ADDRESS THESE CONSUMER CONCERNS

Reluctance to access healthcare
Trust in physicians - not systems
Use of telehealth
Concerned about coverage
Reluctance to be tested

And Economic Influencers

$ Loss of job and insurance coverage
$ Rise in medical debt
$ Reduction in elective procedures
$ Delay in non-emergency care
Taking Telehealth To The Next Level

- Identify your telehealth champion
- Stratify best patients for a telehealth visit
- Use telehealth as a strategic advantage
- Develop your optimal telehealth workflow
  - labs, daily structure, chronic care, behavioral health
- Monitor quality - real and perceived
- Build on potential economies of scale
- Balance needs of patients, caregivers, and clinicians
- Monitor payment policies

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