

In partnership with Botetourt County

TRAINING FOR EMPLOYEES ON
NEW WORLD MEDICAL NETWORK



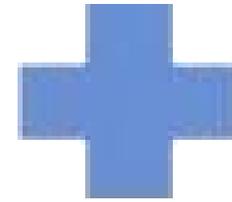
What is New World Medical Network?

- ▶ New World Medical Network is simply an overlay to your existing health plan to give You more healthcare options and savings.
- ▶ What do You mean by that?
 - ▶ You can choose to go local and have your medical procedure or You can choose to have the procedure for FREE and even earn a bonus of 20% of the savings up to \$2,000.

▶ **LET'S EXPLORE HOW THIS WORKS...**

Why use New World Medical Network?

New World provides access to high-quality, affordable healthcare procedures at accredited facilities that are a short plane ride away.



The procedure will be FREE and You will also earn a bonus of 20% of the savings up to \$2,000.

What are the benefits to using the New World Medical Network?

- ▶ More healthcare options
- ▶ Wider access to experienced physicians
- ▶ Paid travel for You and a companion
- ▶ Receive a bonus for using the network
- ▶ It's free to You as an employee

So what's the catch? There is none. We simply want to reward for reducing health care costs.

Why is this good for us?



Simply. It's GREAT CARE FOR FREE.

The quality care afforded by this network saves money for You and for the County. By using this benefit, You will also share in the savings.



Great Care. Less Cost. New World.



How do I get started with New World?



By Website

NEWPATIENT.NET



By Phone

(800) 475-PATIENT

(7284) press option 1



By Email

**BOTETOVRT@
NewWorldMedicalNetwork.com**



Let's break it down step-by-step:

- ✓ First, register through our Patient Portal



The screenshot shows the homepage of the New World Medical Network Patient Portal. At the top left is the logo for New World Medical Network, featuring a stylized figure and the text "New World Medical Network one price healthcare". To the right of the logo are navigation links: "Home", "One Price Healthcare™", "Self-Insured Organizations", and "About Us" with a dropdown arrow. A search icon is also present. Below the navigation is a large blue banner with the text "Great Care. Less Cost. New World.™". Underneath the banner is a paragraph: "Providing high-quality, affordable healthcare services in safe, capable, accredited facilities. Our goal is to ensure the satisfaction of companies and employees alike by exceeding their expectations." Below this is the heading "Patient Portal". Under "Patient Portal" are two columns: "New Patient?" with a blue "REGISTER" button, and "Have Questions?" with a blue "ASK NOW" button.

How it works...

- ✓ Our patient concierge will speak with You to go over the process and to gather your medical history as well as any images that may need to be transferred to the doctor. Remember, whenever You get an X-ray, MRI, CT scan or ultrasound, please be sure to ask for your image(s) on a CD / DVD.
- ✓ You should also ask for a copy of any labwork (blood work) and medical exams related to your procedure from your local doctor

How it works...

- ✓ **Our patient concierge will help You select a destination from the options available**
(procedures are destination specific – not every procedure is offered at each location)
- ✓ **More destinations will be added in 2017**

Next...

- ✓ The physician reviews your case
- ✓ The doctor or nurse will call You to answer your questions in a phone consultation
- ✓ We provide a list of questions You might consider asking the doctor or nurse so You feel prepared for the call

Finally...

- ✓ Your patient concierge asks You about your travel preferences and who you'd like to accompany You on the trip. It is important that this "Care Companion" is able to help You before and after the procedure such as helping You walk to the bathroom or helping You dress. The Care Companion is a key part of your recovery and that is why their trip is paid for too!

Next...

- ✓ Your concierge will schedule your travel and details and You will receive a package of all the critical information in your mailbox.

Finally, it's all **E-A-S-Y** from there!

E-mbark on your trip

A-ttend a doctor consult; have your procedure

S-tay in your 'recovery retreat' with on-going care, as ordered by your physician. This may include nursing care and/or physical therapy in your hotel room.

Y-ou recuperate and return home!

Let's Recap the Process...

Return-to-work and receive your incentive



EMBARK ON YOUR TRIP!
ATTEND A DOCTOR CONSULT AND HAVE YOUR PROCEDURE.
STAY IN YOUR RECOVERY RETREAT WITH ON-GOING CARE AS ORDERED BY YOUR SURGEON.
YOU RECUPERATE AND RETURN HOME!



Register Online

You and your Care Companion receive your travel package



How does it work?

Talk to the doctor over the phone

Are You eligible to participate?

DO YOU QUALIFY?

You must be covered under our full health plan

Your elective procedure must be able to be scheduled about a month in advance after sending your medical history allow for booking of the procedure and travel

You are physically and medically able to travel

You have someone who qualifies to help care for You on the trip (Ie a care companion)

JUST, LET'S SEE IF YOU QUALIFY FOR THIS PROGRAM!

- If you are covered under our full health plan benefit
- If you are having an elective procedure and are on a schedule 1 procedure, you must send the request and you must be physically able to travel
- AND
- If you have a friend or family member who qualifies to help care for you on the trip... we call this person your Care Companion.

What types of procedures are offered?

PROCEEDURES

WHAT PROC

New World focuses on non-emergent procedures with historically low recovery time for patients and their care companions who can travel easily on a short flight or jitney ride. Our procedural list is comprised of many common, yet higher-cost procedures, that can easily be done

Cardiology

Procedures such as primary dialysis arteriovenous fistula (w/o graft material), and pacemaker placement or battery change are offered.

Cancer Care

CyberKnife™ Non-invasive Radiotherapy Cancer Treatment at Georgia Health System in the beautiful resort area of New World Island is an excellent option for patients to receive consecutive treatments of CyberKnife before returning home.

Treatment of soft-tissue cancer in seven areas of the body - the brain, lungs, neck, abdomen, spine, prostate and pelvis - is now being treated successfully, without the need for surgical intervention.

General Surgery



General, Gynecological and Urological Surgery: An array of offerings cover abdominal surgeries ranging from hernia repair, laparoscopic gall bladder removal, tubal ligation, prostatectomy, hysterectomy, bladder repair, and many more.

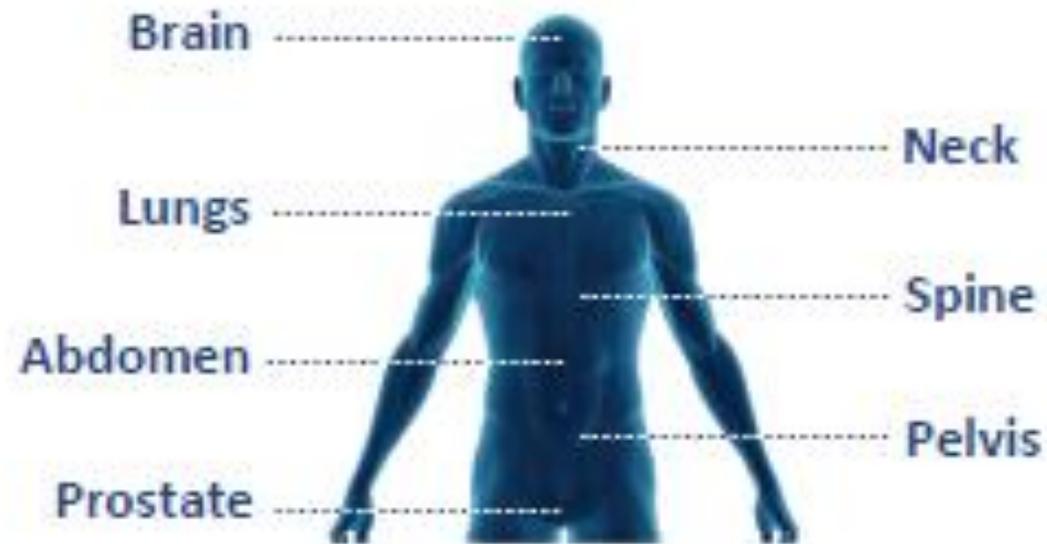
Gynecological and Urological

Ears, Nose, Throat (ENT)

Orthopedic and Neuro Spine Procedures: Procedures ranging from arthroscopy to joint replacement are offered for the hand, wrist, ankle, foot, knee, hip, shoulder and spine.

Orthopedic and Neuro-Spine

What types of cancer can be treated with CyberKnife® which most often allows the patient to avoid difficult surgery and chemotherapy?



How do I know what procedures are offered?



**New Savings Opportunity
FREE TO THE EMPLOYEE
with Medical Travel***

Botetourt County introduces a new medical savings opportunity, available immediately, that will broaden your surgical options and allows you or your covered dependents to receive a cash bonus of 20% of the procedure savings up to \$2,000, just for traveling to use a high-quality New World Medical Network provider INSIDE the United States!

Yes, Botetourt even covers your travel costs!

If you or a covered dependent are contemplating surgery and are considering a New World Medical Network provider, please contact us at:

Botetourt@NewWorldMedicalNetwork.com
or
1(800) 475-PATIENT (7284) -- press 1

Please include your name, phone number, your employee number, and desired procedure if known.



New World Medical Network
one price healthcare

*applies to those who have an existing health plan through Botetourt Co

YOUR MEMBERSHIP CARD*
Please keep with your insurance card.

CALL US at (800) 475-PATIENT if you are considering a medical procedure or cancer care. You may qualify* for a \$2500 bonus for using this network.

Botetourt@NewWorldMedicalNetwork.com



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← On the back of your rack card, which also has your removable membership card, is a short list of the 70+ procedures we have available; some procedures that may not be listed are simply variations of another procedure so it's always best to ask

Where are the Facilities and Destinations?



McBride Orthopedic Specialty Hospital

- One of America's Best Hospitals for Specialty Care in 2014 for Orthopedic Surgery and for Joint Replacement by Healthgrades
- Press Ganey Excellence Awards 2014, 2013
- Official Orthopedic Hospital of the OK City Thunder



Southeast Georgia Health System

**CyberKnife® Robotic
Radiosurgery**

a revolutionary non-invasive soft tissue cancer treatment alternative to surgery



Surgery Center of Oklahoma

- AAAHC Accredited; 50+ Board Certified Surgeons
- 33K ft² world class multi-specialty facility



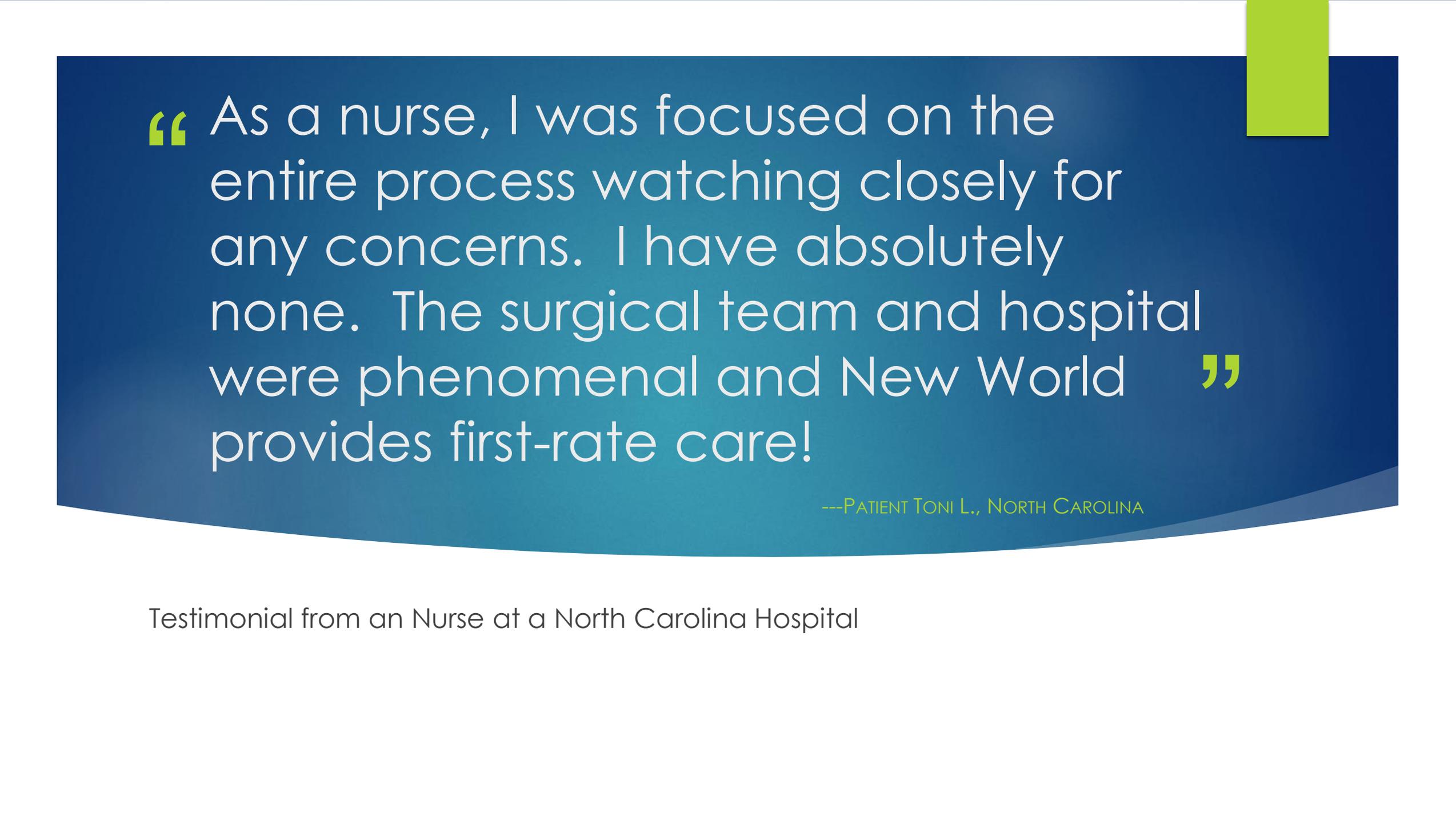
More Coming Soon!



What do people say about using the service?
Are they nervous about it or about traveling?



Sure they are! All things new make us all feel a little uncomfortable at first.. But here's what people are saying who have never traveled or never flown before...



“ As a nurse, I was focused on the entire process watching closely for any concerns. I have absolutely none. The surgical team and hospital were phenomenal and New World provides first-rate care! ”

---PATIENT TONI L., NORTH CAROLINA

Testimonial from an Nurse at a North Carolina Hospital

“

I cannot say enough about the hospital, doctor and staff. They were fantastic!!

”

--EMPLOYEE STEVE C., NORTH CAROLINA

HIP REPLACEMENT

For those of you interested in an option for surgery, New World Medical Network is a viable option at no cost to the employee. I could not believe that we were going to save several thousand dollars for my wife's hip replacement. All we had to do was contact New World and start the process.

For those of you who have not heard of this plan, it is unique and fairly new. The great thing about it is that it was free!!! New World has a network of hospitals and doctors that provide 70+ procedures. All expenses paid. Yes, everything including airline, hotel, meals, etc. Honestly, I did not believe it until the surgery was done and my wife was released and we were back home. New World scheduled everything. I cannot say enough about the hospital, doctor and staff. They were fantastic!!



“

New World was great. I had never flown before but after I went with my husband, it was easy to go as a patient myself.

”

---SPOUSE, KAREN T., GEORGIA

Testimonial from a spouse who first served as care companion and then as patient with her daughter serving as care companion.

“

I still don't understand how you do it! That I had the surgery and there weren't any bills when it was all done. That is SUCH a relief to both my husband and I! I can't begin to say how grateful we are!

”

---EMPLOYEE AND PATIENT, REGINA R., OKLAHOMA

Testimonial from an Employee who had a knee replacement



“ When I returned home, my primary care doctor took out my staples. I haven’t seen him since. Just the way I like it. ”

---EMPLOYEE DENNIS W, VIRGINIA

Testimonial from an Employee who had Rotator Cuff Surgery

So what is free and how does the bonus work?

High Cost Case – Lumbar Laminectomy, Example

| | |
|--|--------------|
| Waive Out-of-Pocket Max | \$4,500 |
| Bonus of 20% of Savings Up to \$2,000 | <u>2,000</u> |

| | |
|----------------------------|----------------|
| Net Gain (before taxes) | <u>\$6,500</u> |
|----------------------------|----------------|

NOTE: This is an example for illustration purposes only. Your figures may vary (higher or lower).

Prospective Patient Intake Form

| | | | | | | |
|---|---|--|---------------|--|---------------|-----------------------------|
| DATE | COMPANY Botetourt County | FOR OFFICE USE ONLY: Approval Number | | | | |
| EMPLOYEE NAME | | EMPLOYEE INSURANCE NUMBER: | | FOR OFFICE USE ONLY: Reviewed by | | |
| PATIENT NAME | | DATE OF BIRTH | GENDER | HEIGHT | WEIGHT | FOR OFFICE USE ONLY: |
| ADDRESS | | CITY | | STATE | ZIP | |
| CELL PHONE | | ACCEPTS TEXTS? | | LANDLINE | | |
| EMAIL ADDRESS | | BEST MODE OF CONTACT | | BEST HOURS TO CONTACT | | |
| PRIMARY CONTACT, IF OTHER THAN PATIENT | | CONTACT'S RELATIONSHIP TO PATIENT | | | | |
| CONTACT'S CELL PHONE | | ACCEPTS TEXT? | | CONTACT'S LANDLINE | | |
| CONTACT'S EMAIL ADDRESS | | BEST MODE OF CONTACT | | BEST HOURS TO CONTACT | | |
| FOR OFFICE USE ONLY: Procedure Notes | | FOR OFFICE USE ONLY: CPT codes optional | | | | |

THE MAIN MEDICAL COMPLAINT I HAVE IS: (example difficulty walking due to knee pain)

THE PROCEDURE I THINK I NEED IS: (example knee replacement)

MY DOCTOR TOLD ME I NEED TO HAVE THIS SURGERY - YES OR NO

I HAVE ALREADY HAD XRAYs, MRIs AND/OR CT SCANS FOR THIS ISSUE - YES OR NO

IF I WERE TO PICK A MONTH TO TRAVEL, IT WOULD BE (CIRCLE ONE)

JUN 2016 JUL 2016 AUG 2016 SEP 2016 OCT 2016 NOV 2016 DEC 2016

JAN 2017 FEB 2017 MAR 2017 APR 2017 MAY 2017

Note: Should you have any questions, please contact New World
at **1 (800) 475-PATIENT** or **1 (800) 475-7284** press #1

How do I get in touch again?



By Website

NEWPATIENT.NET



By Phone

(800) 475-PATIENT

(7284) press option 1



By Email

**BOTETOVRT@
NewWorldMedicalNetwork.com**



On behalf of the
New World
Medical Team, I
thank you for
your time today!

QUESTIONS?

IF YOU PREFER TO HAVE SOME
PRIVATE DISCUSSION ABOUT
A SURGERY YOU NEED, WE
CAN USE THE CONFERENCE
ROOM UPSTAIRS TO TALK.

EVERYONE THAT HAS INTEREST
OR A SPECIFIC PROCEDURE
IN MIND IS ENCOURAGED TO
FILL OUT THIS FORM AND
SOMEONE WILL CALL YOU
LATER THIS WEEK.