

Mayo Clinic Welcomes Canada Arizona Business Council

September 27, 2013



Mayo Clinic & Canada

1st Patient in Mayo Clinic's Identification System was Canadian



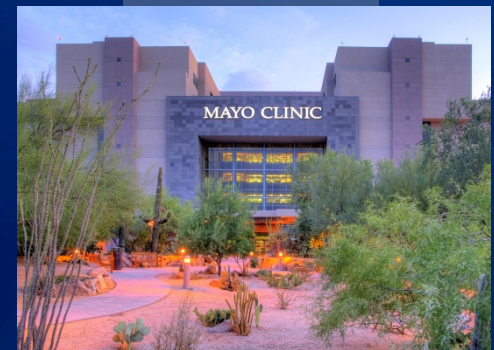
1 Millionth Patient at Mayo Clinic was Canadian

Mayo Clinic

- Provide care to more than one million patients from 140 countries every year.
 - More than 8,000 international patients each year.
- 3,700+ physicians and scientists work together as a team representing all specialties of medicine.
- Not-for-profit: all revenue is reinvested back into patient care, research, and education.



Mayo Clinic in Rochester



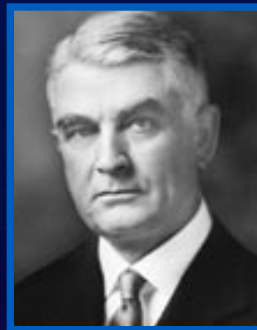
Mayo Clinic in Arizona



Mayo Clinic in Florida

Mayo Clinic's Core Value

“The Best Interest of the Patient is the Only Interest to be Considered”



William James Mayo, MD
1861-1939

Mayo Clinic Executive Health Program

The Power of Prevention

“Having a Sick or Dying CEO . . . Big Problem Right Away for Stocks”

- Negative impact of announcements of medical leaves for stocks
 - “On average, companies that have announced the medical leave of absence of a top officer suffer a 2% hit the day of the announcement”
- Long-term problems when a leader is sick.
 - “During the time that top managers are sick, the companies often pull back on research and development spending, potentially starving future innovation”
- Negative stock impact of the death of a leader
 - CEO deaths “happen on average 7 times per year at publicly traded companies.”

USA Today – April 19, 2013

MasterCard® CEO's Cancer Delays IPO to 2nd Quarter

“MasterCard, the nation’s second largest credit-card brand, on Thursday, said it will postpone its initial public offering until the second quarter as its chief executive recovers from prostate cancer surgery.

The company had been expected to list on the New York Stock Exchange during the first quarter. However, MasterCard said President and CEO Bob Selander was recently diagnosed with the cancer, which would make touting the IPO in an investor road show more difficult.

The IPO was expected to raise about \$2.5 billion for MasterCard. . . “

2-17-2006 Seattle Times

McDonald's Ex-CEO Dies of Colon Cancer at Age 44

“Charlie Bell, who was Chief Executive Officer of McDonald's until November, died Sunday of colon cancer at age 44, according to CNN Money . . . The company's first non-American CEO, Bell had succeeded Jim Cantalupo, who died suddenly of a heart attack after a little more than a year on the job at age 60.”

CNN Money 1-19-2005

What Is the Impact on Individuals?

- Stress
- Long Hours
- Travel
- VIP Syndrome

The executive accumulates assets, but many times in detriment of their most valuable asset: **their health**

No time for health?

Causes of CEO Death

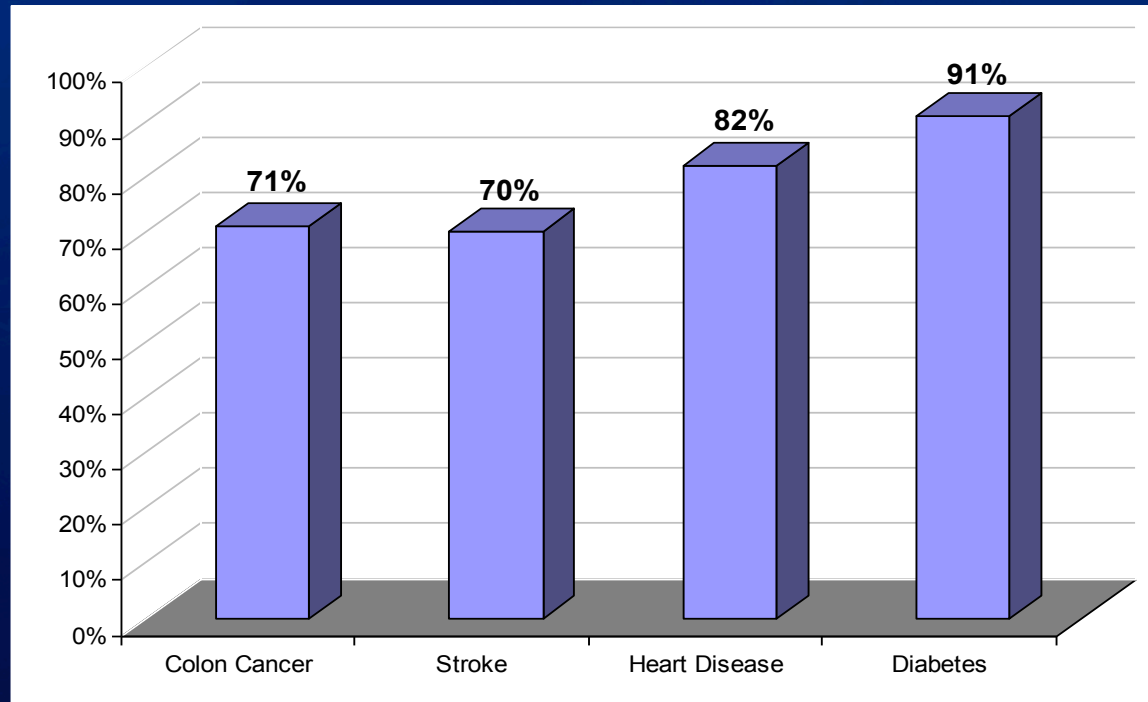
CAUSES OF CEO DEATH (1978 - 2000)

N = 161

Cause of Death	% of Deaths
Heart Attack/Heart Failure	24%
Cancer or Other Tumor	19%
Unexpected Natural Causes (Including Stroke or Brain Aneurysm)	17%
Unknown or Undisclosed Cause	12%
Brief Illness or Pneumonia	10%
Automobile Accident, Airplane Accident, Drowning, Lightning or Fire	9%
Long Illness (Heart Disease, Medical Leave Cited)	7%
Following Surgery for Unreported Illness	1%

Source: Borokhovich, Brunarski, Donahue and Harman. The Importance of Board Quality in the Event of a CEO Death. *The Financial Review* 41 (2006)

Percentage of Selected Avoidable Chronic Diseases



Burton, Wayne, et al. The Value of the Periodic Executive Health Examination: Experience at Bank One and Summary of the Literature. Journal of Occupational & Environmental Medicine. August 2002; 44; 8; 737-744.

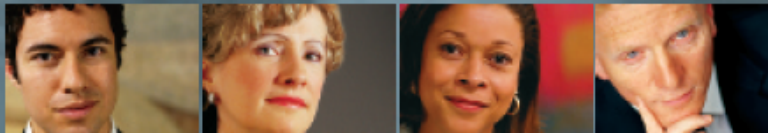
Mayo Clinic Executive Health Program

- 40+ years
- Identical program in Arizona, Florida and Rochester
- Comprehensive, prevention-based and integrated medical evaluation for the busy executive
- Access to the integrated practice as needed
- Efficient and expedited
- “High-touch” service



EXECUTIVE
HEALTH

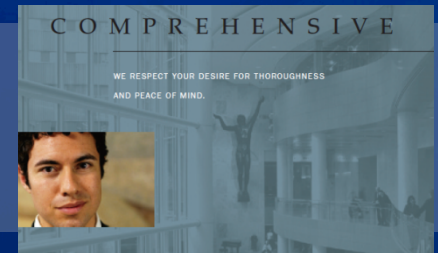
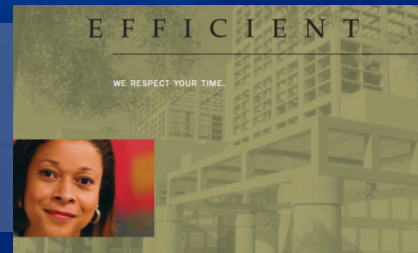
PROGRAM



ENTRUST YOUR HEALTH TO THE NAME YOU KNOW

- **Evidence-based protocol**
- **Personalized according to age, gender and personal needs**
- **Optional services available**
- **Confidential**

Combines Mayo Clinic's diagnostic expertise with preventive medicine, in a convenient 1 to 1 ½ day timeframe. Visits include:



- Complete and comprehensive medical history and physical examination
- Full range of preventive screening tests for early detection of cancer, heart disease and other serious conditions
- Consultations with Mayo Clinic subspecialists as needed
- Cardiovascular fitness evaluation including cardiac stress test
- Review and update of medications, vaccinations and immunizations, including those needed for international travel
- Lifestyle assessment, including review of nutrition, stress management, alcohol, tobacco, personal safety and other indicators of disease risk
- Full report of test results on the same day of examination and complete summary letter sent to the patient's home after the visit

Each visit builds upon the last, to establish a lifetime of personalized medical care.

Mayo Clinic Executive Health Program Medical Staff - Arizona

- Double boarded in Preventive Medicine, Occupational Medicine, Internal Medicine and/or Aerospace Medicine
- Served the business community for over 30 years



**Michael Covalciuc, M.D.,
Division Chair and Medical
Director, Executive Health
Program**



Robert Orford, M.D.



Jan Stepanek, M.D.

Executive Health Program Participants

Corporate
and
Individual



ROI: Mayo Clinic Executive Health Study

Included 61 new participants in the Executive Health Program at Mayo Clinic. Revealed prevalence of serious conditions that otherwise would have gone undetected.

4.9% Life threatening

34.4% Severe undiagnosed conditions

47.6% Risk factors for serious conditions

Cross-sectional study of new participants in the Executive Health Program at Mayo Clinic in Rochester, Minn., September 2005.

ROI: Bank One Study (Three-Year Period)

- 20% fewer medical claims
- 45% fewer disability days

	<u>Participants</u>	<u>Non-participants</u>
Claim cost	\$5361	\$6426
Short-term disability	2.78	4.02

Burton, Wayne, et al. The Value of the Periodic Executive Health Examination: Experience at Bank One and Summary of the Literature. Journal of Occupational & Environmental Medicine. August 2002; 44; 8; 737-744.



Thank You

Corporate Enrollment

- Personalized attention to corporate accounts
- Flexible options
 - Protocol only vs. additional services allowed
 - Spouses covered or not
- Simple enrollment process
 - Complete the corporate enrollment form
 - Submit list of eligible executives
 - No deposit or pre-service payment
- Corporate discount may apply based on volume

