Wellness Wizard®
Determine Your Employee Health Risks, Costs, and Savings

Calculated for ABC Corporation

May 20, 2008

Note: The Wellness Wizard® may only be used for internal use within the recipients company for its own employees. It may not be used for marketing purposes. It may not be forwarded to or used by anyone outside of your company without the written permission of the American Institute for Preventive Medicine.
How the Wellness Wizard® Works

The Wellness Wizard®: Determine Your Employee Health Risks, Costs and Savings was developed to help a company learn how many of its employees have health risks and to quantify the cost associated with those risks. This can help an employer decide which wellness programs can improve the health of its employees and reduce the company’s health care costs.

Percent at Risk Data
The Wellness Wizard® uses surveillance data from the U.S. Government’s National Center for Chronic Disease Prevention and Health Promotion to calculate the number of employees nationally who have the following health risks:

- Smoking
- Overweight
- Lack of exercise
- Excessive alcohol use
- High Blood Pressure
- High cholesterol
- Asthma
- Diabetes

This data is based on national averages and is not necessarily the same for your specific company. If, however, the demographics of your employee population are similar to the demographics of U.S. adults nationally, the data should be valid enough for you to know what risks your employees have and what interventions to offer.


Cost Data
To determine the cost associated with each risk the Wellness Wizard® uses the financial data from a number of research studies that appeared in peer reviewed journals. These studies involved over 200,000 employees.

Sources:

Savings Data
The Wellness Wizard® uses the U.S. Government’s Healthy People 2010 objectives to set the risk reduction goals for your employees. This number is then used to determine how much money your company will save on health care costs if the goals are met.


Although the Wellness Wizard® is not an exact tool, it can steer a company in the appropriate directions to improve employee health and reduce costs. If a company wants to learn its specific risks and costs, it can have employees fill out a Health Risk Appraisal (HRA) and/or do a Retrospective Claims Analysis (RCA). These products are also offered by the American Institute for Preventive Medicine.
**Wellness Wizard®**

**ABC Corporation**

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**Calculation of Employee Health Risks & Costs**

<table>
<thead>
<tr>
<th>Health Risk</th>
<th># of Employees with Risk</th>
<th>Total Company Costs/Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Smoking</td>
<td>525</td>
<td>$234,328.50</td>
</tr>
<tr>
<td>Overweight</td>
<td>947</td>
<td>$707,538.92</td>
</tr>
<tr>
<td>No Exercise</td>
<td>596</td>
<td>$264,562.09</td>
</tr>
<tr>
<td>Excessive Alcohol Use</td>
<td>776</td>
<td>$382,691.25</td>
</tr>
<tr>
<td>High Blood Pressure</td>
<td>643</td>
<td>$261,636.70</td>
</tr>
<tr>
<td>High Cholesterol</td>
<td>746</td>
<td>$211,912.61</td>
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<tr>
<td>Asthma</td>
<td>303</td>
<td>$159,075.00</td>
</tr>
<tr>
<td>Diabetes</td>
<td>176</td>
<td>$1,335,875.75</td>
</tr>
</tbody>
</table>

**TOTAL EXTRA COMPANY HEALTH CARE COSTS:** $3,557,620.82

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**Calculation of Savings**

<table>
<thead>
<tr>
<th>Health Risk</th>
<th># of Employees with Risk</th>
<th># of Employees with Risk after Goals are Met</th>
<th>Total Company Savings/Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Smoking</td>
<td>525</td>
<td>263</td>
<td>$117,164.25</td>
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<tr>
<td>Overweight</td>
<td>947</td>
<td>332</td>
<td>$459,900.29</td>
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<tr>
<td>No Exercise</td>
<td>596</td>
<td>298</td>
<td>$132,281.04</td>
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<tr>
<td>Excessive Alcohol Use</td>
<td>776</td>
<td>505</td>
<td>$133,941.94</td>
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<tr>
<td>High Blood Pressure</td>
<td>643</td>
<td>276</td>
<td>$149,132.92</td>
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<tr>
<td>High Cholesterol</td>
<td>746</td>
<td>142</td>
<td>$171,649.22</td>
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<tr>
<td>Asthma</td>
<td>303</td>
<td>115</td>
<td>$98,626.50</td>
</tr>
<tr>
<td>Diabetes</td>
<td>176</td>
<td>66</td>
<td>$834,922.34</td>
</tr>
</tbody>
</table>

**TOTAL COMPANY SAVINGS:** $1,460,002.31

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You can achieve these savings with our Total Health™ Program, a year long wellness communication and education program.

The cost of the Total Health™ Program for all of your employees can be as little as $5,375.00

This comes out to only 0.151% of what your unhealthy employees are costing you.

*See next page for more information about the Total Health™ Program.*

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Total Health™ Program
An Affordable, Easy-to-Implement, Year Long Wellness Program

Year Round Good Health

Month 1
Health Risk Appraisal + Summary Report + e-Newsletter

Month 2
Health Coaching + e-Newsletter

Month 3
Healthier at Home® + e-Newsletter

Month 4
e-Newsletter

Month 5
HealthTracker® + e-Newsletter

Month 6
e-Newsletter

Month 7
Permafold® + e-Newsletter

Month 8
e-Newsletter

Month 9
e-Newsletter

Month 10
CareKit® + e-Newsletter

Month 11
e-Newsletter

Month 12
e-Newsletter

Year Round: Online Wellness Library

“The health education products and services provided by AIPM have been very beneficial to our UAW members and their families.”

— Kenneth Young, Coordinator, Benefits, Joint Insurance Committee, UAW-Chrysler, Detroit, MI
Available in Print or Electronically

This comprehensive program includes an array of health care products, coupled with a monthly newsletter, to deliver a full year of wellness. The Institute’s Healthier at Home® self-care guide alone has been proven to reduce health care costs an average of $71.41 per employee in only 9 months.

**Total Health™ Program Includes:**

- **HRA & Summary Report.** A confidential questionnaire and printout identifies health risks. Company receives an aggregate report.

- **Health Coaching.** Our coaches use the results of an employee’s Health Risk Appraisal (HRA) to identify their risk factors and assist in setting goals for desired behavior change. Additional coaching calls covering various lifestyle areas can be added.

- **Health Newsletter.** Your employees will receive an attractive, full color, 8 page electronic wellness newsletter every month. (Printed copies are also available.)

- **Healthier at Home® Self-Care Guide.** Over 25% of physician visits and 55% of E.R. visits are unnecessary. Studies on our self-care guides alone have demonstrated an average savings of $71.41 per employee in 9 months.

- **HealthySavings™.** Provides 101 ways consumers can save money on health care costs. (Can be replaced with another Tracker™ title.)

- **First Aid Permafold®.** A 12 panel health guide printed on “coffee-proof” plastic for durability. (Can be replaced with another Permafold® title.)

- **Cold & Flu CareKit®.** This credit card size product fits in a wallet or purse. (Can be replaced by another CareKit® title.)

- **Online Wellness Library.**
  - Healthier at Home®
  - A Year of Health Hints
  - Tip of the Day

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**The printed Total Health™ components can be bulk shipped or mailed to individual homes.**

<table>
<thead>
<tr>
<th># Employees</th>
<th>Total Health™ (printed)</th>
<th>Total Health™ (electronic)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>PEPM w/o Coaching</td>
<td>PEPM w/ Coaching</td>
</tr>
<tr>
<td>10-99</td>
<td>$2.50</td>
<td>$4.40</td>
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<td>100-249</td>
<td>$2.40</td>
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<tr>
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<tr>
<td>1,000+</td>
<td>Call</td>
<td>Call</td>
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