

How DialCare
Mental Wellness
Will Give You An
Edge in Today's
Benefits Marketplace

Careington
SOLUTIONS SIMPLIFIED®



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BECCA BEAN

Vice President of DialCare

Becca Bean currently serves as the Vice President of DialCare, telemedicine affiliate of Careington International Corporation. In this role, she is responsible for assisting in the overall strategic direction and growth of the DialCare brand and business model. Mrs. Bean's extensive experience and industry knowledge made her well-suited to take on a new challenging role in the company, and she transitioned to her role at DialCare in 2019.

JEREMY HEDRICK

President of DialCare

Jeremy Hedrick is the President of DialCare and is responsible for the overall visionary leadership and strategic growth of DialCare. During his tenure with DialCare and its affiliate company Careington, Mr. Hedrick has held several senior leadership roles within the company, helping him shape the industry from every point of view, including customer, provider, regulator, claims payer and even international expansion.

JAY OSTROWSKI

Mental Wellness Clinical Director

Jay Ostrowski, LPC is the Mental Wellness Clinical Director for DialCare, assisting with the program since its launch. He also serves as a telehealth consultative and implementation partner for the Mid Atlantic Telehealth Resource Center and is the Director of the Telebehavioral Health Center of Excellence. Mr. Ostrowski is a licensed professional counselor (MI and SC) and licensed professional counselor supervisor (SC).

TODAY'S HOSTS



ABOUT US

Careington International Corporation is an established hub for enhancing benefits with over 40 years of experience in the non-insured benefits space. From a full range of non-traditional benefits to our full-scale, in-house support capabilities, Careington and our affiliate companies provide an innovative, single-source network, product and service solution.

DialCare is today's telemedicine solution. Born from the same entrepreneurial spirit as its affiliate company, Careington International Corporation, DialCare is a simple way for today's fast-paced and health-focused consumer to access around-the-clock care from a national network of licensed doctors.

With advanced telemedicine technology, we offer affordable options and better access to physicians, dentists and mental health professionals via phone or video chat. All of our products are available to all employee types as well as directly to individuals and their families.

OUR HISTORY

1 9 7 9

Founded by two entrepreneurial dentists

1 9 9 3

Began bundling dental with other ancillary products (vision, prescriptions, etc.)

2 0 0 7

Began offering telehealth products and services to the marketplace

2 0 1 7

Introduced telemedicine affiliate company, DialCare, to the group and individual market

2 0 1 9

Launched the DialCare Mental Wellness Program to the group and individual market

2 0 2 0

Expanded virtual care offerings to introduce DialCare teledentistry

WHY CAREINGTON & DIALCARE

Careington
SOLUTIONS SIMPLIFIED®

DialCare
TELEMEDICINE SIMPLIFIED®

Careington has more than 40 years of experience in the non-traditional benefits space and began offering telehealth services over a decade ago. Leveraging Careington's vast experience, DialCare offers modern telehealth solutions that are highly valued additions to modern benefits offerings.

Long before COVID-19, we knew that today's consumers wanted innovative and time-saving options for access to health care. So, we created a multi-faceted telemedicine program that offers group flexibility and can be customized to each unique client opportunity. Since the pandemic, we have seen a 60% increase in patient visits, and our telemedicine programs continue to grow. DialCare's unique and effective model responds the current telemedicine demand with a competitive, flexible and customizable solution.

OUR PRODUCTS & SERVICES

With more than 150 unique products and services to choose from, we offer unique customized packages and bundles to fit the needs of our clients. Our custom programs deliver best-in-class, tried and proven products and services that are affordable, easy to use and designed to deliver significant savings.

HEALTH

Dental
Vision
Telemedicine
Prescriptions
Hearing
Labs
Medical Bill Saver

WELLNESS

Vitamins & Nutrition
Weight Loss
Health Club Network
Chiropractic
Podiatry
Alternative Health
Long-Term Care

LIFESTYLE

ID Theft Protection
Shopping & Dining
Travel Assistance & Savings
Pet Care
Tax & Financial
Legal Advice
Will & Estate Planning

SERVICES

Enrollment & Billing
Customer Service
Claims Administration
Marketing
Fulfillment
Industry Compliance
Custom Development

PRODUCT PACKAGES EXAMPLES

Below are examples of current popular plan packages. All of these programs can also include our new DialCare Teledentistry product.

DIALCARE PLAN

- ☒ DialCare Physician Access
- ☐ DialCare Mental Wellness
- ☒ DialCare Teledentistry
- ☐ Dental discounts
- ☐ Vision discounts
- ☐ Prescription discounts
- ☐ Alternative health plans
- ☐ Medical documents

DIALCARE HEALTH + MENTAL WELLNESS PLAN

- ☒ DialCare Physician Access
- ☒ DialCare Mental Wellness
- ☒ DialCare Teledentistry
- ☐ Dental discounts
- ☐ Vision discounts
- ☐ Prescription discounts
- ☐ Alternative health plans
- ☐ Medical documents

CAREINGTON DENTAL, VISION PLUS TELEMEDICINE PLAN

- ☒ DialCare Physician Access
- ☐ DialCare Mental Wellness
- ☒ DialCare Teledentistry
- ☒ Dental discounts
- ☒ Vision discounts
- ☒ Prescription discounts
- ☒ Alternative health plans
- ☐ Medical documents

SURVIVE & THRIVE WITH US

Many of Careington's virtual health solutions are particularly valuable to employers with the onset of the COVID-19 pandemic.

While many have lost their traditional benefits, Careington and DialCare remain ready to provide much-needed non-traditional benefits. Our virtual health solutions deliver high-impact, low-cost options to ensure you can survive and thrive during this critical time.

TELEMEDICINE STATS & FACTS

The U.S. telemedicine market is expected to **exceed \$64 billion by 2025.**

During June 24–30, 2020, U.S. adults reported **considerably elevated adverse mental health conditions** associated with COVID-19.

Source: <https://www.cdc.gov/mmwr/volumes/69/wr/mm6932a1.htm>

In a recent survey, **96% of large employers** (companies with over 500 employees) in the U.S. said they **would provide telehealth coverage** with their health insurance in states where it's an allowed option.

There was a **154% increase in telehealth visits** in March 2020 compared to the same period in March 2019.

Source: <https://www.cdc.gov/mmwr/volumes/69/wr/mm6943a3.htm>

In parallel with this surging need, we're witnessing **growing comfort with virtual care**, especially among older adults, giving many individuals who may not have sought mental health care in the past an extraordinary opportunity to put themselves on the right path to better health.

Source: <https://www.fiercehealthcare.com/tech/demand-for-virtual-mental-health-soaring-here-are-notable-trends-who-using-it-and-why>

WHY VIRTUAL HEALTH SOLUTIONS

Our virtual health solutions are in high demand in today's benefits marketplace, especially since the COVID-19 pandemic drove an urgent need for health care services that allow employees to speak to a practitioner without leaving their homes.

By offering our virtual health solutions, you can add high value to your benefits portfolio and provide new, affordable ways for employees to access virtual care during this time of uncertainty.

VIRTUAL HEALTH SOLUTIONS PERKS

**Affordable option for
all employees**

Available year-round

**Sessions can be conducted
in your own home**

OUR VIRTUAL HEALTH SOLUTIONS

Our virtual health solutions provide employees with on-the-go access to licensed medical professionals, health care experts and work-life balance consultants.



DialCare Physician Access



DialCare Mental Wellness



DialCare Teledentistry

DIALCARE MENTAL WELLNESS

DialCare Mental Wellness offers mental health assistance from licensed counselors via virtual or telephonic counseling sessions.

This program is also offered to schools across the country so that middle school, high school and college students can receive mental health care.

CONDITIONS MENTAL WELLNESS CAN TREAT

Depression
Stress
Eating Disorders
Addiction
Relationship problems
Anxiety
Grief
And more

DIALCARE MENTAL WELLNESS

DialCare Mental Wellness is:



Effective

Since the 1950s, telemental health has been researched and found to be effective at meeting treatment goals. Research shows that telemental health has the same efficacy as in-person services and high client satisfaction rates.



Accessible

Clients can access services from anywhere they have an internet connection. Clients are matched with a counselor who is licensed where the client is located.



Compliant

DialCare Mental Wellness complies with Federal HIPAA regulations and State licensing regulations. Parental consent is obtained when required by State law. Counselors are licensed and trained in Telemental health services.



DIALCARE MENTAL WELLNESS

Virtual behavioral health services have become a valuable offering during the COVID-19 pandemic.

THESE SERVICES:

- Are available now to both consumers and employer groups
- Are gaining traction in the employer market
- Continue being sold by your competition
- Are available to consumers no matter where they are



HOW TO GET STARTED OFFERING DIALCARE MENTAL WELLNESS



Offer as a new product
or product bundle



Incorporate as
an add-on



Use it to complement
existing offerings

ANY QUESTIONS?

Please post your questions
in the chat box.

Careington and DialCare offer modern, high-demand virtual health solutions. Today's consumers want convenient options for access to health care. Our unique and effective virtual health model responds to this demand with a competitive, flexible and customizable solution.

Want to learn more? Contact us today!

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THANK YOU!

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