



# Sales Introduction



A Healthcare Solution for Small - Medium Sized Businesses

Best-In-Class Virtual Healthcare Platform

## TRAINING OUTLINE



# Successful Selling

How We Help Employers

Why Now

Product Bundle

Pricing

Eligibility

Ideal Prospects

Prospecting Question

# About Us...

National Telemed Business Solutions is a virtual healthcare platform created to provide affordable healthcare solutions for small and mid-size businesses.

Our platform combines best-in-class telehealth services including unlimited consultations with no charge per call for general medical and mental health, a comprehensive medical savings program and employee concierge services.



## TECHNOLOGY CHANGED HEATHCARE







National Telemed Business Solutions

# We Help Employers

- Reduce turnover
- Improve employee satisfaction
- Save employees time & money
- Eliminate time off for medical visits
- Create a culture of care for employees
- Contain healthcare costs

HEALTHCARE SOLUTIONS IN THE PALM OF YOUR HAND

# Product Bundle

**BEST-IN-CLASS**

## TELADOC TELEHEALTH

Unlimited access to U.S. board certified physicians & dermatologist in all 50 states

## MENTAL HEALTH SERVICES

Unlimited access to licensed mental and behavioral health counselors

## MEDICAL SAVINGS PROGRAM

- Careington PDNP Dental Network
- Prescription Discount Benefits
- DirectLabs - Lab Services
- EyeMed
- Amplifon -Hearing
- Medical Bill Saver

## EMPLOYEE CONCIERGE SERVICES

Quick access to the right experts and resources to help with lifes challenges



UNBEATABLE VALUE

# Pricing

- **\$34.95** per employee per month
- Unlimited Consultations 24/7
- All immediate family members living in the household are covered
- No fee per consultation
- No copays or deductibles
- Employer determines employee contribution



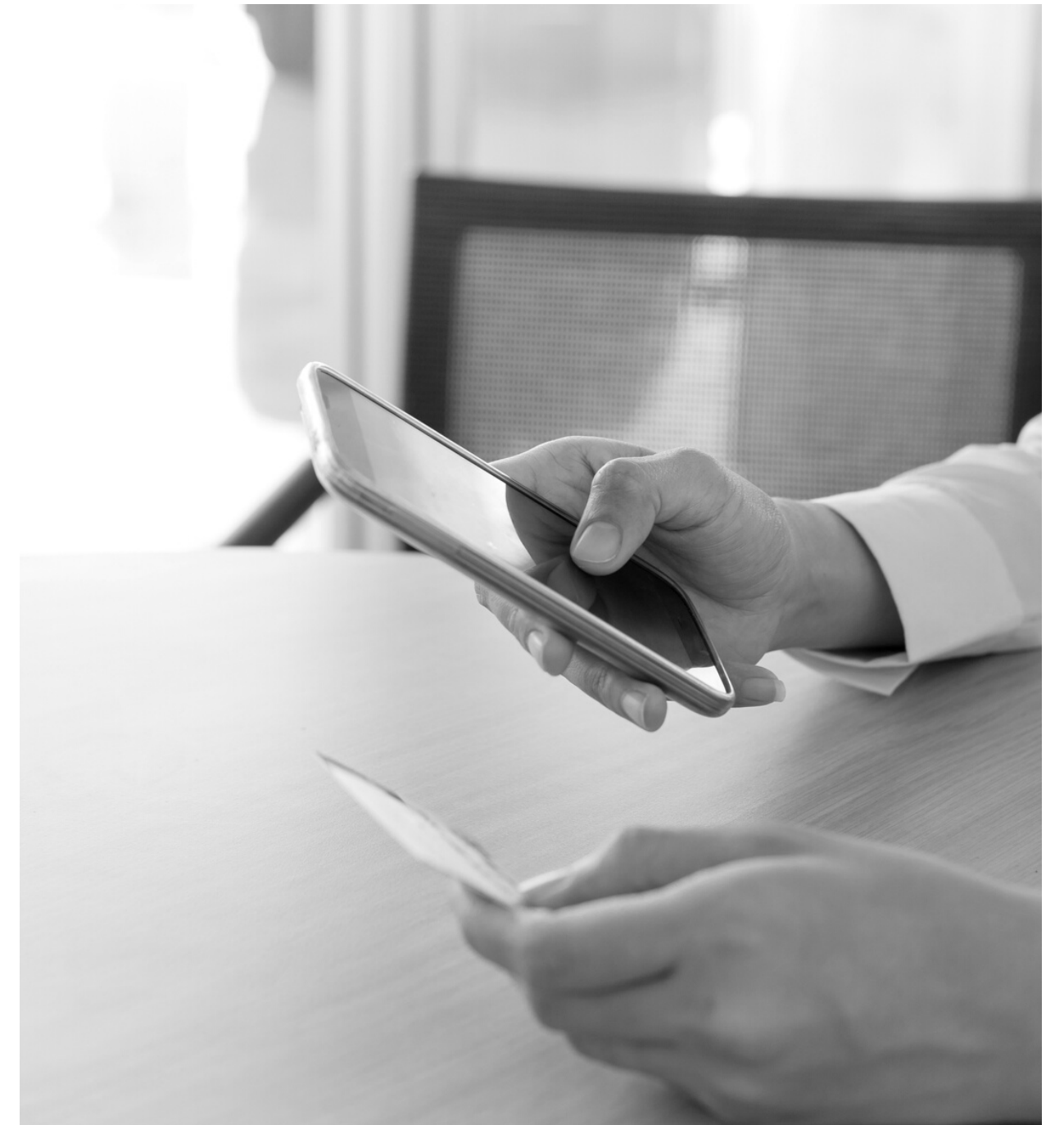
## ELIGIBILITY



- No waiting periods
- No exclusions for pre-existing conditions

## ELIGIBILITY FOR ALL EMPLOYEES

Unlike traditional benefits/healthcare insurance – we support all employees without restriction - including part-time, seasonal, interns, and even 1099 contractors



## UNINSURED

Companies not offering health benefits

## UNDERINSURED

High-deductible healthcare plans

## INELIGIBLE WORKERS

Part-time, seasonal, interns, freelancers and contingent

# Ideal Prospects

## REMOTE & RURAL

Companies located in remote/rural areas lacking access to healthcare

## INSURED WITH COPAYS

Companies with insurance that does not include zero copay telehealth services



# Prospecting Questions

## HEALTH INSURANCE?

Do you currently provide any employee health benefits? If yes, does your benefit have a \$0 copay for unlimited access to telehealth services?

## ABSENTEEISM?

Do your employees miss work to go to the doctor or take children to the doctor?

## TELEMEDICINE?

Do you have a standalone telemedicine program in place?

## MENTAL HEALTH?

Does your Telemedicine Program include unlimited access to Mental/Behavioral Health?



# Why Now?

- Millions of uninsured and underinsured households
- Covid-19 and flu season
- Meet the escalating needs for mental health access
- Fulfill the increasing demand for standalone telehealth services

# The Opportunity



## INCOME GOALS

Achieve monthly residual income with a very in-demand services.

## PERFECT TIMING

The timing is perfect for capitalizing on telehealth

## EMERGING INDUSTRY

Develop a long-term career in a market changing industry





[www.nationaltelemedbusinesssolutions.com](http://www.nationaltelemedbusinesssolutions.com)



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# Q&A

## ASK US ANYTHING...