

He has taken him to 3 doctors, but is getting nowhere.

John's wife is having difficulty accepting their son's problem, which has placed a strain on their marriage and other children.

Now John can't sleep and is finding it very hard to get out of bed each morning.

John wants his life back. His family is falling apart, but he doesn't know how to ask for help or where to turn.

Karla Smith Foundation can open the door.

## DID YOU KNOW?

People with untreated mental illness cost YOU more. They use non-psychiatric inpatient and outpatient services 3 times more than those who are PROPERLY treated.

Why? Because 50% of visits to doctors result from patient symptoms unexplained by a physical illness but often associated with depression or an anxiety disorder – such as fatigue, sleep disorders, chronic pain, chest pain, dizziness, abdominal discomfort, etc. - that often lead to unnecessary and expensive testing.





According to the Surgeon General, one in five adults (20%) will experience a diagnosable mental illness in any given year.

About 15% of those will also experience addiction to illegal substances, prescription drugs or alcohol.

Among those of working age, it is estimated that the prevalence of mental illness and/or substance abuse in any given year approaches 25%.

Mental illness and substance abuse cost employers an estimated \$80 to \$100 billion in indirect costs annually.

More workers are absent from work because of stress and anxiety than because of physical illness or injury.

Mental illness short-term disability claims are growing by 10% annually and can account for 30% or more of the corporate disability experience for the typical employer.

Less than one-third of adults with a diagnosable mental disorder receive treatment in any given year. How does this affect your bottom line?

Nearly 86% of employees who were treated for depression with antidepressants and appropriate therapeutic interventions reported that their work performance improved.

## COST #1.

Individuals who are depressed but not receiving care for the condition consume two to four times the healthcare resources of other enrollees.

## COST #2.

Researchers found that absence, disability, and absence-related lost productivity cost employers more than four times the cost of employee medical treatment, even when Workers' Compensation medical costs were added in.

## COST#3.

Medical illnesses and mental illnesses are strongly linked. Many individuals with chronic medical conditions, such as diabetes, heart disease, asthma, cancer, or low back pain, are at increased risk of mental illness and substance abuse, particularly depression. Individuals with depression are about twice as likely to develop coronary artery disease, twice as likely to have a stroke, and more than four times as likely to die within six months from a myocardial infarction.

## COST #4.

According to the World Health Organization, depression was the fourth leading contributor to the global burden of disease in 2000, and by the year 2020, depression is projected to be the second leading cause of disability worldwide in the age category 15-44 years for both sexes combined.

# IS YOUR COST? loss of productivity

In the United States, mental illness is considered responsible for an estimated 59% of the economic costs deriving from injury or illness-related loss of productivity, followed by alcohol abuse at 34%.

- Do you know your numbers?
- How much of your workforce was affected by mental illness this year?
- How many of your employees sought treatment for depression, addiction, or other?
- How many of your employees are supporting a family member with mental illness?



Open doors to better productivity & a CULTURE that values the overall health of employees.



We will help improve the health of your employees, increase their productivity and ultimately, increase your bottom line.

It's a win win for all!



how.

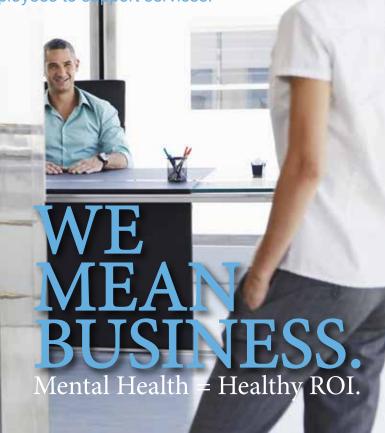
Reduce your healthcare costs - we provide mental health screenings to accurately connect employees to support services.

## We know how and where to get help . . .

Through individualized and confidential linkage and referral services for employees or their families who suffer with a mental health condition or addiction.

Why not rely on your insurance companies listings of professionals? Because it's personal.

People with mental illness or addiction want to talk with those who can empathize and have personal relationships with qualified clinicians and programs who can help.







Offer an ongoing environment for support - assist employees who are caregivers for family members with mental illness and addiction issues.

We know Family Support better than anyone.

We provide support groups within St. Louis and Illinois. These groups provide ongoing education and encouragement to persons supporting a loved one with mental illness by utilizing 9 endorsed KSF strategies published by Hazelden Press. Employees seeking assistance through Open Door will be encouraged to participate in an existing KSF support group or attend ongoing educational seminars.



## YOUR CURRENT COSTS:

Day 1 Employee visits their Primary Care Physician: \$300 Office Visit Physician prescribes medication: \$225 for prescription

6 weeks Return visit to Primary Care Physician: \$300 Office Visit Physician trys another medication: \$225 for prescription

12 weeks Return visit to Primary Care Physician: \$300 Office Visit Physician refers to Mental Health Professional

16 weeks Mental Health Assessment: \$400 Office Visit

20 weeks Mental Treatment Plan: Varies per individual. In patient care could cost up to \$30,000 for 30 day plan.

WE CHANGE ALL THIS BY OPENING THE RIGHT DOORS FROM THE START

## OUR MODEL

**HOW IT WORKS** 

OPEN DOOR ORIENTATION EVENT

This meeting is open to all employees as an introduction to the services that Karla Smith Foundation can provide them. It lasts 45 minutes and can easily be facilitated during a lunch break, after hours, or any other time you prefer.

Fee: \$15 per employee who attends. Minimum Guarantee: \$240.

INDIVIDUAL ASSESSMENTS & REFERRALS

Individual employees have the opportunity to set up confidential appointments with Karla Smith Foundation Trained Professionals who can link them to resources and provide family support services.

Fee: \$50 or the Co-Pay Amount of the insurance, which ever is less.

FOLLOW UP

KSF will follow up with your employee with post linkage and referral documentation and with 2 follow-up communications. It's important your employee feels supported in the big step of "making the first call" to a clinician. We will follow up again post appointment to gather the employees feedback about their experience.

Fee: No additional fee. {If, however, an employee requires guidance following our contacts described above, which are all included in their initial fee, KSF will be happy to speak with them again for additional cost not to exceed the cost of their co-pay.}

While names will not be disclosed in an effort to maintain employee confidentiality, KSF will be happy to provide employers with data demonstrating employee use of this service.



## Opening Minds.

One family at a time.

We look forward to speaking with you, and we are excited to partner with you in a combined effort to improve your bottom line and the health and wellness of your employees, your most important asset.

