

IMPROVE THE BOTTOM LINE

Healthier, more engaged employees can improve your clients' total health care costs

\$2 BILLION

That's what employee absenteeism due to chronic health conditions cost the U.S. economy in 2016.¹

But how many of these employees are actively engaged in improving their health condition?

47%

of Americans say they want to wear wearable devices to better manage their health, but only



▶ 16%

are actually wearing them.²



▶ 63%

of individuals are unwilling to devote more than an hour a day to improve their health and well-being.³



More than

▶ 70%

of U.S. adults are considered overweight or obese, which costs nearly **\$210 billion per year** in direct medical costs.⁴



This lack of engagement impacts more than someone's personal health. It also impacts your clients' overall health care costs.

41%

of total health care spending comes from Americans with five or more chronic conditions.⁵

50%

of a company's claims expense can be attributed to chronic illnesses like diabetes, heart conditions and certain types of cancer.⁶

Many of these chronic conditions can be avoided or managed when people choose a healthier lifestyle.⁶

Here's the good news. People who take the right actions can not only get healthier, but they can also save money.



When a one-pack-a-day smoker gives up the habit, they may see:

\$45

a week

= \$2,440

a year savings.⁷

And when people work to get to a healthier weight, they might see:

\$28,020

savings for a 20 yr. old adult

\$31,447

savings for a 40 yr. old adult.⁴

And when certain employees are engaged in healthier actions, their health improvement also can make a difference to your client's bottom line.



50%

of a company's claim expense, can be related to employees at risk for issues related to weight, blood pressure, diabetes and depression.⁶

When compared with lifestyle management programs, participation in chronic care disease management programs can deliver:

86%

of health care savings.⁶



\$136

in savings per member, per month.⁶

30%

reduction in hospital admissions.⁶



But even when people know what to do to improve health, it's not always easy to get started or stay motivated.

68%



of consumers have never considered their health plan provider as a resource for healthy living support.⁸

74%



of organizations offer some kind of health improvement financial incentives to employees through their health plan carrier.⁹

But only

33%



of employees say they engage with their health plan carrier to earn these incentives, even though research shows that earning incentives for health improvement actions is among the top moments that matter to them.⁹



That's where Cigna can help. Talk to your Cigna sales representative about how a wellness program can help your clients engage their employees in healthier behaviors that also help them better manage health care costs.

Together, all the way.®



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