

Welcome To Our Clinic,
Mr./Mrs. Company





IS THIS TRIP REALLY NECESSARY?

Musculoskeletal Injuries

\$150-\$200 BILLION
dollars spent per year
in direct and indirect
costs

20 million lost
production days

3 out of 5 Bankruptcies are
due to medical bills...AFTER
using up savings and maxing
out credit cards!

Target Behaviors and Risks that Impact Health / Performance



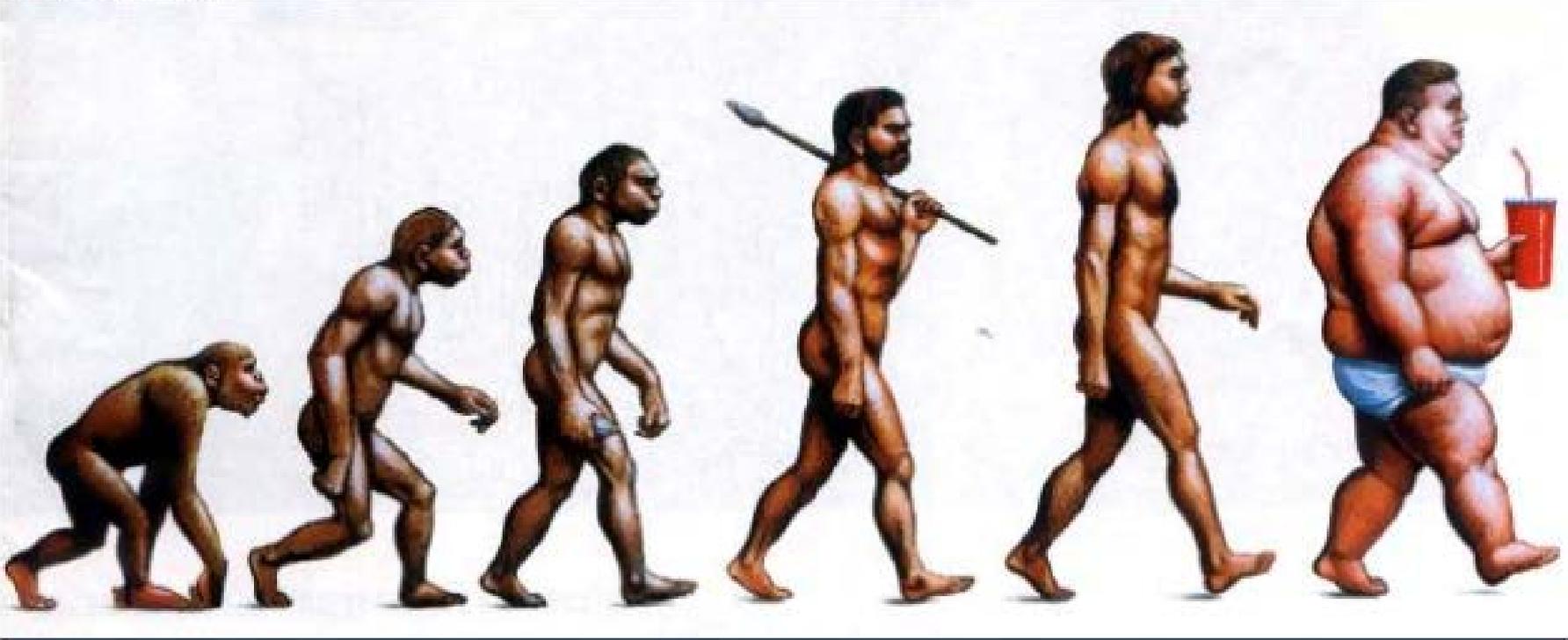
Source: 2010 World Economic Forum



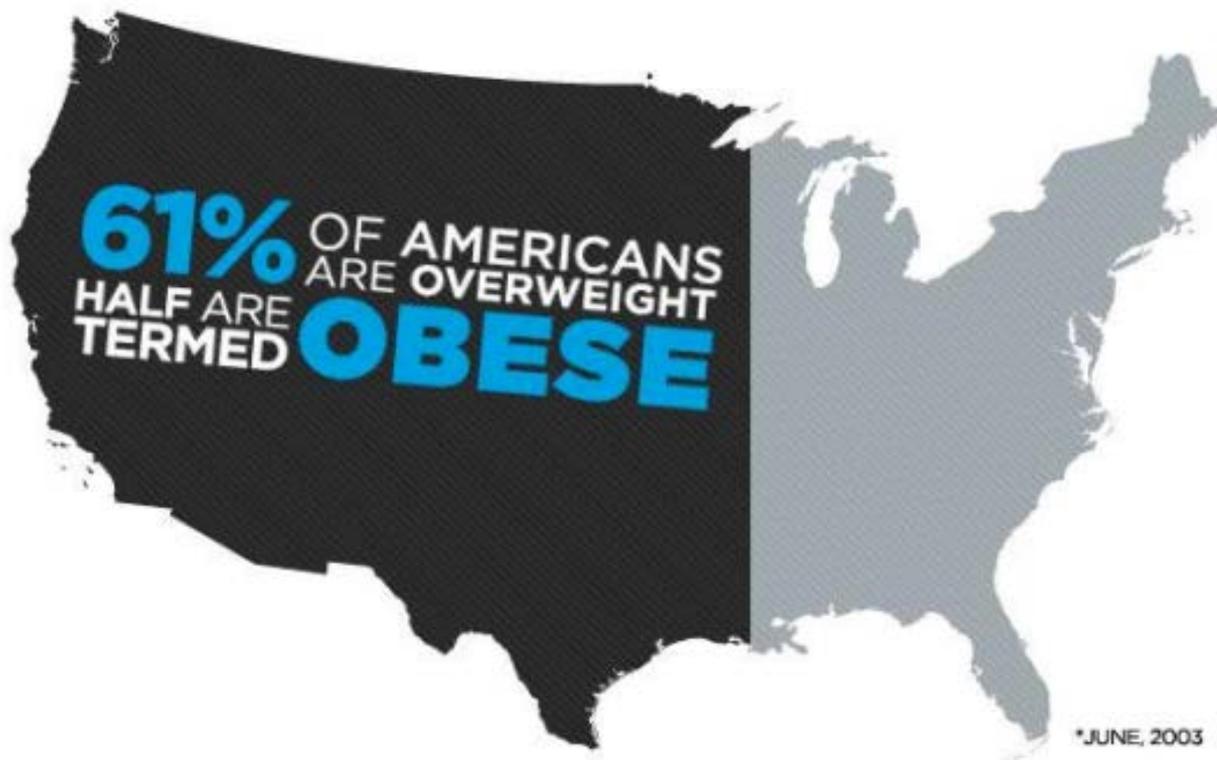
- Obesity- 2/3 of Americans...\$4.3 Billion
- Cancer- 14.5 million Americans...\$217+ Billion
- Diabetes- 29.1 million people...\$245 Billion
- Heart Disease- 85.6 million people...\$312.6 Billion

The Evolution of Health in the USA - Where are we Going?

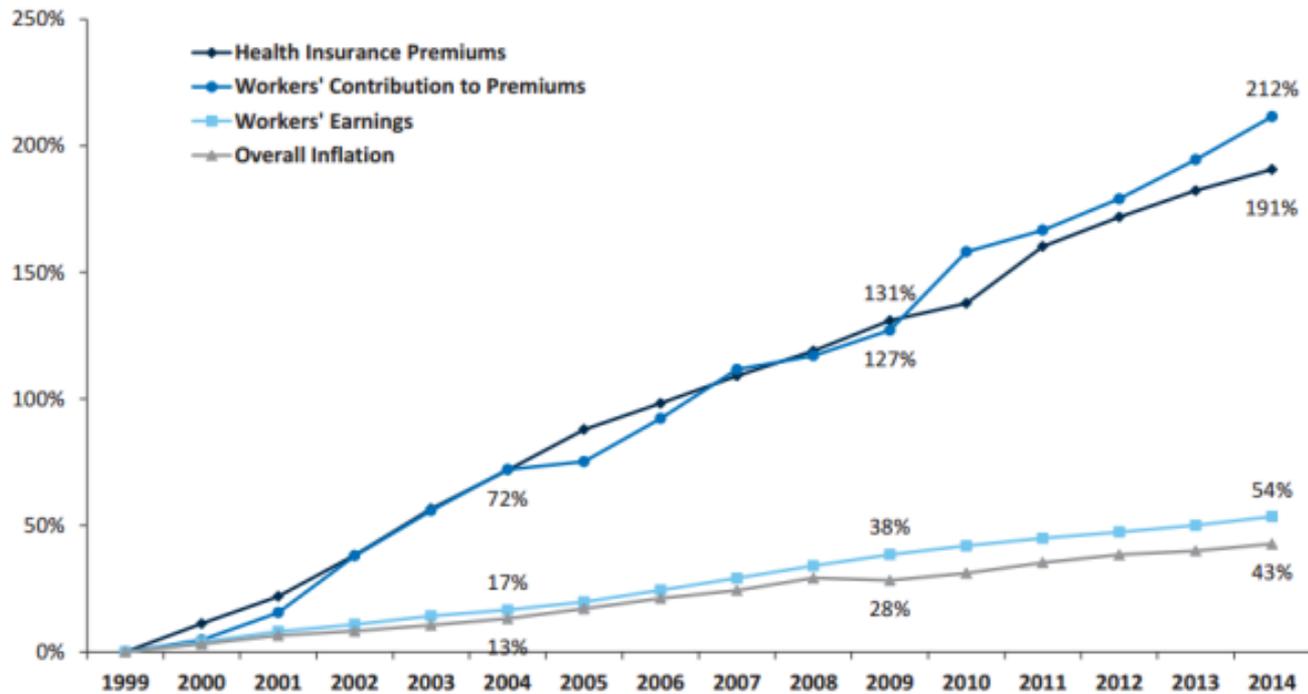
Present State



Obesity Trends



Cumulative Increases in Health Insurance Premiums, Workers' Contributions to Premiums, Inflation, and Workers' Earnings, 1999-2014



SOURCE: Kaiser/HRET Survey of Employer-Sponsored Health Benefits, 1999-2014. Bureau of Labor Statistics, Consumer Price



deteriorat



Just because it's "normal" doesn't mean it has to happen to you!

shoulder hump
computer hump

chicken neck
swan neck

reversed neck

reversed neck

fig. posture deterioration 2

The SITTING SMARTS Effect



After learning **SITTING SMARTS** from his doctor,

Tom started...

- Changing HR habits
- Chiropractic treatment
- Massage Therapy

Tom began with

- A Neck Motion of 44°
- A Back Motion of 12°
- Arm Lifting 48 lbs
- Torso Lifting 117 lbs
- Leg Lifting 133 lbs

Over 10 Years

Tom continues treatment with

- A Neck Motion of 50°
- A Back Motion of 25°
- Arm Lifting 54 lbs
- Torso Lifting 142 lbs
- Leg Lifting 172 lbs



EVERYBODY READY??

JUST KIDDING



The Consultation/Examination



Key Consultation Questions for Patients...

- What has the pain been keeping you from doing that is most important in your life?
- What else have you done to take care of this issue?
- What are the primary results that would mean “success” for you?

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The Company Consultation/Examination

- What health and safety issues/challenges do you see in the company?
- Is your health care and WC spending trending up, staying flat, or decreasing?
- Is your workforce actively engaged in healthy lifestyle habits and safety procedures?
- Is the culture of the company one that fosters workplace safety and personal responsibility for making healthy choices?

THE BIG QUIZ

The Report of Findings



The Patient Report Of Findings

- Musculoskeletal Pain
 - Low Back Pain
 - Headaches/Neck Pain
 - Upper/Lower extremity pain and dysfunction
- Lifestyle Management
 - Movement Patters
 - Dietary Habits
 - Exercise
 - Social connection
 - Stress Management

The Company Report of Findings

- Musculoskeletal Pain
 - Workstation Issues
 - Pain reduction Strategies
 - Injury Prevention Techniques
- Lifestyle Management
 - Claims Data Analysis
 - Corporate Wellness Opportunities
 - Employee Engagement Strategies

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The “Care” Plan



For Repetitive Movement Issues...

- Identify the primary injuries
- Identify the primary causes
- Make appropriate changes to workstations
 - Chair/Desk/Computer
 - Floors/assembly lines/Field Work
- Movement education and implementation

SITTING SMARTS

60-Second

Stand-up, Perk-up Break



- 1) Stand up!
- 2) Kick off your shoes.
- 3) Rock back on your heels, then roll up on your toes.
- 4) Stand flat footed.
- 5) Close your eyes. wiggle your hands and fingers.
- 6) Push your chest out and up like a soldier!
- 7) Open your eyes.
- 8) Breathe in deeply, slowly exhale. Do it again!
- 9) Smile!
- 10) Lift your shoulders toward your ears,
then push them backward.
- 11) Relax your shoulders and arms.
- 12) Look toward the floor, then toward the ceiling.
- 13) Look straight ahead. then turn your head
slowly to the right and left.
- 14) Keep smiling!
- 15) Breathe in deeply . . . then exhale slowly.
- 16) As you sit down, aim your tailbone inward where
your chair's backrest and seat pan meet.

For Occ. Health/Safety Issues...

- Post-Offer examinations and Post Injury Testing
- On-site workplace evaluations
- Connect with providers that understand workplace injuries

For Medical Claims/Chronic Illness Issues...

- Identify the major health issues
- Create and implement an easy to implement, easy to manage health and wellness program
- Watch results and make adjustments regularly

TOGETHER



**WE CAN DO
THIS!**

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