

## **Frequently Asked Questions about the “examiner” opportunity**

**Q** – What does an examiner do?

**A** – A ‘paramedical examiner’ travels to applicant homes to visit those applying for life, health and disability insurance. An examiner also does mobile Quest Diagnostics draws to include clinical research studies and genetics testing. These specimen collections are typically obtained through phlebotomy but are also collected as saliva specimens. Additionally, an examiner can also staff Health and Wellness events as they are available for coverage.

**Q** – How does determining area of coverage for an examiner work?

**A** – Most examiners typically cover a 20-30 mile radius of their homes. When an examiner wants to be able to cover a broader area for greater revenue opportunity, they will set themselves up to cover a larger geographic location one or two days a week, and another location the remaining days of the week. There are a multitude of ways to do this and creativity is always supported in this realm. Your territory is yours to define.

**Q** – What days and hours does an examiner offer to your office for availability?

**A** – You will choose which days of the week and hours to see applicants and patients. There is a calendar available for online management that you will provide and keep updated daily. You are obligated to complete any appointments that were scheduled on your calendar based on the availability you provided – managing your calendar is of utmost importance. *\*Many applicants and patients are available during daytime hours as more folks work from home but there are many who need to be seen after a typical work day (evening hours) or on weekends. The more availability you provide, the greater your revenue opportunity is.*

**Q** – Will I be an employee?

**A** – Examiners are independent contractors. You bring the skillset to service this business to the table, along with providing the basic equipment needed to perform the services (blood pressure cuff, stethoscope, watch with second hand, digital bathroom scale certified to at least 350# (batteries must be replaced every 6 months), standard metal tape measure for measuring height, etc.).

You must have formal training and need proof with documentation or licensure. You must have at least one year of proficient phlebotomy experience.

**Q** – What are the average services a paramedical examiner will provide (and what skillset will I need to bring to the table)?

**A** – Examiners come from many walks of life, such as phlebotomists, EMTs (basic / advanced), medical lab techs, medical assistants, nurses (LPN/RN/NP), physician assistants, physicians. Outstanding phlebotomy skills are an absolute requirement. You must be thorough with great attention to detail

(maintaining a low error rate and be able to respond quickly to needed corrections/omissions), have clear writing/documentation skills, be proficient with a computer and scanner (and have high-speed internet service), and be friendly and prompt. You must be able to obtain manual blood pressure readings accurately, as well as obtaining pulse rate (noting irregularities detected) and measuring height and weight.

**Q** – What is the pay for ‘examination services’?

**A** – Payment is made twice monthly (middle and end of month), and is ‘fee-for-service’. While fees vary based on experience and time representing our company, we can safely share that about 85% of the services performed are physical measurements, blood and urine. This service pays \$20.00 per collection/visit and averages about 15-20 minutes in time. Another 10% of services will ask for a paramedical exam (this is a brief questionnaire about medical history with a few questions about family medical history). For any ‘yes’ response, you will provide ‘the 5 d’s’ (diagnosis, date of diagnosis, duration of condition, doctor, drugs). A paramedical exam is usually accompanied by the same obtaining of physical measurements, blood and urine. This service (para, bld, ua) pays \$25.00 per visit and averages about 30 minutes in time.

Other opportunities pay varying rates and some include mileage beyond a certain range. We are happy to discuss these additional opportunities if you are interested in learning more about what services you can provide. (Health and Wellness Events, Specialty Collections, Drug Screening, etc. are those additional opportunities.)

It is easy, then, to determine what the equivalent hourly potential rate could be based on how tight a territory you offer, how quick and proficient you are with collections, the hours/days you are available, etc.

**Q** – What more do I need to qualify as an ‘examiner’?

**A** – We need verification of your training. We also need to verify a government-issued photo ID (driver license or passport). Your driving record must be in good-standing, and you will need to provide proof of your current auto-insurance coverage. These must be valid/current, and must show your name as an insured. We will also need to verify your Social Security (or other, based on I-9 requirements) number. You must be able to pass a background check and drug screen (at our cost). We need to order these and schedule your collection appointment – we do not accept prior screens in lieu of this. You will need reliable transportation and will refrain from having others accompany you to visit applicants/clients. After these steps are complete and your credentials are approved, you may begin providing service.

We are thrilled you are considering joining our team with an opportunity such as this. Please do not hesitate to call should you have further questions. You can reach Teri at 586.295.6501.

If you’d like to move forward, please provide a copy of your resume to [manager@examonelifequest.com](mailto:manager@examonelifequest.com) and we will share the onboarding packet to get you started with the credentialing process.