

### **The Problem (16 minutes)**

Continuously rising cost of healthcare insurance premiums for employees is hard to manage by the employer

Average family of four has insurance cost of \$23,000

Shocks occur when the need for using the insurance arises

Elder employees are a risk for employers because of healthcare insurance cost

Unintended consequences of employer-based health insurance

A million bankruptcies in the U.S. per year and 60% are health cost related and most of them also have health insurance that was insufficient to save them from ruin.

Employees with very expensive health issues can sink a company trying to carry insurance for employees

Healthcare costs are burdening the entire economy; there is a dark cloud over our economy that must be solved

### **How Private Healthcare Insurance Works (17 minutes)**

The insurance companies are specialists at figuring out ways of covering less or paying less the sicker you are

The insurance providers decrease choice for doctors and patients

Medicare is a successful insurance for those who are eligible for it and it has very low administrative overhead cost

The administrative inefficiency of the current system is very costly

Every physician spends \$84,000 a year just to interact with the private health insurance industry

Insurance companies increasingly are the force in the room unseen but powerful determining what care will be delivered

Thirty-three cents of every premium dollar paid by employers for the insurance plans for their employees goes to cover administrative inefficiencies for the current system.

What keeps insurance company CEOs up at night is the worry that other business CEOs will eventually come to realize that the insurance providers add more cost than value to our healthcare system

Single payer is not a government takeover of healthcare, doctors and hospitals remain independent to serve as they currently do under Medicare

### **Benefits of Single Payer System (3 minutes)**

Comprehensive care with low overhead administrative costs like in Taiwan

Our current broken healthcare system is the most rationed healthcare system in the world

Up to 84,000 lives annually could be saved if the U.S. lowered its preventable death rate by removing current financial access barriers of our current system

### **Review of the Canadian Single Payer Healthcare Financing System (11 minutes)**

Good quality care

Non-stressed physician providers / No government interference

Efficient, unencumbered billing procedures

The myth about Canadians dying on waiting lines is simply that... it's a myth

There is no increased tax burden for Canadians relative to U.S. citizens

Canadians are satisfied and happy with their system

Single payer in Canada offers competitive advantage to manufacturers

How can Americans prefer a system where the employer has all the hassle of providing private health insurance, the huge cost of it, and the risks and uncertainty of it?

### **Advantages to Employers for Them to Get Out of the Health Insurance Business (2 minutes)**

Labor negotiations do not have to include disputes over health insurance benefits  
Corporate executives know waste and see waste in current private healthcare insurance system

Instead of high insurance premiums there's a simple fee like that paid for Social Security and the company gets out of the healthcare business

### **Controlling Waste in Healthcare (8 minutes)**

Our current healthcare system has about 35% waste and it is hard to cut that down with a multi-payer system

No way to control irrational variability and no way to control purchasing costs

Currently, there's no accountability, the buck doesn't stop anywhere, the system is not in control

All comparison studies show that single payer saves money

Just imagine what it would mean for this country if we could reduce our healthcare bill. Imagine what it would mean for our infrastructure, our disposable income, for our overall economic vitality. Imagine what it would mean for our business community not to have this albatross around their neck. It would be extraordinary.

**Richard Masters, CEO / Founder MCS Industries, Inc.**

16:04

I remember 35 years ago, when healthcare was affordable. M.C.S. had great insurance, full coverage with minimal deductibles. U.S. employers across the country provided well for their employees, no worries. That's all been eroded by a relentless increase in healthcare costs. Today, there's a dark cloud of anxiety in the country, a dark cloud over our employees. They're one diagnosis, one accident away from financial disaster. A few sick employees can take down a company. The dark cloud hangs over our cities – no money for infrastructure, no money for schools, high taxes. That dark cloud hangs over our whole economy, causing flat wages and no money to spend to fuel real growth. It's a problem that we have to solve.

**Donald Light, Harvard, Safra Center for Ethics**

18:51

The insurance companies are specialists at figuring out ways of covering less or paying less the sicker you are.

**Kevin Outterson, Professor of Health Law, Boston University**

19:30

People have precious little choice today. Frequently, people will look at their plan and realize that their doctor is not on any of their plans.

**Michael Gusmano, PhD, Hastings Institute, Co-Director, World Cities Project**

23:11

Medicare isn't the problem. It's a wonderful example of the kind of solution that actually works and is consistent with the international standards in healthcare.

**Wendell Potter, Author: Deadly Spin**

24:00

One of the reasons why hospital bills are so high, why we are charged so much by doctors is because they have to spend a lot of resources. They have to hire staff who do nothing more than engage in a nitpicking war with the insurance companies on a daily basis to make sure that they are getting paid appropriately.

**Michael Lighty, Director of Public Policy, CA Nurses / National Nurses United**

28:31

So, insurance companies increasingly are the force in the room unseen but powerful. When you're in the hospital room that's who is really driving a lot of the decisions that are made – how long you're going to be in the hospital, what drugs you're going to be given, what access to providers or tests that you have, those things are increasingly driven by the insurance company reimbursement.

**Wendell Potter, Author: Deadly Spin**

31:10

What keeps insurance company CEOs up at night is the worry that other CEOs will eventually come to realize that they add more cost than value to our healthcare system and that, more and more employers, corporate executives are beginning to understand that. Since I have been known as an outspoken critic of the industry and an advocate for change, I've gotten calls from a lot of people that I used to work with who have said, "Thank you for doing what you're doing. You are telling the truth."

**Chuck Pennacchio, PhD, Executive Director, Healthcare for All Pennsylvania, 2006-2015**

34:30

Our current broken healthcare system is the most rationed healthcare system in the world. That's why a third of Americans don't get the healthcare they need.

**Jim Stanford, PhD, Economist, Author: Economics for Everyone**

43:58

There is a huge amount of mythology and propaganda that I know is promoted in the United States, all kinds of lies about the supposedly poor quality of our healthcare, the supposedly huge cost of our healthcare system.

**Theodore Marmor, Professor Emeritus of Public Policy, Yale University**

46:30

What we have now by comparison with Canada are the consequences of complexity, of not knowing what you're entitled to, of excessive preoccupation with choice of insurance plan of facing high deductibles and co-insurance which the Canadians don't. And of living with a situation in which, even if you were insured, the fearfulness of things falling outside the insurance package worry Americans.

**Dave Steil (R) PA Representative 31<sup>st</sup> District, 1993-2008**

48:22

Business, when they look at the single-payer model, will come quickly to the conclusion that it is the least expensive, the most supportive of a free market and will have the most direct effect on their costs of operation.

**Donald Berwick, MD, MPP, Former Chief Administrator, Medicare/Medicaid Services**

50:22

You see, there's no accountability. The buck doesn't stop anywhere. The system is not in control. With a single payer, there's more clout. There's more chance to push back and to push back on prices, to say no to prices increases and forms of pricing that just make no sense.

**David Himmelstein, MD, Professor, CUNY School of Public Health**

55:18

It really holds out the hope of reclaiming our profession as a caring profession instead of a business, and it says to our colleagues, "You're going to be able to take care of your patients according to your best judgement medically." Small private practice would be viable under single-payer, and regaining control of medicine as a calling would be viable under single-payer, and that's why it's popular with our colleagues.

**Richard Masters, CEO / Founder MCS Industries, Inc.**

56:44

Just imagine what it would mean for this country if we could cut our healthcare bill by 25 percent. Imagine what it would mean for our infrastructure, our disposable income, for our overall economic vitality. Imagine what it would mean for our business community not to have this albatross around their neck. It would be extraordinary.