

# 1 Broaden our definition of health and health care.

- Total Health emphasizes care beyond the clinic walls.
- Apply a “health in all policies” strategy because social determinants significantly impact your health.

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SOCIAL DETERMINANTS OF HEALTH:

WHAT YOU DO FOR WORK 

EDUCATION 

WHERE YOU'RE BORN 

RACE/  
ETHNICITY 



## 2 It's time for the public and private sectors to work together.

- Government accounts for almost 50 percent of health spending – collaboration between sectors is necessary to rein in spending.
- Medicare is already shifting reimbursements from “pay for volume” to “pay for value.”



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### 3 There is a shift toward consumer-directed health care.

- With more skin in the game, will employees be wiser consumers, or will they skimp on needed preventive care?
- Be sure to watch this trend.

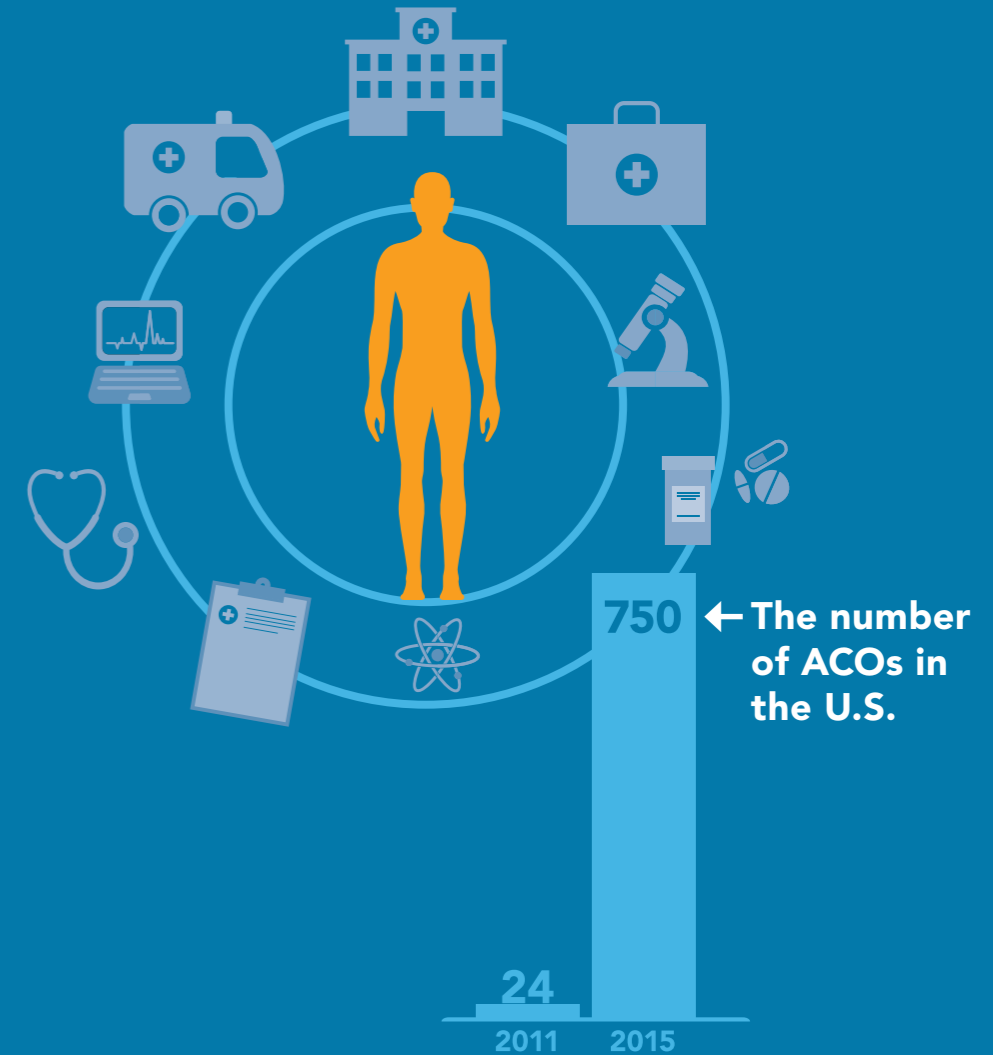
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## 4 Coordinated care: the devil is in the details.

- Accountable Care Organizations (ACOs) strive to better align clinical and financial decisions.
- When done right, ACOs can result in better quality, more integrated care.

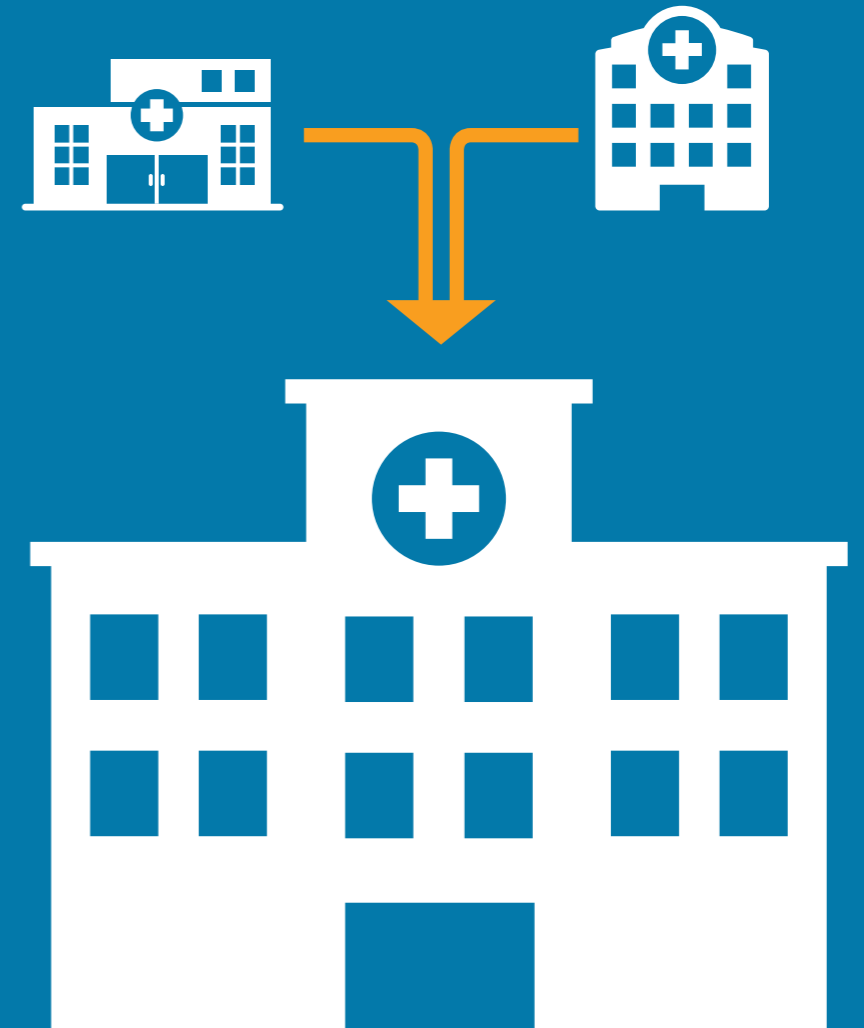
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## 5 Consolidation is all the rage.

- Hospitals and insurers are merging within their industries to increase scale and maximize savings.

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## 6 Pharma will continue to reign as king.

- Drug prices are a leading driver of rising health care costs.
- Business leaders should be at the table to discuss how drug pricing affects their companies.



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## 7 The internet is changing how consumers access and use health care – embrace it.

- Enhanced access to data, social media platforms, and mobile devices are changing everything about health care.



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