

# #MEDICAREFORALL CONVERSATIONS:

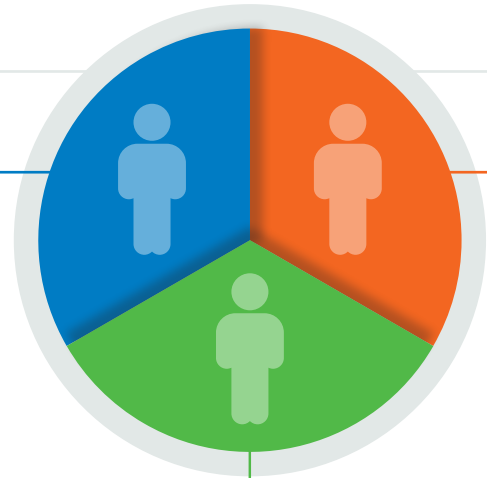
3 Perfect Responses for Employee Benefit Consultants

## What polls **REVEAL:**

**50% OF ADULTS**  
support a single payer system

...but with  
**PROPER DISCUSSION,**  
many will change their opinion

**1/3**  
IN  
FAVOR



**1/3**  
AGAINST

**1/3 CAN BE INFLUENCED**

## How to lead an **INFLUENTIAL CONVERSATION:**

**1**

### Discuss **VALUES**

Have a discussion of American values vs. those of countries with government healthcare systems. Will Americans be satisfied to follow “the rules?”



**Fairness**



**Fear of Risk**

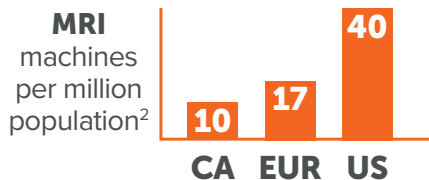


**Freedom of Choice**

**2**

### Discuss the **GAPS**

Most Americans don't understand “everything” isn't covered and there are shortages in other countries.



Outpatient Rx is NOT included - which is  
**20% of US health plan cost**



Canadians pay for outpatient prescriptions OR purchase supplemental coverage

**3**

### Discuss realities of **ONE-SIZE-FITS-ALL**

There's a promise of better benefits and more choice at zero cost. How does that happen?

#### Would you rather have a...

**A**

Minimal government plan + you buy coverage for needs outside that system?

**OR**

**B**

“One-Size-Fits-All” plan with government hospitals and doctors and zero options to go outside that system?

### There is no **MAGIC SOLUTION**

FOCUS on what helps your clients TODAY.

INSTALL consumerism and cost containment tools to help employees make smarter healthcare decisions and deliver bottom-line savings to employers.