Relying on Traditional Strategies Lead Not Only To Suboptimal Outcome, But Can Damage People, Performance And Profit.

6 Critical Paradigm Shifts for Every Organization

- Move from Silos to comprehensive integrated strategies
- Move from incentivizing lagging measures to leading measures
- Move from general wellness/safety programs to focusing on your #1 injury/illness, #1 chronic disease, and #1 cause of disability.
- Move from traditional POET’s to optimizing job fit and sustainability
- Move from early reporting to early risk identification
- Move from early medical to early functional
Strategic Shift: Aggravation > Aggregation

Because we live life in just one skin, MSDs transcend silos.

“Management Silos” evidence MSDs are misunderstood & mismanaged. The Problem is both structural & operational fragmentation. The Solution requires a Coherent Strategy, & Systematic Control to assure a client centric experience.

Move Incentives from Lagging to Leading Measures
How Much Waste?
Conservatively Speaking...

US Healthcare Spending = $4T

<table>
<thead>
<tr>
<th>#1 MSDs</th>
<th>Cardiovascular + Cancer + Diabetes + Obesity + Depression + Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>20%</td>
<td>66%</td>
</tr>
<tr>
<td>$800B</td>
<td>25% Savings Opportunity</td>
</tr>
<tr>
<td>$200B</td>
<td></td>
</tr>
</tbody>
</table>

These 6 diagnoses represent 86% of total healthcare spending! Bonus: 95% benefit from physical activity!

Cost Drivers: Pricing, Mismanagement, Ageonics

MSDs are the #1 cost in healthcare & the #1 cause of disability!
So, why not begin the shift to value & accountability there?

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Consider Job Fit Testing and Sustainability

Getting the right care to the right people

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Functional vs Medical

MSDs: It’s time to choose sides...

Your To Do List . . .

- Determine to focus on the paradigm shift
- Engage the team you need for success
- Decide where to focus
- Tap into resources to help
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