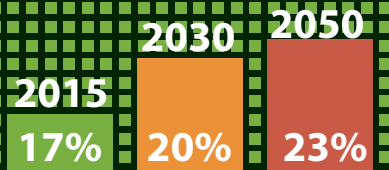


MEDICARE ENROLLMENT

Booming Boomers



MEDICARE ENROLLEES
(% of U.S. Population)

10,000
new
Medicare
enrollees
each day

6 squares = approx. 1 million people
2016 U.S. population: 320 million
2050 U.S. population est. 401 mil.
Source: Pew Research

55 million
Americans
on Medicare
in 2015

82 million on
Medicare
by 2030

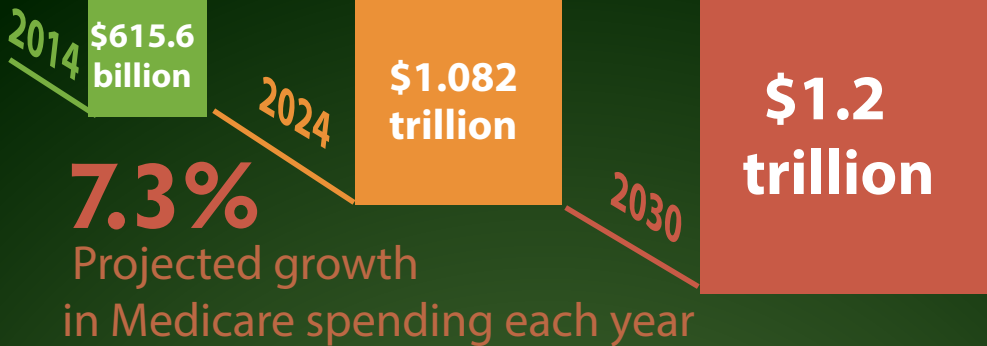
92 million
in 2050

By 2030, 1 in 5 Americans will be eligible for Medicare.



MEDICARE COSTS

Billion \$\$ Boomers



1/2 American adults has at least 1 chronic illness

2/3 Medicare enrollees have 2+ chronic conditions (93% of Medicare costs)

1/3 of Medicare enrollees has 4+ chronic conditions (75% of Medicare costs)

PRIMARY CAUSES OF CHRONIC DISEASE

BIG 4 RISK FACTORS

- Inactivity
- Poor nutrition
- Tobacco use
- Alcohol abuse

SAFETY & ADL

Activities of Daily Living

THE RISING COST OF FALLING:

Treating fall injuries is very costly. 2013 medical costs totaled \$34 billion. Medicare pays for about 78% of the costs of falls (\$26.5 billion)

75% More than 75% of U.S. health care spending is to treat chronic conditions that are largely preventable.

Better Health for Boomers

JULY 2015: A PARADIGM SHIFT

CDC (Centers for Disease Control) and CMS (Center for Medicare Services) shift from a **Reactive Care** model to a **Preventive Care** model

REACTIVE CARE



Treat patients only after they have chronic or serious illness

PREVENTIVE CARE



Provide screenings, identify risks, promote healthy lifestyle

Health Risk Assessment (HRA)

Requirements of a Good **MEDICARE HRA**

- Gather preventive care history
- Assess Activities of Daily Living (ADLs) and IADLs
- Assess depression risk
- Review safety practices
- Promote social well-being



49 million

Part B enrollees eligible for Annual Wellness Visit and Medicare HRA (Health Risk Assessment)

WellSuite® IV HRA for Medicare

Tailored to the needs of the Medicare population, this HRA is NCQA certified and meets federal and state requirements.

Request a demo of the WellSuite® IV HRA for Medicare. Visit our website: Wellsource.com

