

9Health:365
Comprehensive

**Health, Volunteers
and so much
more...**



**SERVE TO
CHANGE LIVES**

21 September 2021

Katherine Hauff, Business Development Member Partnerships

365



The 9Health:365/ Rotary District 5450 Rotary Club of Conifer

1. Rotary and 9HealthFair – what have we done together
 2. *Introduction: 9Healthfair is now 9Health:365*
 - *Why and what is the same*
 - *Where we need help*
 - *Vaccinations*
 - *Health Fairs*
 - *What's new?*
 - *Comprehensive*
 3. Discussion – Organizational Synergies
 - Volunteers
-
1. Next Steps and Mutual Path Forward

9Health:365



About Us

- A non-profit shaped by a statewide coalition of volunteer health leaders committed to keeping Coloradans healthy for the past 41 years
- 125 health fairs per year has morphed into preventive health solutions year-round as prevention matters every day
- \$1.9B+ savings generated annually for our health system and Coloradans
- Statewide contribution to greater health equity

Mission

9Health:365 advances health awareness, providing people with the tools they need to take responsibility for their own health.

2021/2022 Outreach: COVID Vaccines (CDC grant & clinics)

Powering the comeback!

Volunteer opportunities

- Spanish speaking volunteers at all vaccine clinics
- Help with canvassing around vaccine clinics
- RNs, MA, EMTs, Paramedics, PAs, MDs to help vaccinate and do Observation at clinics

1st Doses		
Race	Percent of Race	Count
Asian or Pacific Islander	3.10%	479
Black or African American	4.52%	700
Caucasian	34.78%	5383
Hispanic or Latino	46.97%	7269
Native American	0.55%	85
Other	2.47%	382
Race / Ethnicity	0.01%	1
Two or More Races	1.32%	205
Total	100.00%	15476

2nd Doses		
Race	Percent of Race	Count
Asian or Pacific Islander	3.13%	367
Black or African American	4.65%	545
Caucasian	33.73%	3958
Hispanic or Latino	46.95%	5509
Native American	0.49%	58
Other	2.95%	346
Two or More Races	1.54%	181
Total	100.00%	11733

Boosters (3rd Doses)		
Race	Percent of Race	Count
Caucasian	9.09%	3
Hispanic or Latino	90.91%	30
Total	100.00%	33

Total Doses by Race		
Count	Percent of Total	Count of Race
Asian or Pacific Islander	3.10%	
Black or African American	4.57%	
Caucasian	34.30%	
Hispanic or Latino	47.01%	
Native American	0.52%	
Other	2.67%	
Race / Ethnicity	0.00%	
Two or More Races	1.42%	
Total	100.00%	



Location Name	DATE	Hours
Arvada Covenant Church (Arvada)	25-Sep	7 to noon
CEC Early College Aurora	25-Sep	
Word of Faith/Life Center (Pueblo)	2-Oct	10am to 2pm -In conjunction with vaccine clinic
Dove Creek Roads & Bridges Dept (Dove Creek)	2-Oct	7 to 11:00
Boulder JCC (Boulder)	3-Oct	9 to 1:00
FACC Edgewater	3-Oct	10 to 3:00
CEC Early College Denver	9-Oct	8 to noon
Mercy Housing/Frances Heights (Denver)	15-Oct	
Platt Canyon High School (Bailey)	16-Oct	8 to 1:00
Mariposa/La Alma Rec Center (Denver)	16-Oct	8 to noon
Colorado Sports Leadership Academy(Westminster)	16-Oct	8 to noon
Discipline Mission Korean Church of Denver	16-Oct	8 to noon
Anytime Fitness - Elizabeth	Oct. 23	9 to noon
Nederland Community Center (Nederland)	13-Nov	9 to noon
<u>Feria de salud at commerce city family 9health fair at adams city high school</u>	13-Nov	7 to noon

2021 Health Fairs!!!!

- Health Fairs are Back!
 - Volunteer opportunities - Medical and Non-medical volunteers to help at health fairs in late September through mid-November

The Misalignment between Prevention and Benefit: Insurance, Employers and Employee Health

Income & Health

78% of workers live paycheck-to-paycheck

People in poor financial shape are **significantly less likely** to practice healthy physical habits:

59% do not get routine check-ups

60% do not get regular exercise

38% are more likely to skip preventative health measures due to cost

Some **preventive screenings plummeted over 94%** (ex. colon cancer) during the pandemic.

\$16,000 per year - the personal financial impact of a diabetes diagnosis

The Impact to Mental Health

During the pandemic – the US saw a **300% average increase** in patients presenting with behavior health concerns.

58% of workers report physical symptoms due to financial stress

“Practically Inaccessible”

Cost of health Insurance: Health insurance costs have risen 43% in the past decade **outpacing wages and labor**

Impact to Business: Either terminating health care benefit or delaying until more profitable

Functionally Uninsured

US average medical is **79% higher than it was in 2010**

Colorado Median out-of-pocket spending on medical care among people with employer coverage: **\$1,150/yr**

1 in 5 Coloradans forego a doctor, specialist or prescription **due to cost**

Access to the preventive care and support individuals need to drive the behavior and life choices necessary to achieve optimal health and prevent/treat chronic disease is not possible under the current health care delivery system.



Access is COMPLEX

Access is LIMITED

Access is UNSUSTAINABLE

Access is OUT OF REACH

Health illiteracy rates are high and navigation to the right resource for the right care at the right time and location remains unclear.

Most insurance only includes 1 wellness visit per year by appointment only during office hours.

Physician and medical professionals do not have the time to support the “daily conversations” necessary to support behavior and lifestyle changes.

High deductible plans mean many are “functionally uninsured” for preventive care needs.

What is an ounce of prevention worth?

What if there was a better way?

Re-Imagining Preventive Health in a Post COVID-19 World



9Health:365 Comprehensive:

The [“9Health Fair in your pocket”](#) - giving individuals *instant and unlimited access* to the medical advice from the medical professionals you have come to trust.



Annual blood screening providing more than 28 critical measures of overall health



Unique to 9Health:365- trusted education, content, and inspiration to keep people engaged, curious, motivated, learning, and moving towards better health



One-year subscription to on-demand, text-first telehealth, delivered by licensed physicians
24/7/365



9Health:365 Comprehensive:
Preventive insight provided by Screenings



Participant: [Redacted]
Fair: Quest Patient Service Center (Closed) (03/2020)

Blood Chemistry		Result		Reference Range
Muscle Bone Function	Calcium	TNP	Normal	8.9–10.4
	Magnesium	TNP	Normal	1.5–2.5
	Phosphate	TNP	Normal	2.5–4.5
Heart Health	Cholesterol	TNP	Normal	<170
	HDL (High Density Lipoprotein)	TNP	Normal	>45
	Triglycerides	TNP	Normal	<90
	LDL (Low Density Lipoprotein)	TNP	Normal	<110
	Cholesterol/HDL Ratio	TNP	Normal	≤ 5.0
Electrolytes	Chloride	TNP	Normal	98–110
	Potassium	TNP	Normal	3.8–5.1
	Sodium	TNP	Normal	135–146
Liver and Kidney Function	Alkaline Phosphatase	TNP	Normal	48–230
	Bilirubin, Direct	TNP	Normal	≤ 0.2
	Bilirubin, Total	TNP	Normal	0.2–1.1
	BUN (Blood Urea Nitrogen)	TNP	Normal	7–20
	Creatinine	TNP	Normal	0.60–1.26
	GGT (Gamma-Glutamyltransferase)	TNP	Normal	9–31
	AST (Aspartate Aminotransferase)	TNP	Normal	12–32
	ALT (Alanine Aminotransferase)	TNP	Normal	8–46
	Protein, Total	TNP	Normal	6.3–8.2
Gout	Uric Acid	TNP	Normal	2.1–7.6
Thyroid Function	TSH (Thyroid Stimulating Hormone)	TNP	Normal	0.50–4.30
Diabetes	Glucose	TNP	Normal	65–99 Fasting
Red Blood Cell Function	Iron	TNP	Normal	27–164
Other Health	Lactate Dehydrogenase (LDH or LD)	TNP	Normal	100–220

Heart Health

Cholesterol

TNP

Normal

<170

Description

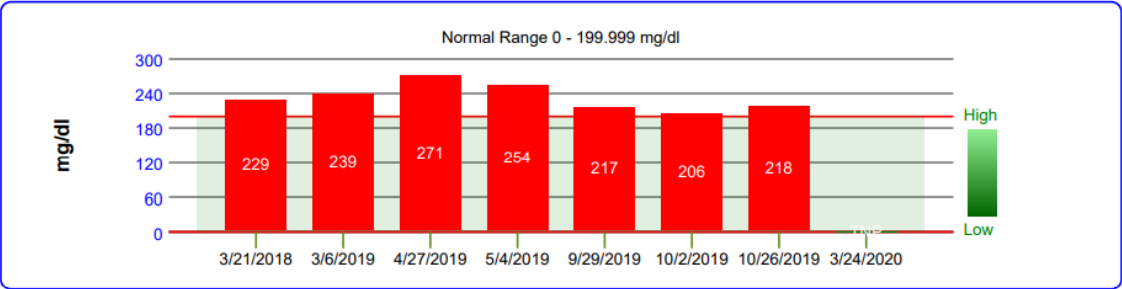
How To Maintain

Total Cholesterol is a combination of three types of cholesterol: HDL, LDL and part of triglycerides. High cholesterol may put you at risk for heart disease or stroke. A low cholesterol measurement can indicate other health conditions. It is possible for your total cholesterol to be high when your other cholesterol results are in healthy ranges. In this case, we recommend focusing on your triglycerides (if available), LDL and HDL cholesterol results. If your result is out-of-range, please make sure to discuss this with your health care provider.

Keep it interesting: Try new exercise activities to improve your overall fitness and prevent boredom.

Cut down on your sugar intake: Resist the temptation to purchase cupcakes and cookies. Try eating vegetables for a healthy snack.

Choose fish rich in omega-3 fatty acids: Try using canned tuna or salmon for sandwiches.





ONLINE SCREENINGS, TOOLS AND RESOURCES

Always accessible, free digital tools to assist anyone with preventive health 365 days of the year.

Carefully curated and vetted resources for everyday of the health journey.

Axiety Screening

Over the last 2 weeks, how often have you been bothered by any of the following?

Please note, all fields are required for this screen.

1. Feeling nervous, anxious, or on edge *

Not at all <input type="radio"/>	Several days <input type="radio"/>	More than half the days <input type="radio"/>	Nearly every day <input type="radio"/>
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2. Unable to stop or control worrying *

Not at all <input type="radio"/>	Several days <input type="radio"/>	More than half the days <input type="radio"/>	Nearly every day <input type="radio"/>
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3. Worrying too much about different things *

Not at all <input type="radio"/>	Several days <input type="radio"/>	More than half the days <input type="radio"/>	Nearly every day <input type="radio"/>
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Mental Health Check
[Learn More](#)



Medicare Plan
Selection Tool
[Learn More](#)



Manage Your
Healthcare Tool
[Learn More](#)



Heart Health Check
[Learn More](#)



Resources To Stay
Healthy, Everyday
[Learn More](#)

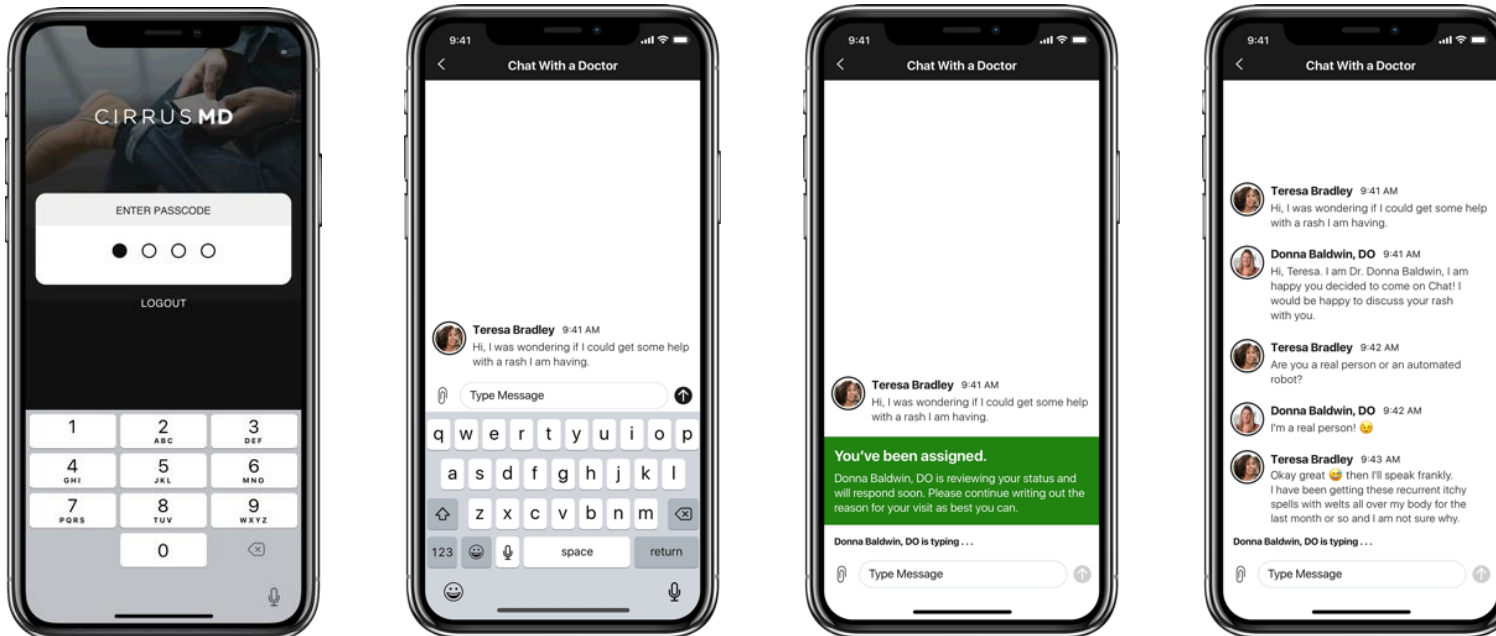


9H:365 Comprehensive Telehealth

Give your team the benefit of wellness in the palm of their hands!

Physician Specialty Clinic - 100% Human. Physicians delivering the care they were trained to do, with the follow up you need to stay on track.

Barrier-free asynchronous care our busy lives. **No** appointments or time limits. Use **anywhere**. Connect to a licensed physician in **less than 60 seconds**.



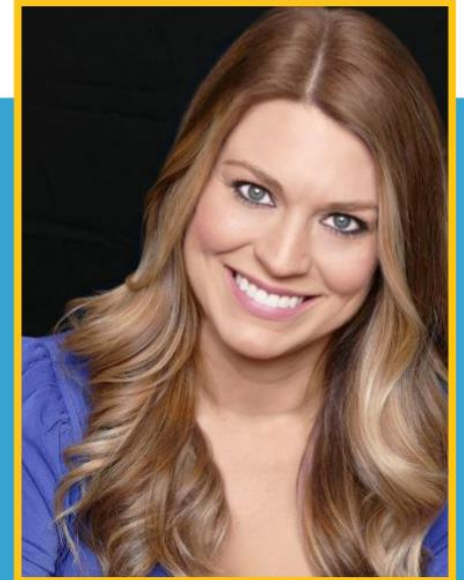
Anna's Story

- Lifelong struggle with depression.
- Self-insured – pays \$111 co-pay every time she sees her primary care physician
- Started using 9Health:365 Telehealth
- Coordinated with her primary care physician to supplement her care
- She was able to add her medical history to our telehealth app, which helped the doctor's diagnosis.



“ WITH 9HEALTH:365 TELEHEALTH, I LOVED HAVING THE ABILITY TO IMMEDIATELY ADDRESS MY DEPRESSION SYMPTOMS BEFORE THEY GOT OUT OF CONTROL. PLUS, THE DOCTOR FOLLOWED UP WITH PUSH NOTIFICATIONS TO HELP KEEP ME ON TRACK! ”

- Anna Bliska, Realtor





“8 in 10 people report COVID-19 made telehealth “an indispensable part of the healthcare system.”*

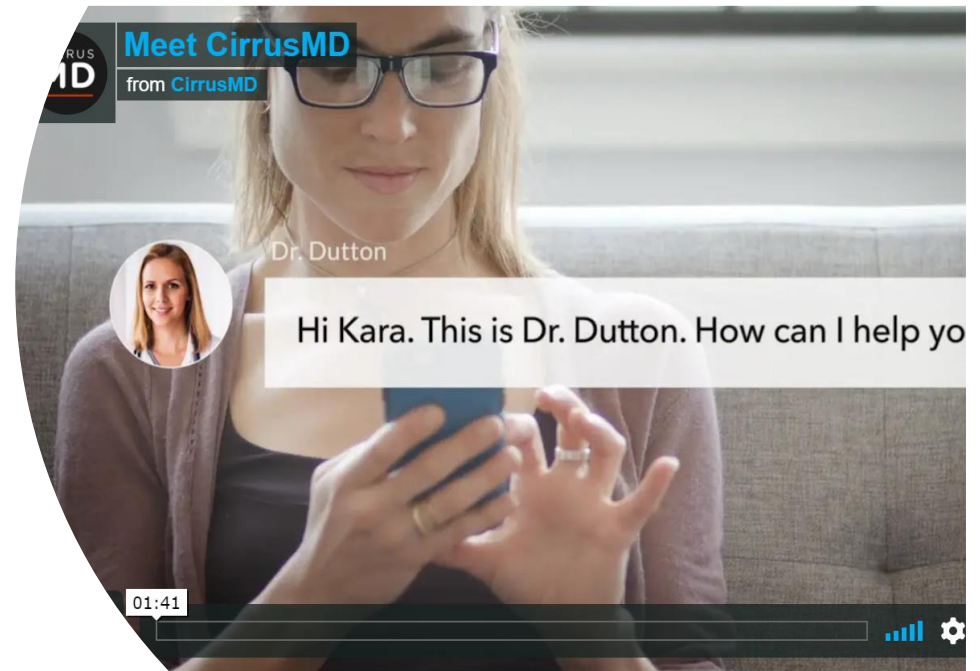
Access to 24/7 TELEHEALTH PRIMARY CARE

- Follow-up on screenings
- Know how to access care wisely
- And know 9Health has partnered with the best out there for primary care telehealth,

Results:

93% user satisfaction

\$398 avg. savings per visit



Health is a **year around event** – not just a one and done fair.
365:Comprehensive is the evolution of the health fair to support **365 days of optimal health**

Access is SIMPLE

Physicians and your fingertips to help provide **“physician led navigation”** to ensure the **right route** to the **right care** at the **right time**

Access is UNLIMITED

24 hours a day, 365 days a year – all year long in all 50 states

Access is SUSTAINABLE

Screenings + Telehealth + KnowHow – leveraging the power of physicians and technology to provide **unlimited advice** from medical professionals

Access is WITHIN REACH

For a **“flat rate” of \$99pp** – its instant & affordable access providing the tools & knowledge to take charge of your health with the freedom to do it on your own terms.


What is an ounce of prevention worth?

2021 Comprehensive – Health Fair Pilots

- Arvada Covenant (9/25)
- Dove Creek (10/2)
- Platte Canyon HS (10/16)
- Anytime Fitness – Elizabeth (10/23)



9Health:365

A person wearing a blue shirt, black shorts, a white helmet, and a backpack is riding a mountain bike on a dirt path through a field of tall green plants. In the background, there are dense green forests and a large mountain range under a blue sky with scattered white clouds.

The opportunity
to live life
the way you want
rests largely on the
basic human
element of
HEALTH

You 
IN CHARGE

**WE HELP CONNECT
COLORADANS LIKE YOU TO
MORE WAYS AND MORE
RESOURCES TO OWN YOUR
HEALTH JOURNEY.**

9Health
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Cost of health Insurance: Health insurance costs have risen 43% in the past decade **outpacing wages and labor**

Impact to Business: Either terminating health care benefit or delaying until more profitable

Median out-of-pocket spending on medical care among people with employer coverage (Colorado): **\$1,150/ yr**

For **every dollar spent** on health care benefits, **another \$0.61 is spent** on illness-related absence, disability, and reduced work output.

What is an ounce of prevention worth?

Next Steps

1. How well do you know your own **health**? Do you want to know **more**? Do you want to do **more**?
2. If you had the tools to **change your health**, what would that mean to you?
3. If you could have access to a doctor **wherever and whenever**, how would that change your health?
4. How would better health change how you, your family, and your community **enjoy life**?
5. What would it mean to **your district, your staff, and their families** if you could enhance your health benefits?

If you want to learn more contact

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Thank you!