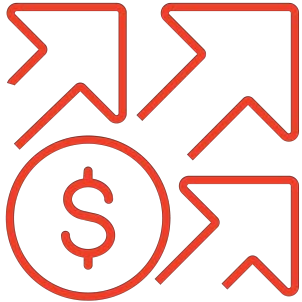


lifestyle
management

A Tailored Health
Management Program

Trustmark

Cost of Poor Employee Health



75% of US healthcare dollars go to treatment of chronic diseases*

4 Health Risks:

- Tobacco use
- Poor nutrition
- Lack of exercise
- Excessive alcohol consumption

Business Impact:

- 29 unproductive days
- 4 absent days

**Centers for Disease Control and Prevention*

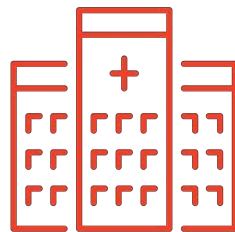
Why Population Health Management?

- Contains health care costs
 - Reduces high cost utilization
 - Increases productivity and employee retention

ER Visits and Hospital Admissions Over 12 Months*

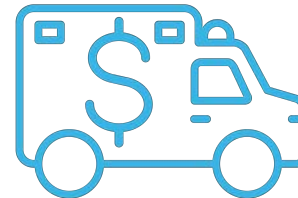


18.4%

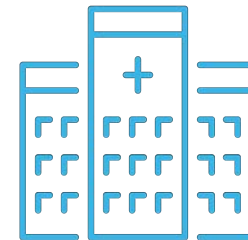


10.1%

low well-being



9.6%

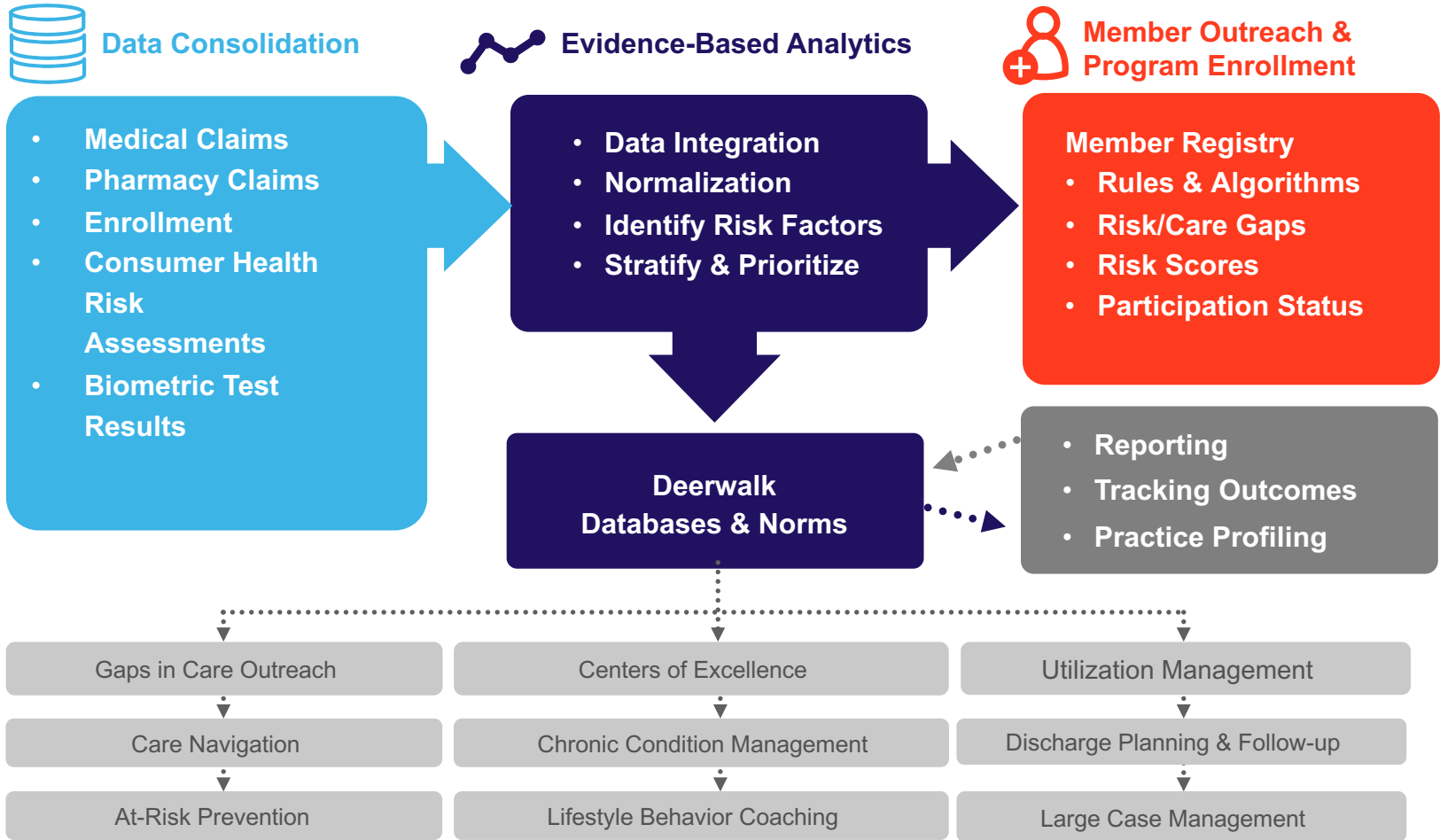


5.3%

high well-being

*Evaluation of the Relationship Between Individual Well-being and Future Health Care Utilization Cost, Population Health Management, 2012

Why Lifestyle Management?



Lifestyle Management Case Study #1

Background

- Manufacturer with 2,000 full time employees and members
- The organization had their own population health management program and moved to Lifestyle Management to drive employee engagement and improve overall health outcomes

Successes

- HRA participation was **55%**
- Health screening participation was **69%**
- Health advising participation was **80%**
- Preventive screening compliance for men **increased 16.3%**
- Tobacco use **decreased from 13.1% to 9.8%**
- Average high health risk per participant **decreased from 1.69 to 1.53**

“Since stating the coaching program I have been sticking to my goals and exercises. I feel good about myself.”

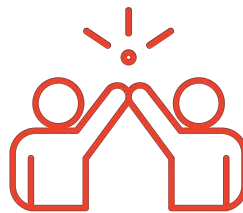


Lifestyle Management Case Study #2

Background

- Hospital system with 2,400 full time employees and members
- The organization had their own population health management program and moved to Lifestyle Management to solve for low employee engagement and overall results

“Thank you for everything you have done to provide us and our employees exceptional service, support and personal guidance”



Successes

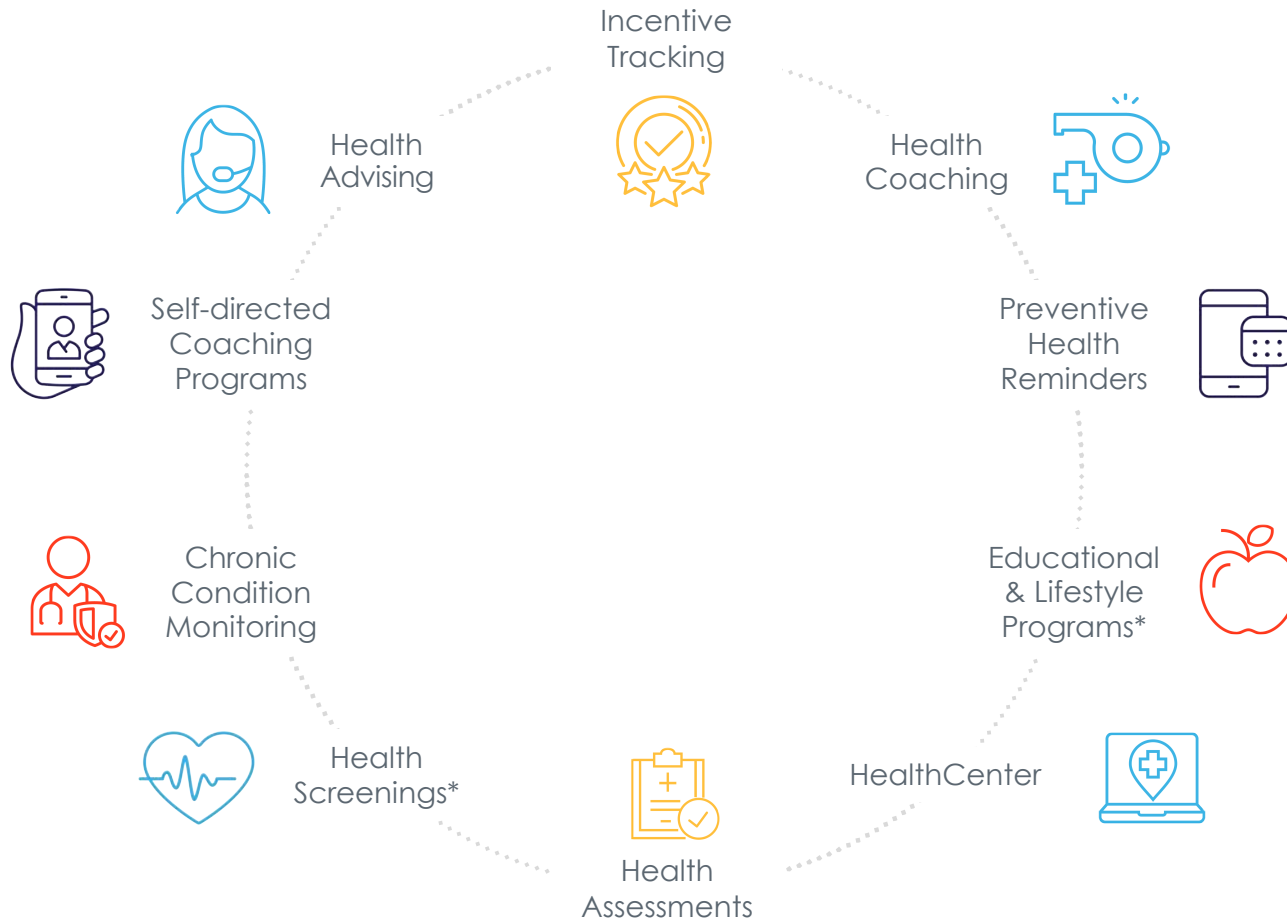
- HRA participation was **68.7%**
- Health screening participation was **57%**
- Health advising participation was **81%**
- Preventive screening compliance **increased 7% for men and 5% for women**
- Physical activity risk **decreased from 39% to 31.7%**
- Average high health risk per participant **decreased from 1.71 to 1.45**

Meet Lifestyle Management



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Solutions for Employee Health

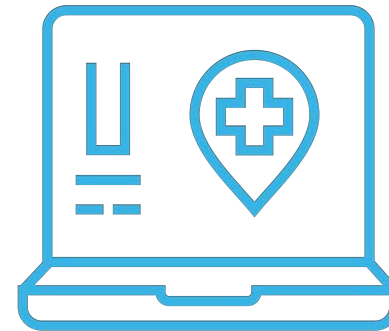


**Add-on available at an additional cost*

@2020 – Confidential and Proprietary
Trustmark Health Benefits, Inc. is a subsidiary of Trustmark Mutual Holding Company.

Health Risk Assessments

- 15-20 minute completion time
- Evaluates biometrics, lifestyle and psychosocial questions, stages of change and productivity
- Tailored report/programming
- Aggregate reporting/sub-reporting for clients



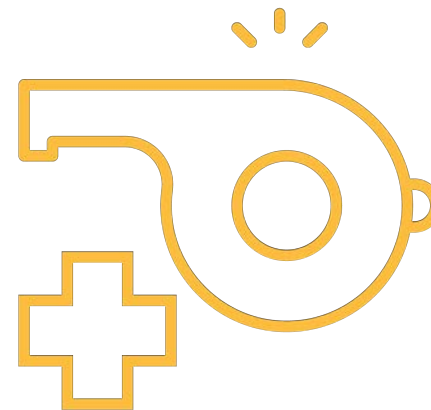
Health Advising

- Leverages teachable moment
- Multiple delivery modes
- One-time conversation
- Improves coaching enrollment



Health Coaching

- Supports positive lifestyle changes
- Flexibility to interact with coach via Web, mobile device, phone and print
- 13 areas focused on physical activity, healthy eating and healthy living



Self-Directed Coaching Programs

Members can choose from **seven** interactive, online coaching programs that allow them the flexibility in setting their own program schedule.



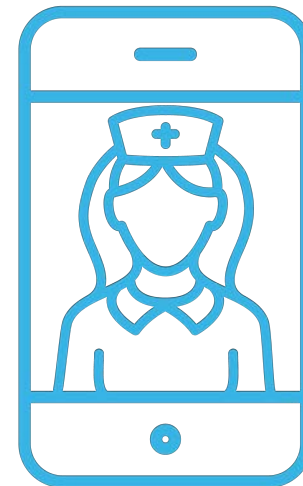
Chronic Condition Monitoring

- Identify members with chronic conditions:
 - Asthma
 - Diabetes
 - Chronic Back Pain
 - Coronary Artery Disease
 - COPD
 - Congestive heart failure
 - Depression
 - Hypertension
 - High cholesterol
- Gaps in care
- Letter to primary care physician
(when possible)



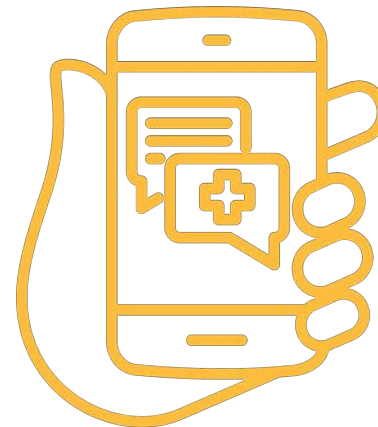
Nurse Coaching

- Targets top at-risk members with chronic conditions that could affect the plan's bottom line in next 12 months
- Registered nurses engage identified members
- Nurses and coaches refer cases based on member needs



Preventive Care Reminders

Members who are overdue for preventive health tests and screenings, based on age and gender, receive friendly reminders.



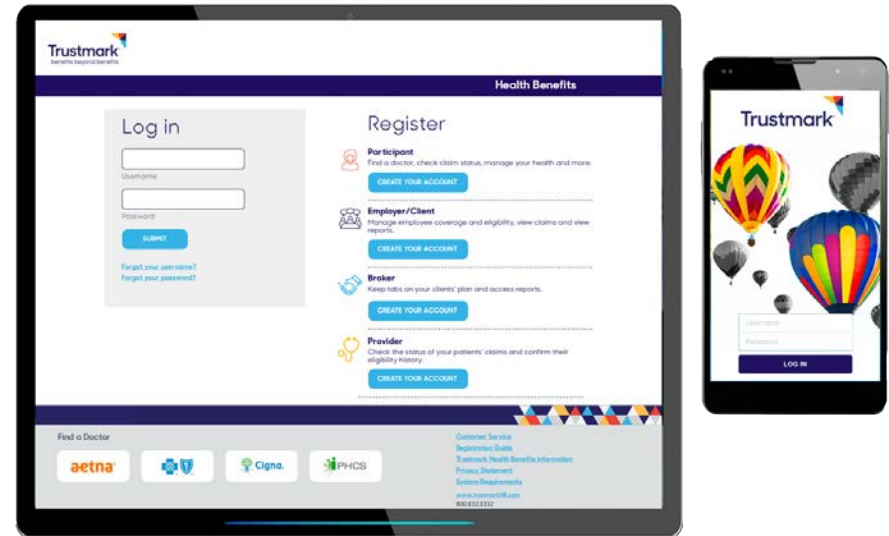
Incentive Tracking

- Assessment completion
- Screening completion
- Health Advising completion
- Health Coaching Enrollment
- Nurse Coaching Enrollment
- Self Directed Coaching completion



HealthCenter

- Drives engagement through tools and resources
- Single sign-on from myTrustmarkBenefits.com to HealthCenter
- Health assessments
- Health trackers
- Screening scheduler
- Incentive tracking system
- And more



Program Reporting

Comprehensive reporting package that shows:

- Lifestyle Management Clinical reporting provided every 6 months
- Health Risk Assessment outcomes
- Web portal utilization
- Health Advisor enrollment
- Health Coaching outcomes, progress, and participant satisfaction
- Health Screening outcomes and satisfaction (if services are utilized)



Optional Services Available with Lifestyle Management



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Educational Programs

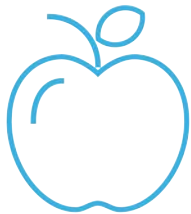
Our educational webinars address specific health issues and are available throughout the year.



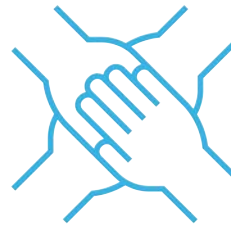
Fitting in Fitness



Managing Stress



Healthy Eating



And more!

This service is available as a buy up solution.

Lifestyle Programs

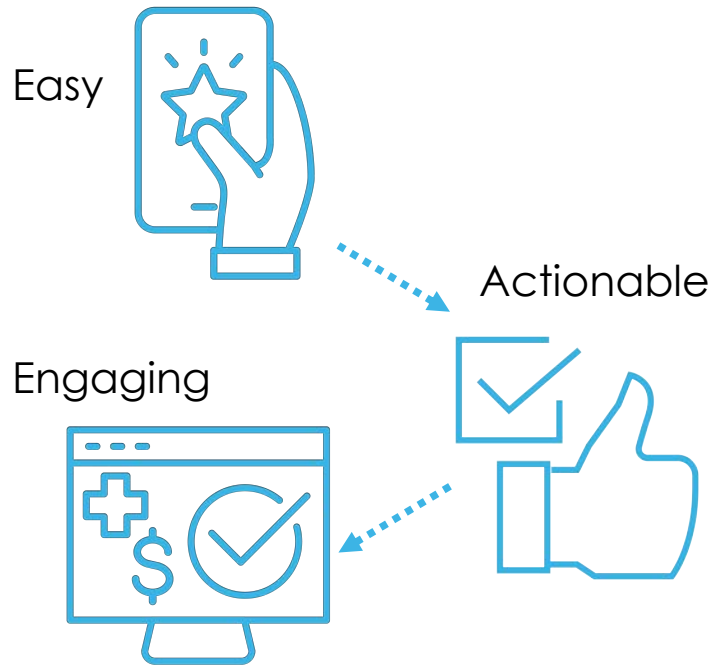
Our lifestyle programs are designed to enhance the health on an employee entire population and are available throughout the year.



This service is available as a buy up solution.

Onsite Health Screenings

Participant Experience



Client Experience



Alternative means and third party screens available as alternative solutions

Onsite Health Screenings

- Online scheduling available
- Knowledgeable staff deliver screenings
- Screenings report on:
 - Total cholesterol, HDL/LDL, Triglycerides, TC/HDL ratio and glucose
 - Blood pressure
 - Height / weight / BMI
- Immediate report available to participants
- Client aggregate results summary



Questions



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