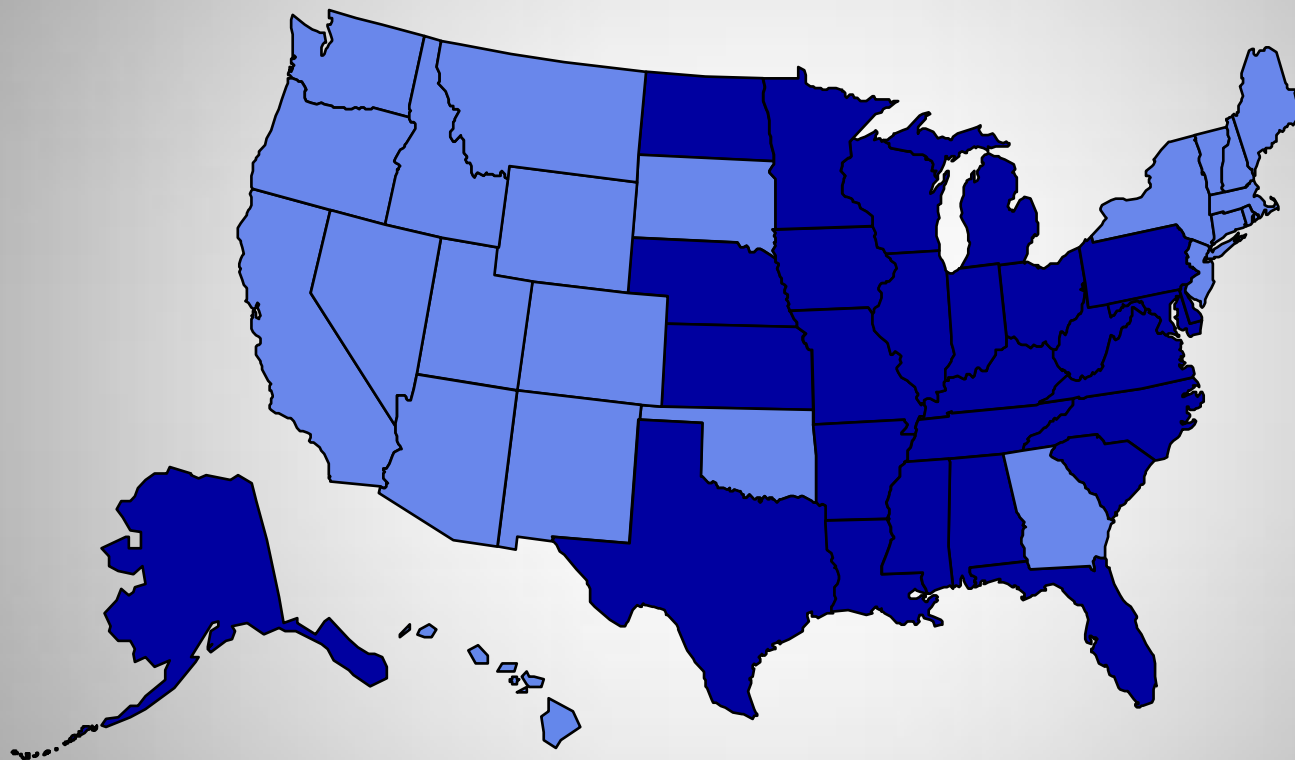
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Obesity Trends* Among U.S. Adults

BRFSS, 1995

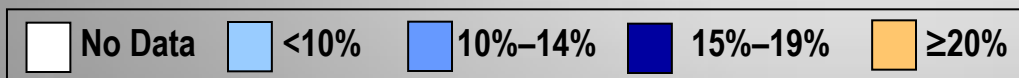
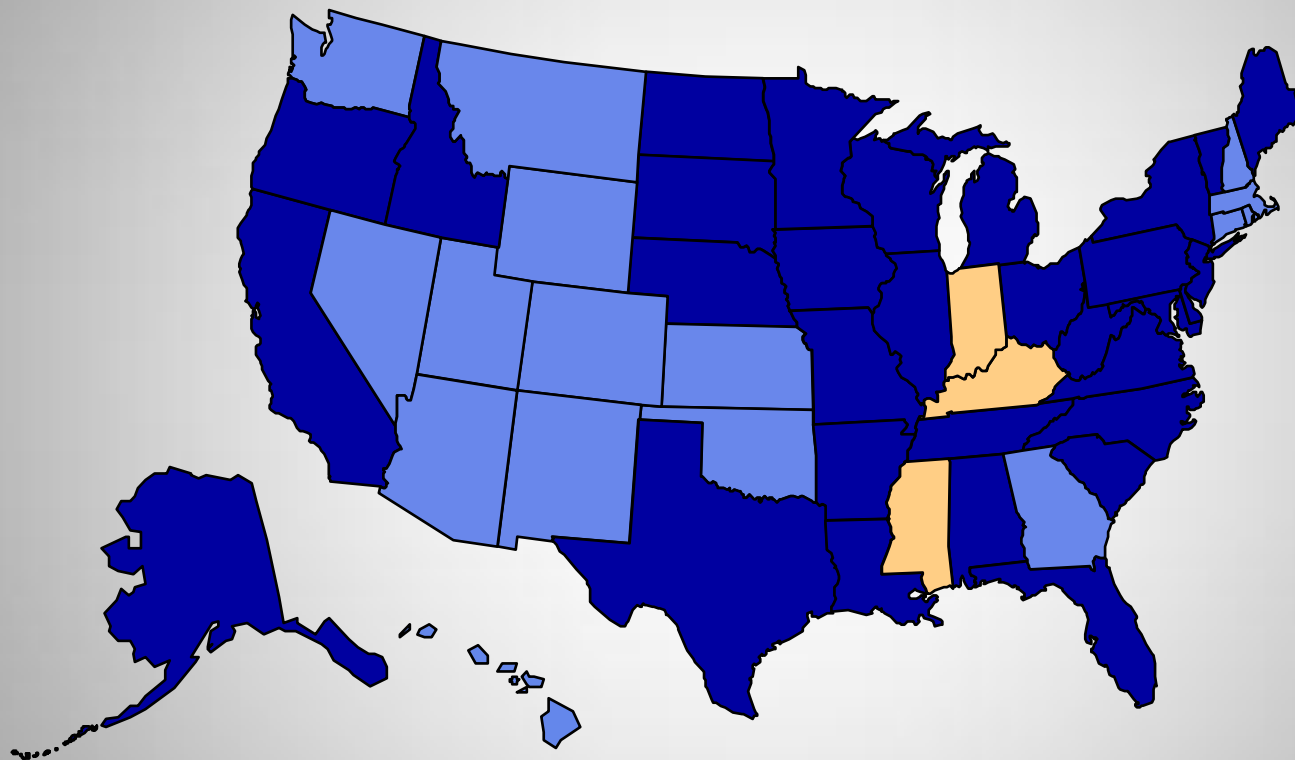
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Obesity Trends* Among U.S. Adults

BRFSS, 1997

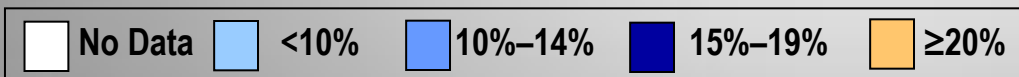
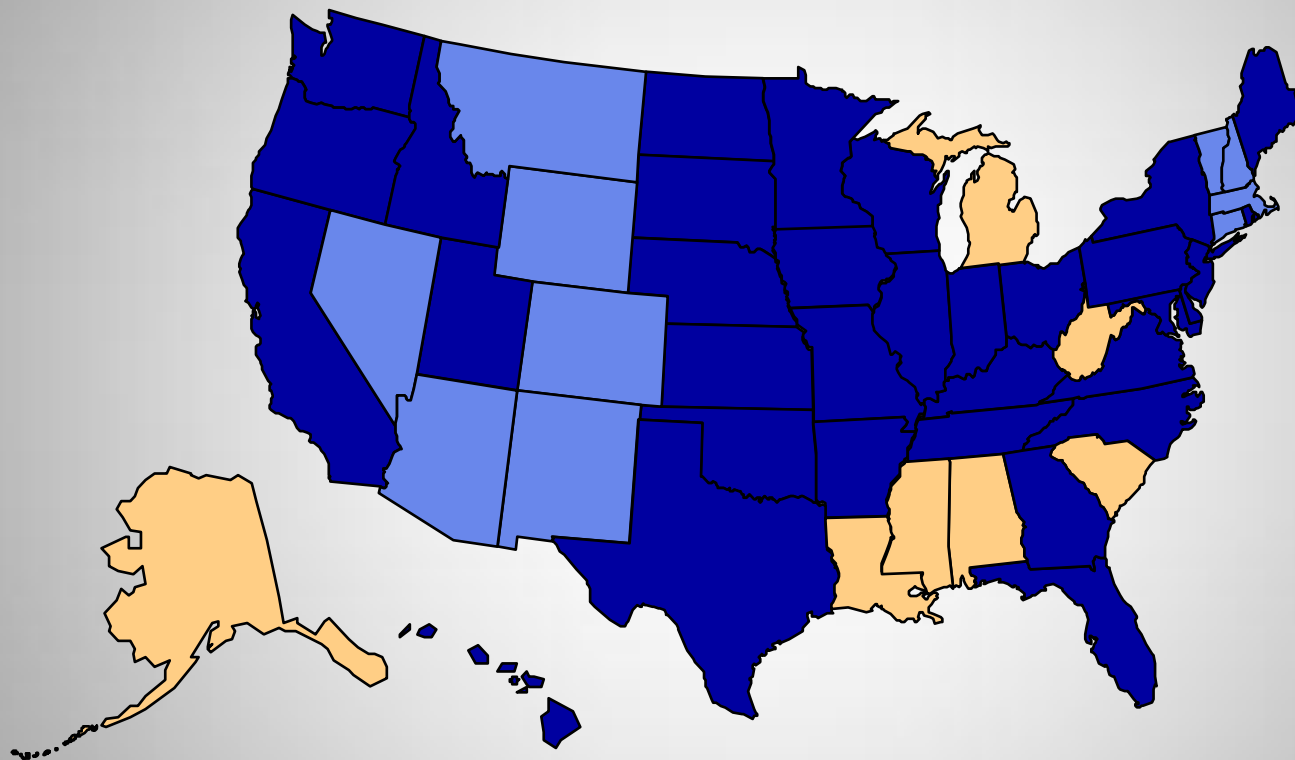
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Obesity Trends* Among U.S. Adults

BRFSS, 1998

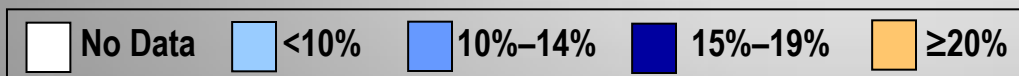
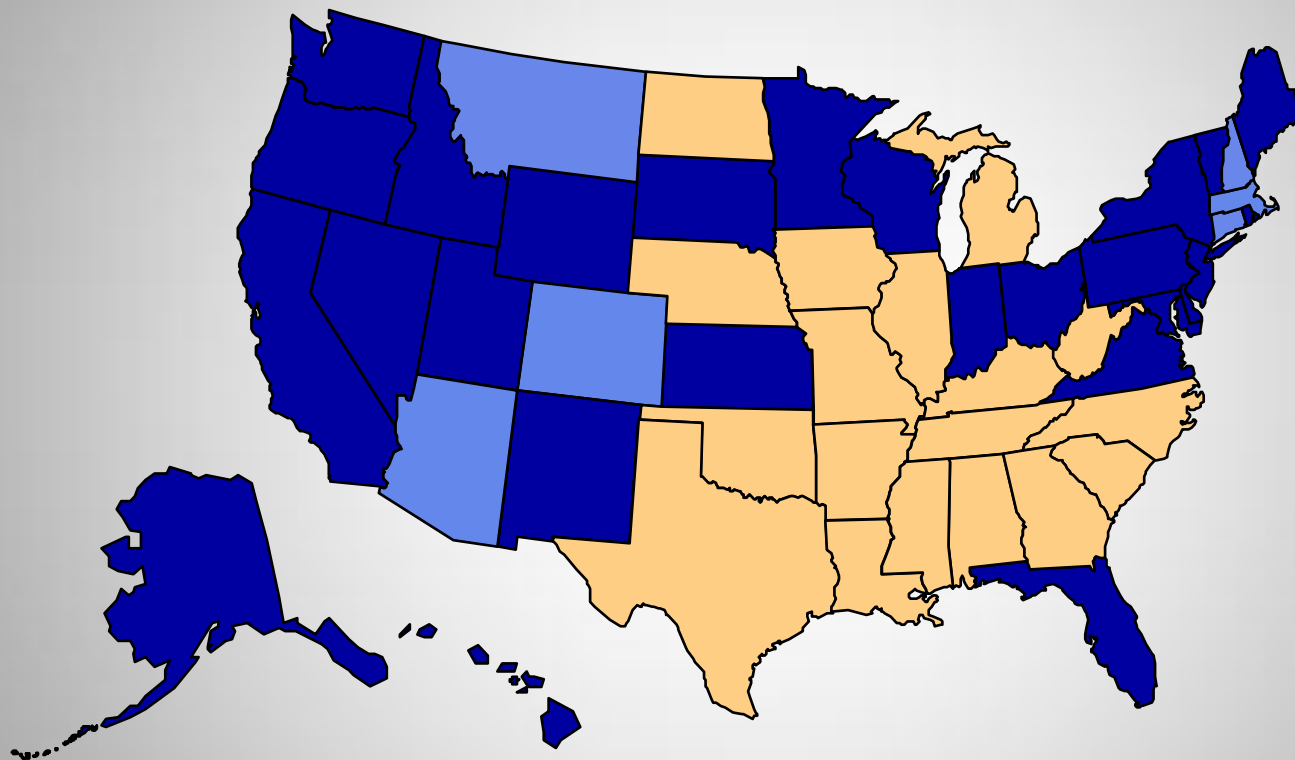
(*BMI ≥ 30 , or ~ 30 lbs. overweight for 5' 4" person)



Obesity Trends* Among U.S. Adults

BRFSS, 1999

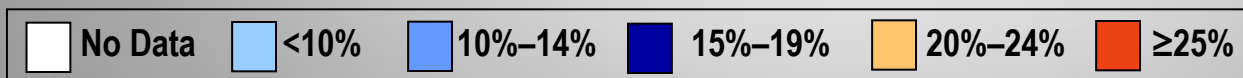
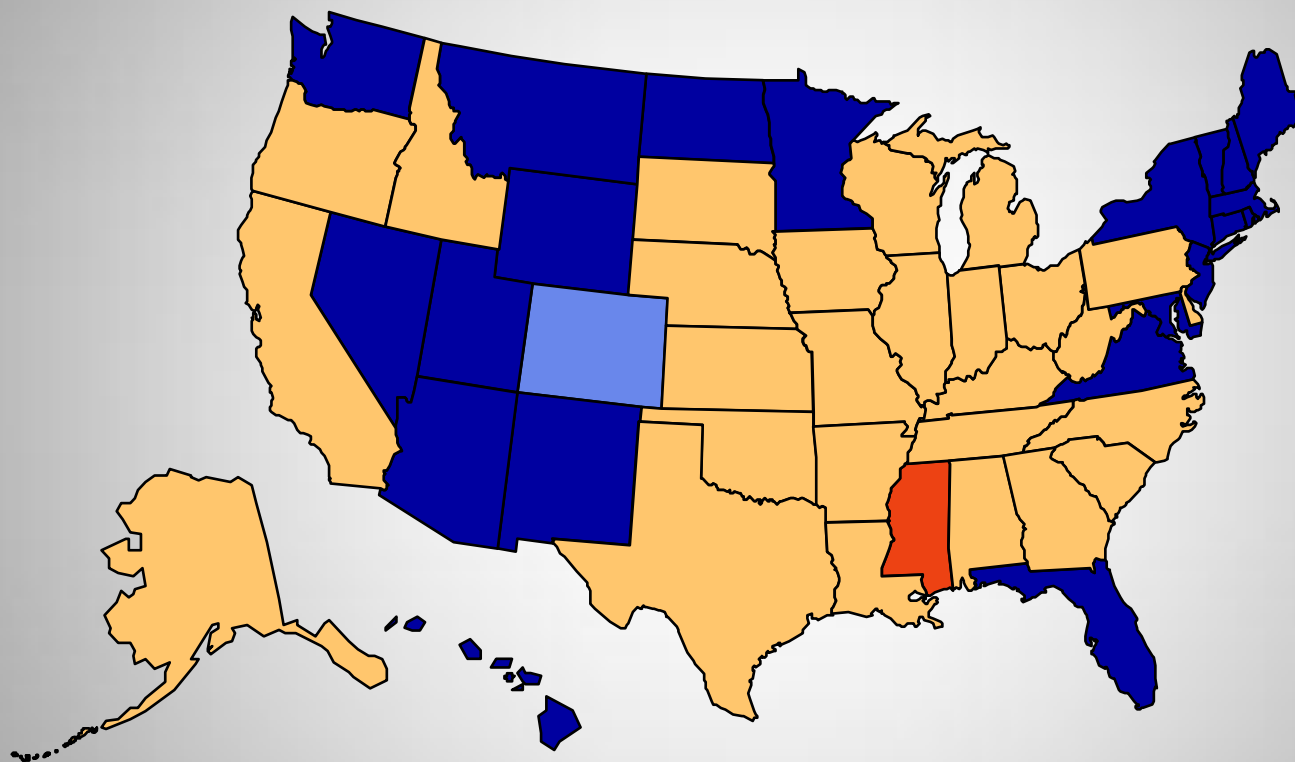
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Obesity Trends* Among U.S. Adults

BRFSS, 2001

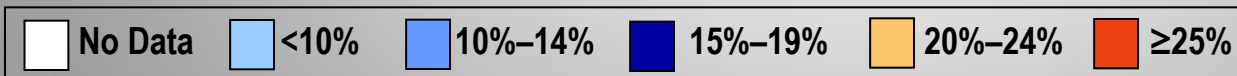
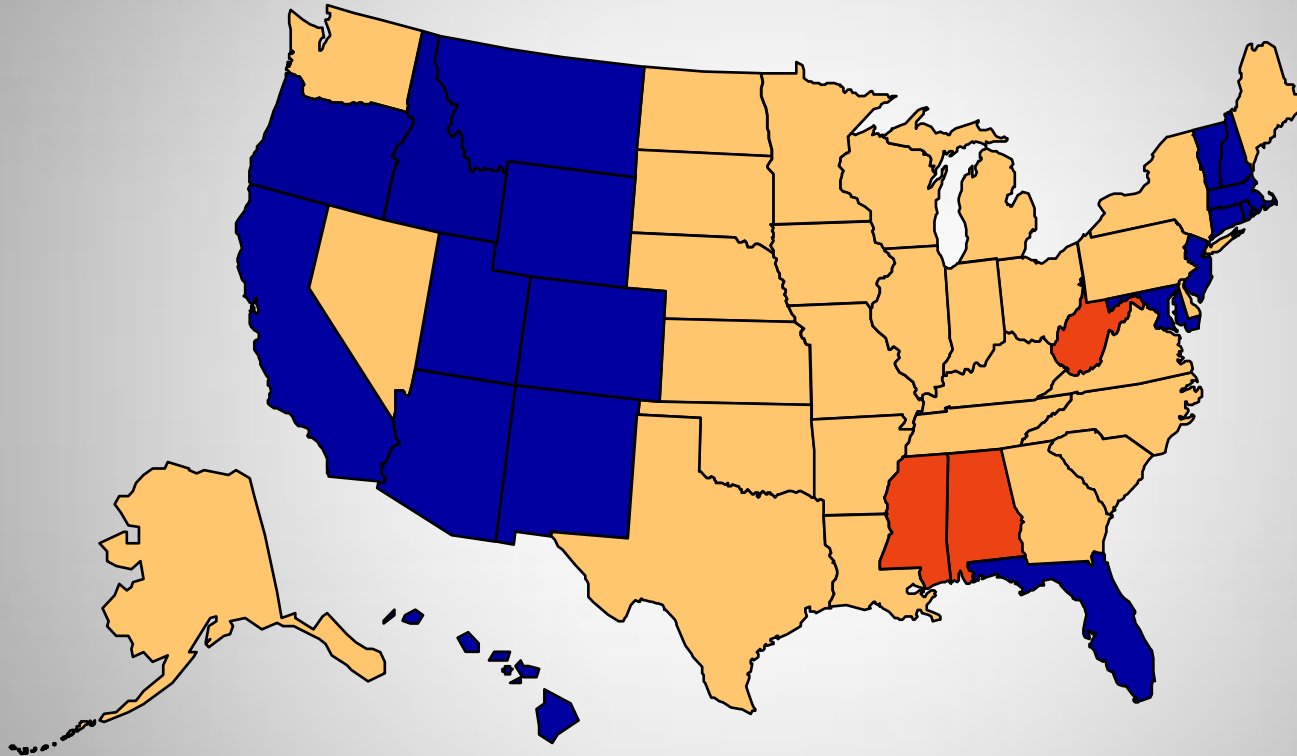
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Obesity Trends* Among U.S. Adults

BRFSS, 2002

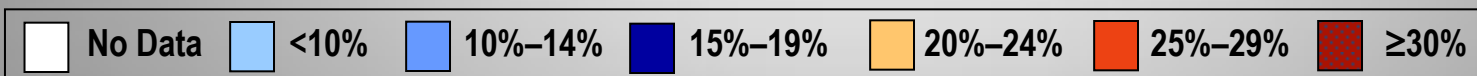
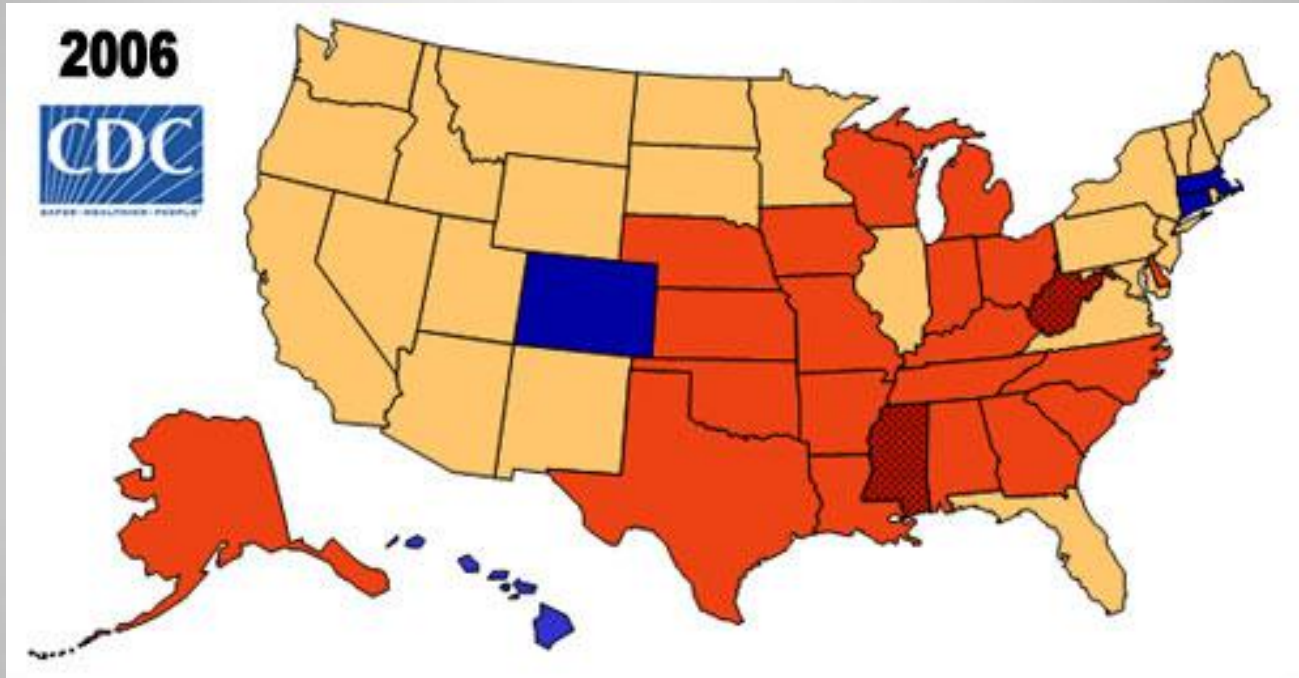
(*BMI ≥ 30 , or ~ 30 lbs. overweight for 5' 4" person)



Obesity Trends* Among U.S. Adults

BRFSS, 2006

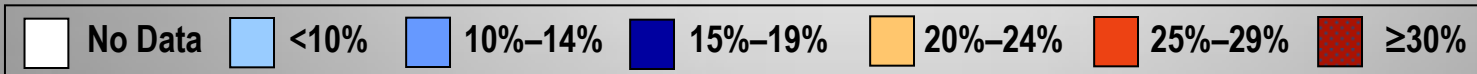
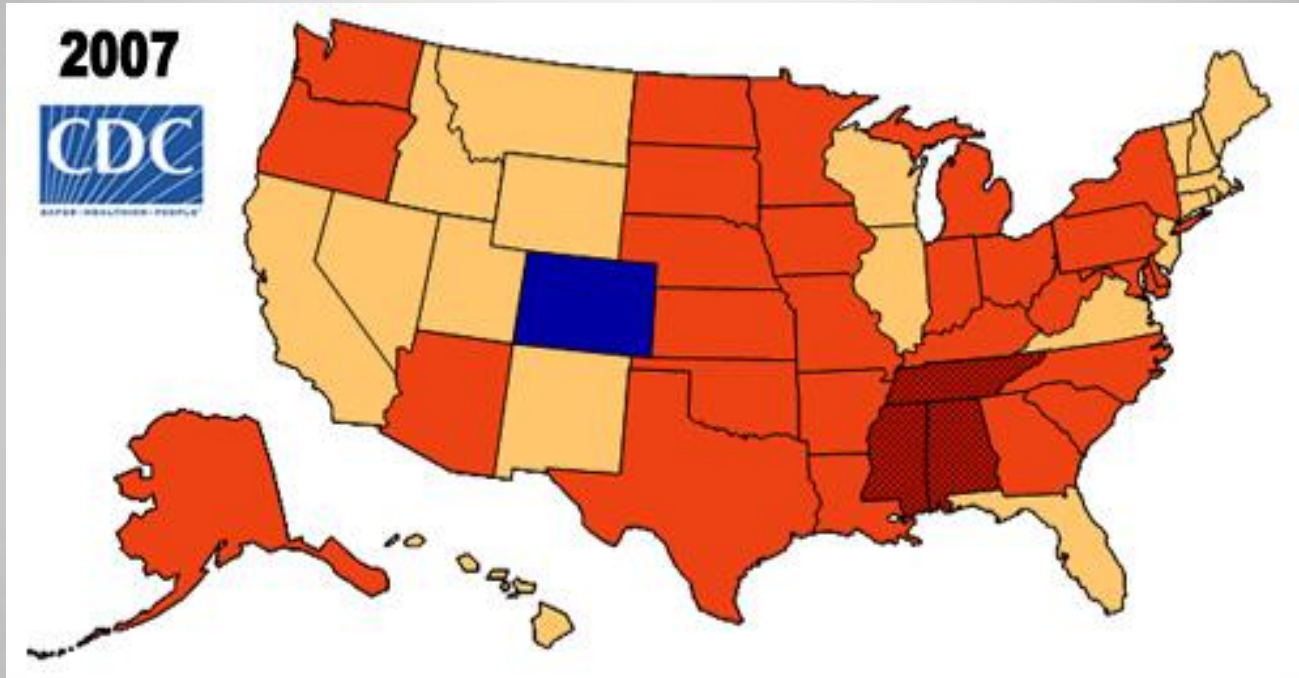
(*BMI ≥ 30 , or ~ 30 lbs. overweight for 5' 4" person)



Obesity Trends* Among U.S. Adults

BRFSS, 2007

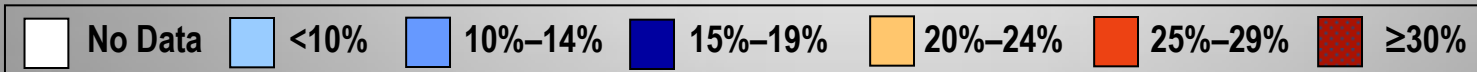
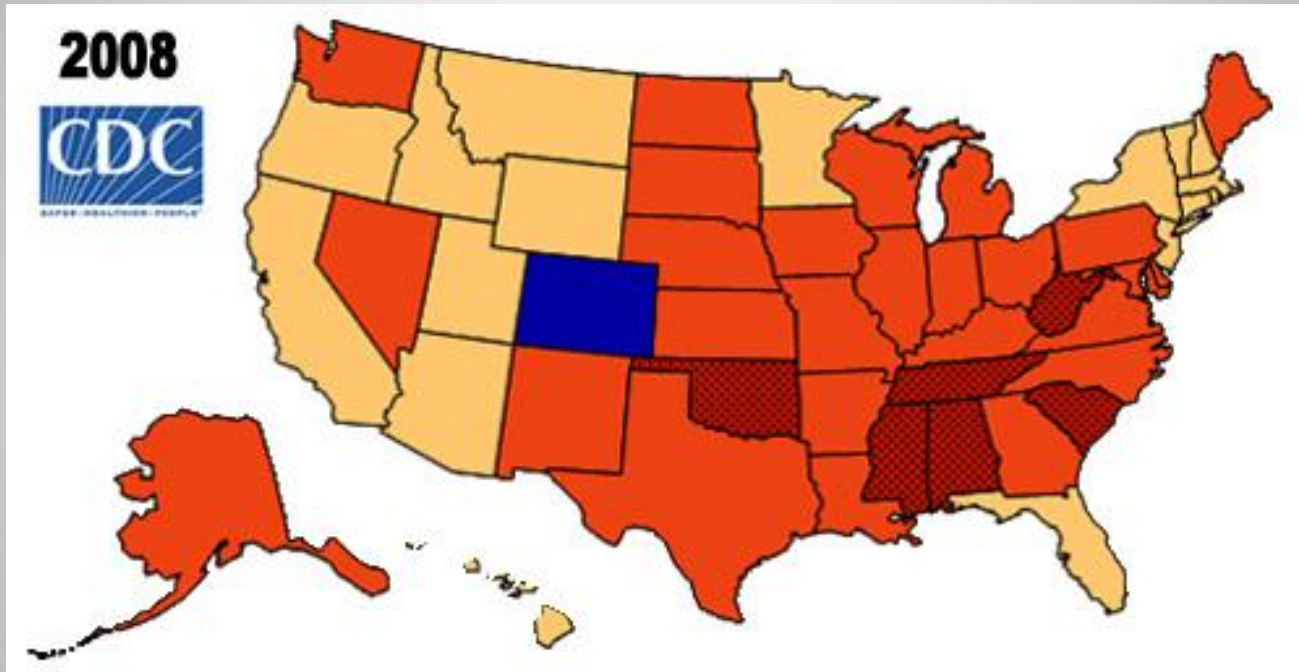
(*BMI ≥ 30 , or ~ 30 lbs. overweight for 5' 4" person)



Obesity Trends* Among U.S. Adults

BRFSS, 2008

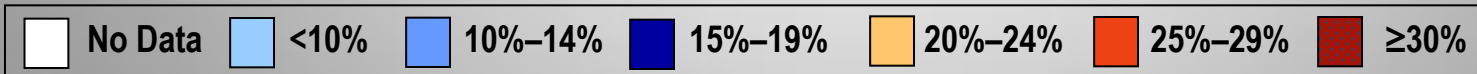
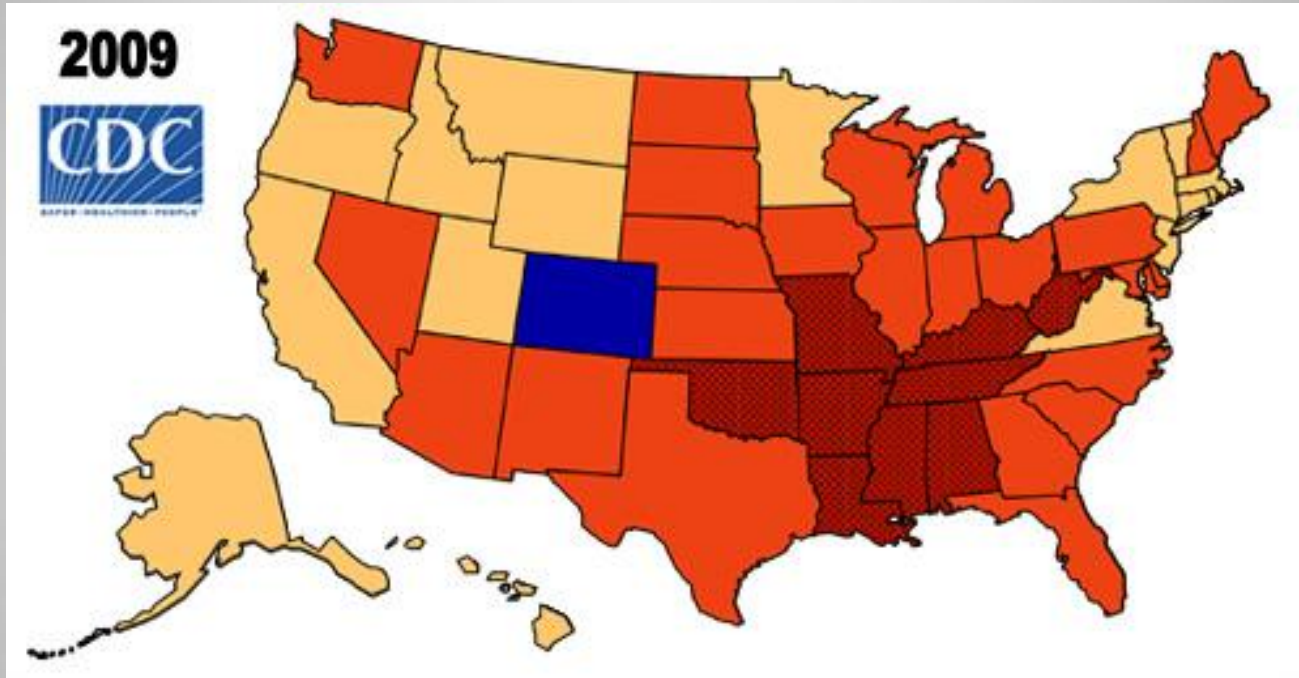
(*BMI ≥ 30 , or ~ 30 lbs. overweight for 5' 4" person)



Obesity Trends* Among U.S. Adults

BRFSS, 2009

(*BMI ≥ 30 , or ~ 30 lbs. overweight for 5' 4" person)



Changing the Culture: One Worksite at a Time

- Worksite Wellness
 - reaching a larger group of people at one time
- Convenient
- Affordable
- Support System

OccMed

Associates, LP
Board Certified Occupational Medicine

Offering solutions to all of the employer's occupational health and corporate wellness needs.

OccMed Associates is committed to helping each company hire the right employees and provide a safe and compliant work environment where individuals feel valued and achieve optimal performance.

HOW

OccMed

CREATES
YOUR
BLUEPRINT
FOR A
SUCCESSFUL
COMPANY



OUR TOP PRIORITIES

○ Quality Service

• *FOR YOUR INJURED EMPLOYEES*

OccMed practitioners provide unparalleled care for each injured employee that walks through the door.

• *FOR YOUR COMPANY REPRESENTATIVE*

OccMed will maintain frequent and direct communications regarding the status of employees.

○ Efficiency

From drug and alcohol testing to injury care, OccMed focuses on quick results. Our constant focus is getting employees back to work as soon as possible.

Working together to create and maintain
a healthier, more productive company



CORPORATE WELLNESS

design solutions

EMPLOYEE WELLNESS

The Framework for a
Strong & Steadfast Business



PROGRAMS AVAILABLE

- Cancer screenings •
- Cooking demonstrations •
- Coordinate Health Screenings •
- Diabetes education •
- Exercise prescription •
- Financial classes •
- Grocery store tours •
- Group training classes •
- Health and wellness training •
- Nutrition guidance •
- Parenting classes •
- Personal training •
- Smoking cessation •
- Stress management •
- Weight management assistance •
- Additional classes •

CUSTOM PLANS

BASIC WELLNESS PLAN

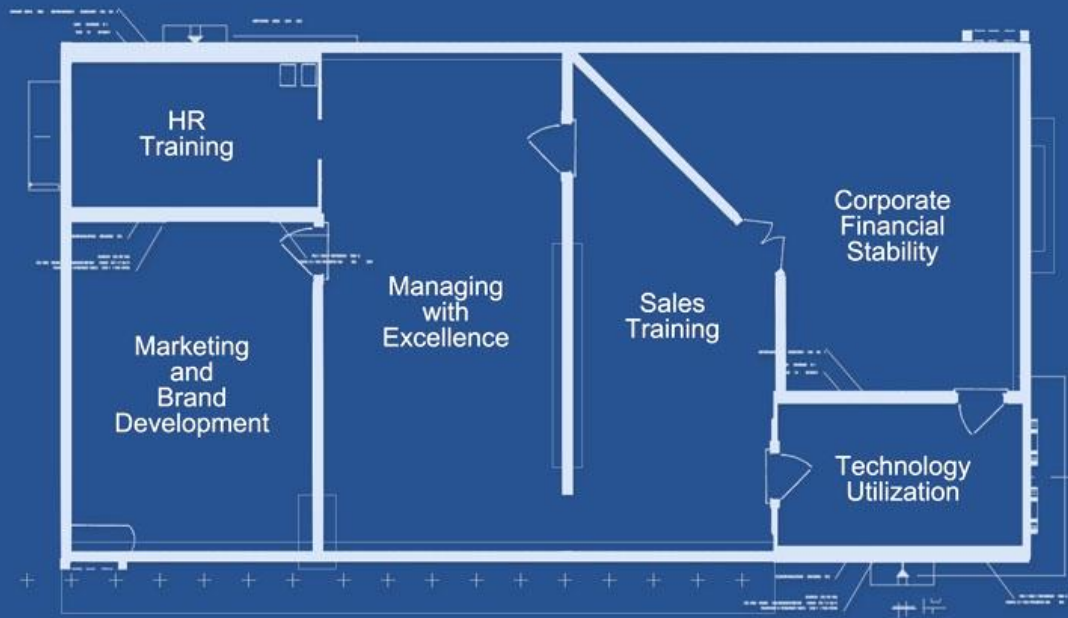
- Employee interest survey
- Coordinate health risk assessment (Cholesterol, HDL, LDL, Triglycerides, glucose, BP, height, weight, body fat %)
- Analysis of overall employee assessments and identification of costly trends
- Custom plan design based on analysis
- Monthly employee wellness workshops

ADDED FEATURES

- Grocery store tours
- Coordination of corporate gym memberships
- Group exercise training classes
- Cooking demonstrations
- Employee wellness fairs
- Specialized evening classes for families (financial, parenting, etc.)
- Specialized health screenings (skin cancer, oral cancer, etc.)
- On-site massage therapy
- On-site individualized counseling with Registered Dietitian

Corporate Culture Development and Renovation

CONSTRUCTING A QUALITY LEADERSHIP TEAM





MANAGING WITH EXCELLENCE

- Creating the description of a quality leader
- Identifying leadership style
- Learning to attain work-life balance
- Stress management specifically for leaders
- Implementing leadership skills effectively

MARKETING & BRAND DEVELOPMENT

- Creating the right logo, mission statement, and core values to define your business

SALES TRAINING

- Establishing an effective sales model for your company
- The importance of sales managers
- Creating goals and incentive programs
- The importance of selling tools
- Triangle of success

HR TRAINING

- Creating an employee manual
- Utilizing an employee review process
- Customizing accurate job descriptions
- Establishing beneficial hiring practices
- Overseeing worksite compliance and handling issues

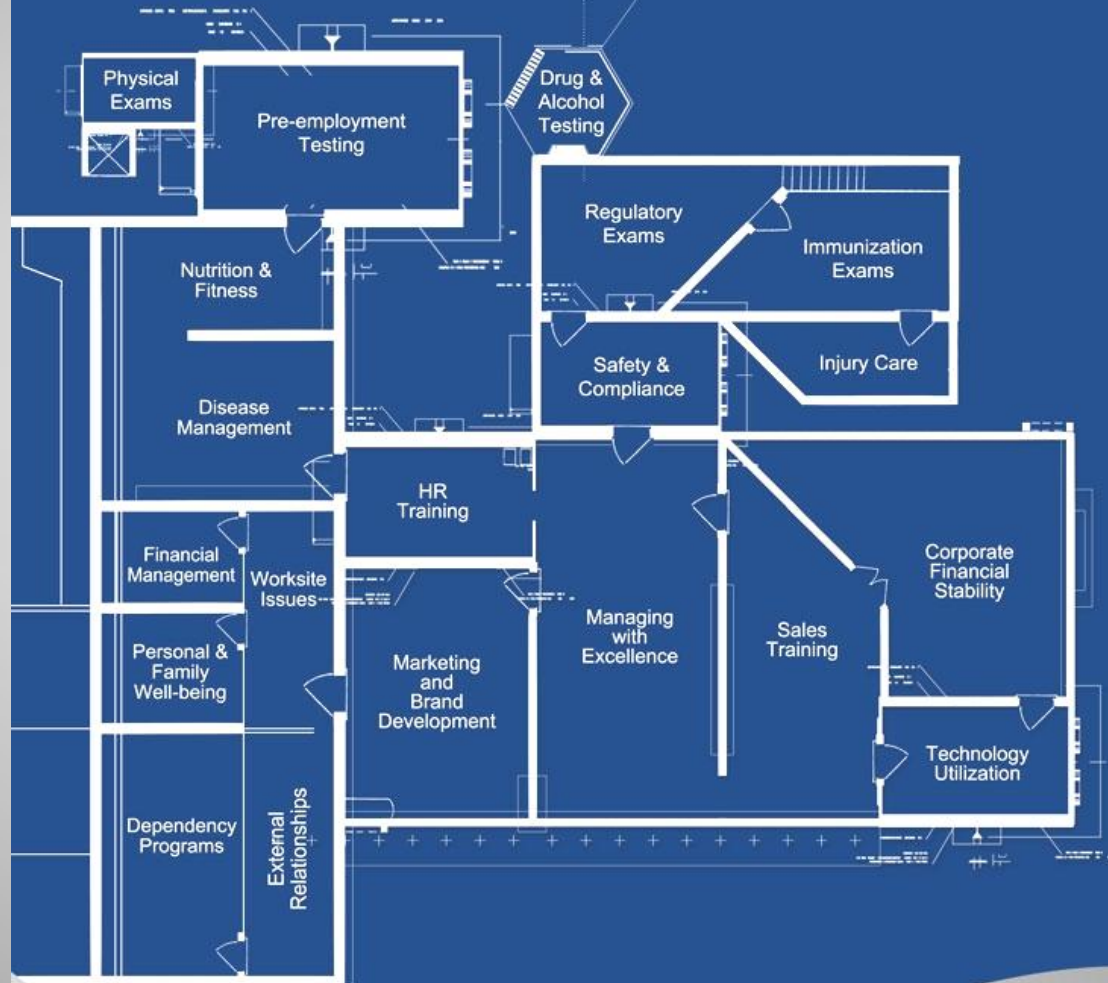
CORPORATE FINANCIAL BENCHMARKS

- Developing a sound financial plan
- Proper financial proceedings

TECHNOLOGY UTILIZATION

- Judging the ROI
- The value of going paperless
- Email and texting etiquette
- Advanced communication through technology
- Striking a balance with technology

PUTTING IT ALL TOGETHER



TOTAL CORPORATE WELLNESS PAYS

“For every dollar spent on safety, facility managers can expect a \$3 to \$4 return on the \$1 investment.”

- Liberty Mutual Study

“Chronic illness, including heart disease, diabetes, and obesity, accounts for 75% of health costs.”

- American Public Health Association

EMPLOYEE WELLNESS CAN:

- Reduce health care costs by 20-55%. U.S. Corporate Wellness Inc.
- Provide a savings of between \$3 and \$6 for every \$1 invested in wellness. U.S. CDC
- Drop work comp and disability by as much as 30%. U.S. Corporate Wellness Inc.

PYCO Wellness

- Data collected in 2008, 2009, and 2010
- A range of 31-39 employees completed the health screening each year
- Wellness events were designed based on employee needs and interests

PYCO Wellness: Improvements

- Smoking/Tobacco Use: decreased from 24% to 15%
- More than 5 Sick Days: decreased from 19% to 6%
- Zero Sick Days: increased from 40% to 52%
- Hypertension: decreased from 35% to 24%
- Normal Blood Pressure: increased from 5% to 18%
- Diabetes and High Blood Sugar: decreased from 51% to 18%

Return on Investment

- Chronic illness, including heart disease, diabetes, and obesity, accounts for 75% of health costs.
American Public Health Association
- Employee Wellness can:
 - Reduce health care costs by 20-55%. –U.S. Corporate Wellness Inc.
 - Provide a savings of between \$3 and \$6 for every \$1 invested in wellness. –U.S. CDC
 - Drop work comp and disability by as much as 30%. – U.S. Corporate Wellness Inc.

Things We Have Learned

- Upper management support is critical.
- Incentives are a necessity in the beginning to get employees motivated.
- Patience, creativity and expertise are needed when inspiring others to change.
- Passion for wellness and a sincere desire to help others is a must when implementing wellness programs-\$\$ cannot be soul motivation for employer or wellness provider-employees see right through this.

Final Thought...

- "*Wellness* is a process – a developing awareness that there is no end point... "
Author Unknown

