

# THE FUTURE OF HEALTHCARE



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# THREE BIG QUESTIONS

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- ✓ **IS HEALTHCARE A RIGHT OR A PRIVILEGE?**
- ✓ **WHO SHOULD PAY FOR IT?**
- ✓ **IS THERE A ROLE FOR PRUDENT PURCHASES?**

# WHAT IS DRIVING HEALTHCARE CHANGES?

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- ✓ **EXPECTATIONS OF SUCCESSFUL TREATMENT / CURE**
- ✓ **COST**
- ✓ **ACCESSIBILITY / CONVENIENCE**
- ✓ **TIMELINESS / URGENCY**

# WHERE WILL THESE CHANGES PLAY OUT?

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- ✓ **WASHINGTON DC (FEDERAL GOVERNMENT)**
- ✓ **MONTGOMERY, AL (STATE GOVERNMENT)**
- ✓ **CORPORATE HEADQUARTERS**
- ✓ **CAMPAIGNS**
- ✓ **HOMES**
- ✓ **HEALTHCARE FACILITIES**
- ✓ **SCHOOLS**
- ✓ **VIRTUALLY EVERYWHERE!!!**

# HEALTHCARE

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- ✓ **FACILITIES**
- ✓ **PROVIDERS**
- ✓ **PAYERS**
- ✓ **ROLE OF GOVERNMENT**
- ✓ **CONSUMERS**
- ✓ **TECHNOLOGY**

# FACILITIES

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- ✓ **HOSPITALS**
- ✓ **PHYSICIAN OFFICES**
- ✓ **ASCs**
- ✓ **URGENT CARES**
- ✓ **NURSING HOMES (SNF)**
- ✓ **FEDs**
- ✓ **LTACs**
- ✓ **REHAB (INPATIENT & OUTPATIENT)**
- ✓ **CVS, WALMART, ...**
- ✓ **?????**

# PROVIDERS

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- ✓ **PHYSICIANS**
- ✓ **PHYSICIAN ASSISTANTS**
- ✓ **NURSE PRACTITIONERS**
- ✓ **NURSES**
- ✓ **TELEMEDICINE (REMOTE)**
- ✓ **MAIL ORDER SOURCES**
- ✓ **WHAT'S NEXT?**

# PAYERS

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- ✓ **MEDICARE & MEDICARE ADVANTAGE**
- ✓ **MEDICAID**
- ✓ **BCBS**
- ✓ **GOVERNMENT SERVICES (MILITARY, TRICARE, ETC)**
- ✓ **COMMERCIAL INSURERS (UNITED, HUMANA, CIGNA, ETC)**
- ✓ **BUSINESS OWNERS (SELF-INSURED)**
- ✓ **SELF PAY**
- ✓ **INDIGENT**



# ROLES OF GOVERNMENT

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- ✓ **PAYER**
- ✓ **REGULATOR / INSPECTOR**
- ✓ **FINANCIERS**
- ✓ **RULES / INTERPRETATION**
- ✓ **EDUCATION**
- ✓ **COURT SYSTEM**

# CONSUMERS

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- ✓ **USERS**
- ✓ **PAYERS**
- ✓ **CAREGIVERS / SUPPORT**
- ✓ **VOICE OF THE PUBLIC**
- ✓ **EMPLOYERS**
- ✓ **TAXPAYER**

# TECHNOLOGY

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- ✓ **ROBOTICS**
- ✓ **COMPUTERIZATION**
- ✓ **TELEMEDICINE**
- ✓ **HOME MONITORING**
- ✓ **SELF TREATMENT**
- ✓ **COMMUNICATIONS THROUGH SOCIAL MEDIA**
- ✓ **MEDICAL RESEARCH**
- ✓ **GENETIC MEDICINE**
- ✓ **IMPLANTABLES**
- ✓ **PHARMACOLOGICS**

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