

Vaccinate and protect your employees from the ravages of the FLU



According to the CDC a typical flu season costs employers 17 million workdays!

MAKING A CASE FOR ONSITE FLU SHOTS:

- Flu vaccination compliance and engagement rates are highest when vaccinations are conveniently offered in the workplace
- A clinical study reports the following benefits when vaccinating a healthy workforce (age 18-64): 25% decrease in upper respiratory infections, 43% decrease in absenteeism related to flu, and 44% decrease in doctors' visits.
- For every \$1 spent by employers on vaccinations, medial costs decreased by \$3.27 and absenteeism costs fell by \$2.75

Source: US Department of Labor, Bureau of Labor Statistics, and Harvard Business Review

One employee with the flu can infect 10 others before symptoms appear!

Benefits of Scheduling your flu event with Health

Fitness Concepts RN, LLC (HFC):

- 30+ years experience of service delivery
- Low Event Minimum 20-shots¹
- No deposit required²
- No additional nurse fees or administrative charges
- Payment for shots given to members of Aetna, CareConnect, HealthPass, Medicare NY Primary (Part B), MVP, Oxford Health Plans & UnitedHealthcare will be paid through claims³
- Shots for non-members paid by host company or by employee⁴
- Events are booked at a rate of 25-shots per hour, per nurse
- Company is responsible for 85% of total shots ordered
- Preservative-free vaccines are required for pregnant women⁵
- Quadrivalent (4-strain vaccine) & High-Dose Shots (65 years and older) available as special order. Company responsible for 100% of total order
- On-line scheduling available at no additional charge for events with 40+ shots. Manual sign-up sheets provided for smaller events
- Promotional Materials Provided



Trivalent Flu Shot* (20-shot Minimum)	2017 Cost per Shot**
20-50 shots ordered	\$30
51-100 shots ordered	\$29
101-300 shots ordered	\$28
301+ shots ordered	\$27

*Quadrivalent serum available upon request. Company will be billed for employees not in participating health plans. Trivalent at the rates above, Quadrivalent +\$5 per shot.

**Pricing applicable in NY, NJ & CT. Call for other areas, restrictions apply.

See Reverse for Further Details.

Simply Submit a request and we will handle the rest!
www.TryHFC.com

888.684.6064

info@TryHFC.com

- 1) A 20-shot event includes 1-hour of service. Nurse can dispense up to 25 shots during this hour. Additional shots will require additional time. Typically, 30% of population will participate.
- 2) No deposit required for companies with Aetna, CareConnect, HealthPass, Medicare NY Primary (Part B), MVP, Oxford Health Plans, UnitedHealthcare. 50% deposit for all other groups.
- 3) Preventive service not subject to co-pay or deductibles. Company will be responsible to pay for denied claims. HFC attempts to troubleshoot denials but cannot guarantee payment.
- 4) Flu shot event is open to all employees regardless of health plan affiliation. Company can pay for employees not in any of the above plans or these employees can be asked to pay cash (\$30.00 exact change) at the time of the shot.
- 5) Nurses will carry a few spare preservative-free doses that will be used on a first-come-first-serve basis; however to assure availability, pre-ordering is highly recommended for pregnant and nursing moms.



FLU FAQ's

SCHEDULING

1. **How do I know how many shots to book?** Typically, 30% - 35% of the population will participate in onsite flu clinics.
2. **How many hours should my event be?** We schedule nurses at rate of 25-shots per hour with an accompanying 85% minimum guarantee. For example: If you need 50 shots, event will be 2-hours and event minimum will be 43 shots.
3. **What if more people show up than expected?** HFC works with you to determine a safe estimate of number of shots needed. We strongly urge you to book slightly above your expected participation (keeping in mind you are only responsible for 85% of total shots ordered). Nurses will only bring 10% - 15% more shots than ordered to each event (i.e. If 50 shots are ordered, there will be an additional 5 - 8 shots for walk-ins). Please keep in mind nurses are scheduled for multiple events each day and CANNOT stay over the designated event time. The more shots you schedule the more time you are allotted.
4. **What if we cannot meet the minimum?** Serum, supplies and staff are allocated to your event upon scheduling. Your supplies and staff are based on a pre-determined number of shots (with an associated 85% minimum guarantee). You can invite spouses or employees from neighboring companies to meet the minimum, if needed. If minimum is not met on the day of the event you will be charged for the predetermined minimum.
5. **What about employees without insurance?** HFC serves ALL employees regardless of their health plan affiliation. Those not covered through Aetna, CareConnect, HealthPass, Medicare NY Primary (Part B), MVP, Oxford Health Plans, UnitedHealthcare will be billed to the employer group or the employee can pay (\$30 cash) at the time of the shot. If cash will be collected, employees must bring exact change, and no personal checks will be accepted.
6. **Do employees need to show proof of insurance?** The employee is required to document their correct primary insurance information on the consent form. The nurses are not responsible to verify accuracy. If you have member rosters that you can share with HFC this will assure timely processing of claims.

CONTRACT

1. **Why do I have to sign a contract if the shots are being paid through insurance?** Company is signing a contract to allow and acknowledge that HFC is sending a nurse onsite to deliver a predetermined number of flu shots on a specific day and time. In addition, company is acknowledging responsibility for event minimums and to pay for any denied claims or uninsured participants.
2. **Why does the contract have a dollar amount if shots are covered by insurance?** Dollar amounts reflect the cost per shot and event minimum. Company is still responsible to meet the event minimum and pay for any denied claims or uninsured at the rate noted on the contract.
3. **Can I change the event time / number of shots once contract is signed?** While we always do our best to accommodate our clients, last minute changes are discouraged and may result in your date and time needing to be changed. Please keep in mind that the nurse can do 10%-15% more shots within the allotted time. Therefore, if your shot number varies slightly there is no need to contact HFC to change event time.
4. **Do you accept credit cards?** Not at this time, however arrangements can be made for payments to be wired directly to HFC. Call 888.684.6064 for details.

EVENT PLANNING

1. **What do I need to do to get ready for the event?** Reserve a room (RN needs a tabletop area), multiple chairs, garbage pail and phone (if possible, for emergencies only), all other materials will be brought by the nurse (except forms, see Q.3 below).
2. **Do I need to schedule appointments?** Appointments are not required but do help maintain a steady event flow. We always anticipate last minute walk-ins. Scheduling should reflect 6 people every 15 minutes (24 per hour) for each nurse assigned to the event.
3. **Will I be able to get forms in advance?** The event forms will be sent along with the contract and are available at <http://tryhfc.com/client-portal/>. It is suggested that these forms be forwarded to employees in advance, and extra copies should be in the room.
4. **Vaccinating Children** – HFC will not vaccinate anyone under 18 years of age in a workplace setting (special serum required). Special programs for school-age children available upon request. Contact HFC for more details.
5. **Special Order Vaccine** – There are Quadrivalent (4-virus protection) and High-Dose (65 years of age or older) flu vaccines on the market. This serum is more costly (\$35 per shot Quad, \$65 High-Dose), requires 100% guarantee for doses ordered, and must be ordered in lots of 10. HFC cannot guarantee the availability of this serum until an order is placed. For more details on special order vaccines contact info@TryHFC.com.
6. **What is the best way to promote the event?** A "Save the Date" email should be sent out as soon as event date and times are confirmed. Follow-up emails should take place two-weeks and one-week before the event. Promotional flyers should be placed throughout the workplace. HFC will provide a master event flyer that can be edited for this purpose. CDC provides a variety of promotional materials as well. Visit: [Free Flu Resources](http://www.cdc.gov/flu/freeresources/index.htm) (<http://www.cdc.gov/flu/freeresources/index.htm>).