

WEBVTT

1 "Nielsen, Jordan" (2709681664)

00:00:05.025 --> 00:00:15.059

Oh, and thank you for joining us per se, substance, use disorder. Awareness series. My name is Jordan Neilson and along with my coworkers. Wanda Russell.

2 "Nielsen, Jordan" (2709681664)

00:00:15.059 --> 00:00:19.409

Came back and Stephanie, and we appreciate you for joining us today.

3 "Nielsen, Jordan" (2709681664)

00:00:19.409 --> 00:00:26.790

We are a team of nurses and behavioral clinicians for the substance use disorder team here at part of sickness.

4 "Nielsen, Jordan" (2709681664)

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This is this format of the seminar you will not be able to ask questions during the presentation.

5 "Nielsen, Jordan" (2709681664)

00:00:32.880 --> 00:00:37.620

You are however able to add questions at anytime acuity section.

6 "Nielsen, Jordan" (2709681664)

00:00:37.620 --> 00:00:43.830

Found in the lower right side of your screen. We'll try to address as many questions as time permits.

7 "Nielsen, Jordan" (2709681664)

00:00:43.830 --> 00:00:55.560

During the last 15 minutes of an hour together, please limit your question to the seminar topic. If you have any specific questions regarding substance use disorder treatment, or your policies.

8 "Nielsen, Jordan" (2709681664)

00:00:55.560 --> 00:00:58.800

Please contact me or 1 of my team members.

9 "Nielsen, Jordan" (2709681664)

00:00:58.800 --> 00:01:02.610

Our contact information can be found in the last side of the power plants.

10 "Nielsen, Jordan" (2709681664)

00:01:02.610 --> 00:01:11.160

Today, PowerPoint will be part of the presentation here in Webex where you're going to click the link from the chat section or the Q.

11 "Nielsen, Jordan" (2709681664)

00:01:11.160 --> 00:01:15.780

Today I have the pleasure of introducing Dan that.

12 "Nielsen, Jordan" (2709681664)

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Chief growth officer and Dr. a napkin medical director.

13 "Nielsen, Jordan" (2709681664)

00:01:21.060 --> 00:01:24.660

Some monument excuse me on our webinar?

14 "Nielsen, Jordan" (2709681664)

00:01:24.660 --> 00:01:33.000

Or monument substances, support with alcohol use disorder. Excuse me? Dan are sadly commercial.

15 "Nielsen, Jordan" (2709681664)

00:01:33.000 --> 00:01:50.310

Gross efforts that monument working with health plans, employers, providers and others on strategic integration. Yes. Passionate about building sustaining relationships with partners and identifying ways that more individuals can be empowered to change their relationship with alcohol.

16 "Nielsen, Jordan" (2709681664)

00:01:50.310 --> 00:02:03.210

As part of the alignment leadership team, dance efforts are closely integrated with operations product and marketing, ensuring partner solutions, deliver the best possible number and customer experience.

17 "Nielsen, Jordan" (2709681664)

00:02:03.210 --> 00:02:09.480

Dan, hold the DA from Brown University, and has an MBA from UCLA and the sun.

18 "Nielsen, Jordan" (2709681664)

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As a medical director at alignment Dr Abe Milken oversees all facets of clinical care.

19 "Nielsen, Jordan" (2709681664)

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He received his combined M. D. an NBA degree from top University School of medicine, and then completed his family medicine residency training at Kaiser Permanente in Los Angeles.

20 "Nielsen, Jordan" (2709681664)

00:02:29.670 --> 00:02:36.450

Dr Malkin is dual board certified in family medicine and addiction medicine.

21 "Nielsen, Jordan" (2709681664)

00:02:36.450 --> 00:02:41.280

Innovate practice in position who continues to work closely with his patients.

22 "Nielsen, Jordan" (2709681664)

00:02:41.280 --> 00:02:55.345

In addition to monument Dr Malcolm is involved with a number of leading companies in the recovery, health and wellness space. I'll now turn it over to our presenters for environment.

23 "Dan Erstad Monument" (66703360)

00:02:55.345 --> 00:03:09.240

Thank you so much for the introduction. It's really our pleasure to be here today along with the Cigna North family and talk about monument and the real theme that we want to underscore how we can provide greater access.

24 "Dan Erstad Monument" (66703360)

00:03:09.240 --> 00:03:12.360

Uh, to affordable and accessible alcohol treatment.

25 "Dan Erstad Monument" (66703360)

00:03:12.360 --> 00:03:22.050

So, we already went through intros. My name's standards then I'm joined by our medical director Dr. a mountain and there's a few different areas that we will cover today.

26 "Dan Erstad Monument" (66703360)

00:03:22.050 --> 00:03:27.990

1st, we're going to look at some of the trends and impact, you know, what is really happening in the market.

27 "Dan Erstad Monument" (66703360)

00:03:27.990 --> 00:03:45.180

And I think what you'll find today is some of the numbers are are very staggering. And this is still a huge issue. And there's a lot of unmet need. We'll also talk about barriers to treatment and talk about how within the system there are ways we can improve making sure each individual is getting the right treatment that they deserve.

28 "Dan Erstad Monument" (66703360)

00:03:45.180 --> 00:04:05.180

And then finally, we'll move more to a product focus and talk about monument how we have approached this, how we built our solution different care pathways in the different ways that both members can access treatment. But also partners can work with us. So, with that,

I'm going to turn it over to Dr Malcolm to get started on trends and impact.

29 "Dan Erstad Monument" (66703360)

00:04:05.180 --> 00:04:05.805

Right.

30 "Abe Malkin, MD" (1164115456)

00:04:05.805 --> 00:04:21.900

Thank you Dan, appreciate it so, just to put a scope on the issue that we're discussing today, you know, 30Million, Americans suffer from alcohol use disorder. And this is really characterized by.

31 "Abe Malkin, MD" (1164115456)

00:04:21.900 --> 00:04:37.499

In relationship to alcohol that is having adverse consequences on one's life, whether it be social or professional or otherwise. So that's roughly almost 10% of the country. So, as you can, you can see, this is a very large problem in the United States.

32 "Abe Malkin, MD" (1164115456)

00:04:37.499 --> 00:04:59.299

In addition to just being an issue, uh, which is affecting people's lives it is causing an increased number of alcohol related deaths as you can see hundreds of thousands of people have had alcohol related deaths since 2021. and this is growing. Um, there was definitely a spike during covid, but it has really continued. The trend is continued even beyond.

33 "Abe Malkin, MD" (1164115456)

00:04:59.299 --> 00:05:09.869

And it's rising fastest within women, um, as you can see 15% increase between 2018 and 2020. so the consequences of alcohol related issues are becoming more prevalent.

34 "Abe Malkin, MD" (1164115456)

00:05:09.869 --> 00:05:31.729

In addition to health impact, it's also impacting companies and employers with millions of days of missed work for employees who suffer from alcohol use disorder, costing companies, tens of thousands of dollars in productivity and billions of dollars annually.

35 "Abe Malkin, MD" (1164115456)

00:05:31.729 --> 00:05:39.239

So, in addition to the health consequences, it's causing a tremendous amount of impact on company's bottom lines as well.

36 "Abe Malkin, MD" (1164115456)

00:05:39.239 --> 00:06:01.639

There's been a lot of literature out there really documenting the risk

of unhealthy drinking and the comorbidities, several news articles that we listed here, talk about different impacts of alcohol, use disorder on the person's health. Whether it be increased blood pressure or difficulty sleep.

37 "Abe Malkin, MD" (1164115456)

00:06:01.639 --> 00:06:12.719

You know, there's a myriad of health consequences of unhealthy drinking, which I think people are now starting to realize more and more of the consequences, even, uh, a.

38 "Abe Malkin, MD" (1164115456)

00:06:12.719 --> 00:06:22.529

A regular amount of drinking that had been okay in the past. We're starting to realize that even that can cause significant health consequences.

39 "Abe Malkin, MD" (1164115456)

00:06:22.529 --> 00:06:44.629

Sadly, though, despite all the statistics that I mentioned, a relatively small amount of patients are actually receiving treatment Rocco, use disorder under 10% and even a smaller amount of receiving actual medication to help their up by unhealthy drinking. And this is really the crux of the problem.

40 "Abe Malkin, MD" (1164115456)

00:06:44.629 --> 00:06:48.389

In the United States.

41 "Abe Malkin, MD" (1164115456)

00:06:48.389 --> 00:06:56.849

So, there's several reasons why there's a relatively low utilization of treatment for alcohol use disorder. And we'll, we'll touch on those here.

42 "Abe Malkin, MD" (1164115456)

00:06:56.849 --> 00:07:04.619

Primarily in the US, there's abstinence only based treatments where.

43 "Abe Malkin, MD" (1164115456)

00:07:04.619 --> 00:07:23.579

Patients are told not to drink at all and this is 1 method of treating. I'll call use disorder, but it's not necessarily the only method of shooting alcohol use disorder and there are non abstinence methods of treatment for patients. We just need to change their relationship to our call, but not necessarily stop drinking completely.

44 "Abe Malkin, MD" (1164115456)

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Part of the reason that providers are uncomfortable at times treating alcohol use disorder is just lack of training. You know, I can attest to this myself in medical school. I did not receive.

45 "Abe Malkin, MD" (1164115456)

00:07:38.729 --> 00:07:47.669

A tremendous amount of training on alcohol use disorder treatment. Uh, but it was only 1 once I became board certified, did I really understand the nuances of how to.

46 "Abe Malkin, MD" (1164115456)

00:07:47.669 --> 00:07:58.019

Treat patients without use disorder and I think it's 1 of the failings of our medical education is really understanding how to treat patients across the spectrum with alcohol use disorder.

47 "Abe Malkin, MD" (1164115456)

00:07:58.019 --> 00:08:03.269

In this really.

48 "Abe Malkin, MD" (1164115456)

00:08:03.269 --> 00:08:07.349

Translates to patient care as well patients.

49 "Abe Malkin, MD" (1164115456)

00:08:07.349 --> 00:08:21.479

Don't necessarily know where to go to receive the proper treatment that they need. There's a stigma around labeling someone with alcohol use disorder and there's pressures from family and other social elements of life.

50 "Abe Malkin, MD" (1164115456)

00:08:21.479 --> 00:08:34.409

We at monument are trying to remove the stigma and make it a safe and comforting place for people to turn to or they can really get actionable advice and treatment in a non schematic way.

51 "Abe Malkin, MD" (1164115456)

00:08:34.409 --> 00:08:40.979

And lastly, uh, in terms of 40Billion access.

52 "Abe Malkin, MD" (1164115456)

00:08:40.979 --> 00:08:51.479

There are there are other high cost alternatives to receiving care, which again create a barrier for patients who don't have the means.

53 "Abe Malkin, MD" (1164115456)

00:08:51.479 --> 00:09:05.759

Oftentimes patient don't receive the care that they need because of those barriers and having an affordable and easily accessible option

can really dramatically change the utilization for alcohol use sort of treatment in this country.

54 "Dan Erstad Monument" (66703360)

00:09:09.795 --> 00:09:14.909

Great. So, you know, Dr Malcolm highlighted there some of the, you know.

55 "Dan Erstad Monument" (66703360)

00:09:14.909 --> 00:09:21.599

Some of the data statistics that that underscore how big a problem this is and against some of those barriers that exist.

56 "Dan Erstad Monument" (66703360)

00:09:21.599 --> 00:09:28.679

And he started to touch on it, but what I'll get into now is our approach and how, when we launched in market in 2020.

57 "Dan Erstad Monument" (66703360)

00:09:28.679 --> 00:09:33.839

Uh, from from the Gekko, it was our mission to address some of these problems in the market.

58 "Dan Erstad Monument" (66703360)

00:09:33.839 --> 00:09:44.729

So really what this all comes down to is is 1 really important idea and decided that we want to give every individual a pathway.

59 "Dan Erstad Monument" (66703360)

00:09:44.729 --> 00:09:58.229

The reality is that I'll call it impacts people in many different ways. We talked about absence only bias historically it's been very binary, very black and white, in terms of either your drink or you don't drink. But the reality is that.

60 "Dan Erstad Monument" (66703360)

00:09:58.229 --> 00:10:06.959

There are a spectrum, there's a spectrum of gray in there and our goal is to move away from a 1 size fits all treatment model to meet people where they are.

61 "Dan Erstad Monument" (66703360)

00:10:06.959 --> 00:10:11.969

And, you know, it doesn't matter where you are in that spectrum. We want to be that starting point.

62 "Dan Erstad Monument" (66703360)

00:10:11.969 --> 00:10:31.969

So someone can start to engage in their journey. So the 3 care pathways that mining that offers are as follows 1st, we have masters

of a therapist in the platform who, when we bring on to a monument provider network, we ensure that they have experience training.

63 "Dan Erstad Monument" (66703360)

00:10:31.969 --> 00:10:47.669

Individuals without always to sort of using motivational interviewing, the key modality that we know can help drive behavior change and, you know, it can be part of that process of exploring trauma or whatever underlying reason. There may be that that is causing someone to drink.

64 "Dan Erstad Monument" (66703360)

00:10:47.669 --> 00:10:57.929

These are available via our web app with a web app. We are entirely virtual as a solution, and we offer live video appointments made with the therapist.

65 "Dan Erstad Monument" (66703360)

00:10:57.929 --> 00:11:04.259

The additional clinical pathway in the middle is physician care. We have positions on the platform.

66 "Dan Erstad Monument" (66703360)

00:11:04.259 --> 00:11:24.259

And we ensure that they understand the prescribing protocols when it comes to alcohol use disorder, their medications that I've, I've learned a lot about from Dr Malcolm, and our medical, our medical team trucks on a default from the primary medications. But our physicians can help guide our members through that process to see, hey, if they.

67 "Dan Erstad Monument" (66703360)

00:11:24.259 --> 00:11:30.359

Be clinically appropriate for medication and what's the right course for someone to engage in medication.

68 "Dan Erstad Monument" (66703360)

00:11:30.359 --> 00:11:50.359

And the final care pathway, part of our solution is our community and this is really such an amazing differentiator. We also offer in addition to the therapy and position care a place where our members can anonymously engage in self guided resources. They can join different events. But they can also get access to moderated support.

69 "Dan Erstad Monument" (66703360)

00:11:50.359 --> 00:11:56.099

We have 50+support groups that meet on a weekly basis.

70 "Dan Erstad Monument" (66703360)

00:11:56.099 --> 00:12:01.859

These are groups that our members can join again anonymously, they can stay off camera. They don't need to speak.

71 "Dan Erstad Monument" (66703360)

00:12:01.859 --> 00:12:14.069

When someone does join our community, they create a username so it's not the individual's name. It's a username that shows up. And this is a way that we directly addressed that 1 key barrier of treatment, which you talked about stigma.

72 "Dan Erstad Monument" (66703360)

00:12:14.069 --> 00:12:19.229

And what we find over time is that when our members do start to join our support groups.

73 "Dan Erstad Monument" (66703360)

00:12:19.229 --> 00:12:29.969

They may start off camera, but over time they become comfortable in engaging in conversation with their peers because they discovered that they are not alone in this journey that there are other people out there who are struggling.

74 "Dan Erstad Monument" (66703360)

00:12:29.969 --> 00:12:33.089

And being open about it and engaging with their peers.

75 "Dan Erstad Monument" (66703360)

00:12:33.089 --> 00:12:38.249

Can be a very healthy and coming to be proven way to help someone on their recovery pathway.

76 "Dan Erstad Monument" (66703360)

00:12:38.249 --> 00:12:57.689

Clinical treatment today is available in 2002 States. Those states cover more than 70% of the population. We do have a an ambition and a goal to expand States as we grow. The community is available on all 50 states. So that is something that is available to anyone across the US.

77 "Dan Erstad Monument" (66703360)

00:13:02.429 --> 00:13:08.219

And other core, you know, something else that was incredibly important to us. Uh.

78 "Dan Erstad Monument" (66703360)

00:13:08.219 --> 00:13:19.229

You know, when we started the business is, how can we deliver a seamless member experience? And there's a few things that go into that number 1, making it very easy for someone to sign up.

79 "Dan Erstad Monument" (66703360)

00:13:19.229 --> 00:13:22.919

On our platform and submit their benefits.

80 "Dan Erstad Monument" (66703360)

00:13:22.919 --> 00:13:28.529

The 2nd part is making it easy for someone to know what their costs here is going to be. If they're using their insurance.

81 "Dan Erstad Monument" (66703360)

00:13:28.529 --> 00:13:34.019

What is their copay? Coinsurance deductible? We want to make it very easy at the point of sign up.

82 "Dan Erstad Monument" (66703360)

00:13:34.019 --> 00:13:40.739

For individuals to know that, because this can be a huge challenge when it comes to engaging in health care, knowing what that cost will be.

83 "Dan Erstad Monument" (66703360)

00:13:40.739 --> 00:13:45.959

And then finally the 3rd element on the slide here.

84 "Dan Erstad Monument" (66703360)

00:13:45.959 --> 00:14:05.959

Is having the immediate ability to match with the network providers. We know this is a big challenge in terms of finding the right treatment and getting access to a provider that is covered by Cigna. And this is something that we've built into the product. Now, this is important across all of healthcare, but when we talk about something like alcohol use disorder, where some.

85 "Dan Erstad Monument" (66703360)

00:14:05.959 --> 00:14:09.209

This motivated in the moment to take that 1st step.

86 "Dan Erstad Monument" (66703360)

00:14:09.209 --> 00:14:24.929

It becomes so essential to make that seamless product experience. When someone is signing up. We don't want we want to allow someone to take those steps, get booked into an appointment and really move forward when they are motivated when there's that moment of intrinsic motivation to, to start engaging.

87 "Dan Erstad Monument" (66703360)

00:14:24.929 --> 00:14:32.039

Uh, clinical treatment and community.

88 "Dan Erstad Monument" (66703360)

00:14:32.039 --> 00:14:41.879

So, these next couple slides, I'm going to go through a few personas

and give everyone the webinar today. A sense of what are some of our members look like? So, 1st, let's talk about Chelsea.

89 "Dan Erstad Monument" (66703360)

00:14:41.879 --> 00:14:59.699

Chelsea is someone who's called in her in her thirties. She's a rising executive and a corporate job. She travels a decent amount of time and I know a lot of we're pretty much back out of the year. So she's on the road. She's a demanding corporate job. She's married with a child, so she's balancing career and family.

90 "Dan Erstad Monument" (66703360)

00:14:59.699 --> 00:15:03.869

She's someone who self describes as a social drinker of Pre pandemic.

91 "Dan Erstad Monument" (66703360)

00:15:03.869 --> 00:15:23.869

But now started to drink most weeknights she's someone who, and this is anecdotally something we know. But also from literature, someone who may be started to drink more to cope with stress of the past couple of years. And she is someone who's confronted with alcohol often through work obligations. It's part of entertaining clients. It's part of team building environment.

92 "Dan Erstad Monument" (66703360)

00:15:23.869 --> 00:15:27.929

In different exercises, so, alcohol is something that is only present in that setting.

93 "Dan Erstad Monument" (66703360)

00:15:27.929 --> 00:15:38.279

So, why monument Chelsea is identified that drinking is impacting your career and personal growth and she's really motivated now to make a change. So.

94 "Dan Erstad Monument" (66703360)

00:15:38.279 --> 00:15:44.399

What is what is chelsea's approach when it when it when it comes to joining a monument, she sets a moderation goal.

95 "Dan Erstad Monument" (66703360)

00:15:44.399 --> 00:16:00.659

Uh, this is something that we called out. Monument is not, you know, someone can come with an absence only goal, but you can also start with the moderation just cutting back and you're drinking. That could be your goal. She's able to set appointments at convenient times. That allows her to balance work and childcare.

96 "Dan Erstad Monument" (66703360)

00:16:00.659 --> 00:16:20.659

The moderated groups are available daily and she can get that supporting when she's traveling to different places. And she also enjoys the foundations course, which is part of our self guided courses where she, she's she's someone who's always been a learner. She can learn herself about alcohol. Use disorder in the various ways that it's impacting her. So I wanted to share this 1 example of Chelsea 1 type of.

97 "Dan Erstad Monument" (66703360)
00:16:20.659 --> 00:16:26.099
Persona that we often see on the platform.

98 "Dan Erstad Monument" (66703360)
00:16:26.099 --> 00:16:46.099
So, now, let's talk about Travis, a little bit different. So, Travis is in his forties. He's the operations manager manager at a company, and as a physical job, he's a veteran, and he struggles with hypertension. It's, it's another issue that he's learned about from, from the doctors for the years he tried AMD he tried to.

99 "Dan Erstad Monument" (66703360)
00:16:46.099 --> 00:16:53.489
Did not respond to the 12 step program maybe someone who's not spiritual or he didn't want to do it in person, but he didn't respond to that approach.

100 "Dan Erstad Monument" (66703360)
00:16:53.489 --> 00:16:57.089
He is growing responsibility, caring for aging parents and.

101 "Dan Erstad Monument" (66703360)
00:16:57.089 --> 00:17:07.799
He's starting to call in sick, which is something that he really does not like to do with someone is a veteran cares about team but calling in sick for drinking is is not in his character.

102 "Dan Erstad Monument" (66703360)
00:17:07.799 --> 00:17:15.419
So, he finds himself, I mean, a team player, and he wants to make this change is really motivated to this for himself. But also for his team, and for his family.

103 "Dan Erstad Monument" (66703360)
00:17:15.419 --> 00:17:26.609
So he starts with a plan to cut back, which evolves into a sobriety goal. Now, Travis does engage with a physician and discovers that. Now, truck zone is a good medication that can help him.

104 "Dan Erstad Monument" (66703360)
00:17:26.609 --> 00:17:41.369

To address his cravings therapy, covers coping skills, managing urges and different types of negative thoughts and you also engages in support groups and connects with others who have that shared experience. So, this is another example. So, between Chelsea.

105 "Dan Erstad Monument" (66703360)

00:17:41.369 --> 00:17:47.489

And Travis, 2 different personas of, you know, how individuals can engage with the monument platform.

106 "Dan Erstad Monument" (66703360)

00:17:47.489 --> 00:17:57.599

So, now we'll talk a little bit more about the different ways that a member can actually join monument. Uh.

107 "Dan Erstad Monument" (66703360)

00:17:57.599 --> 00:18:03.809

So, number 1, our initial pathway, and this has been available since we launched in 2020.

108 "Dan Erstad Monument" (66703360)

00:18:03.809 --> 00:18:14.309

Direct to consumer there is an ability for someone to come to the monument site through discovery through search or through content through direct to consumer channels and sign up as an individual.

109 "Dan Erstad Monument" (66703360)

00:18:14.309 --> 00:18:21.179

In addition, and I'll talk through this in the coming slides. We also work very closely with partners and employers.

110 "Dan Erstad Monument" (66703360)

00:18:21.179 --> 00:18:25.169

And so that's another way that our members are joining the platform today.

111 "Dan Erstad Monument" (66703360)

00:18:28.349 --> 00:18:41.939

1, other way, um, in addition to these, and I would put this in the partner category, but we are listed in the, in the signal member portal. So that is a place based on our national contract that's been live since 2022.

112 "Dan Erstad Monument" (66703360)

00:18:41.939 --> 00:18:58.949

Signal members can join monument visiting joint monument dot com or accessing might even be the Cigna a member portal. As I said, previously, when I was going through the care pathways and 3, even care pathways community is available nationwide and treatment can be accessed in 22 States.

113 "Dan Erstad Monument" (66703360)

00:18:58.949 --> 00:19:04.679

And I believe I know this, this PDF is available to those who are joining today. So you can.

114 "Dan Erstad Monument" (66703360)

00:19:04.679 --> 00:19:08.279

Have this as a reference point to see the states that brand, and we do have a plan.

115 "Dan Erstad Monument" (66703360)

00:19:08.279 --> 00:19:22.109

In the future to to expand. So now I'm going to talk through over the next few slides what it looks like when we partner with employers, because this is a really important component of our business and.

116 "Dan Erstad Monument" (66703360)

00:19:22.109 --> 00:19:36.869

It's supported by some of the data that Dr Malcolm went through, that employers are negatively impacted both from a cost perspective, but also a productivity perspective and I would argue from a culture perspective by the role of alcohol in the workplace.

117 "Dan Erstad Monument" (66703360)

00:19:36.869 --> 00:19:55.829

So, in terms of going to market with our commercial model, where we could bring monument to different employers, we want it to look very carefully at some of these trends and what was happening. And what we found is that there is a model that really works where our partners can launch with ease.

118 "Dan Erstad Monument" (66703360)

00:19:55.829 --> 00:19:59.729

We can get started quickly any time of year, and the way that we do it is this.

119 "Dan Erstad Monument" (66703360)

00:19:59.729 --> 00:20:04.979

By virtue of our contract that we have a signal, every North, we don't need to create a contract.

120 "Dan Erstad Monument" (66703360)

00:20:04.979 --> 00:20:08.789

With the employers that we work with, because their employees.

121 "Dan Erstad Monument" (66703360)

00:20:08.789 --> 00:20:17.939

Under under their agreement, Cigna already have access to the monument platform. So we're already a covered benefit as with our, with our

provider contract that we have a signature.

122 "Dan Erstad Monument" (66703360)

00:20:17.939 --> 00:20:21.119

We don't charge any admin or ppm fees.

123 "Dan Erstad Monument" (66703360)

00:20:21.119 --> 00:20:27.089

To the employers that we work with, there's no tech integration required or eligibility file that we need.

124 "Dan Erstad Monument" (66703360)

00:20:27.089 --> 00:20:33.179

Really the crux of the relationship that we build with the employers that we work with is around communications and awareness.

125 "Dan Erstad Monument" (66703360)

00:20:33.179 --> 00:20:41.790

Building awareness that monument is a solution that is available to the employees. Independents were on the signal plan, and knowing that they can use their benefits to access.

126 "Abe Malkin, MD" (1164115456)

00:20:41.790 --> 00:20:43.276

Treatment.

127 "Dan Erstad Monument" (66703360)

00:20:43.276 --> 00:20:52.829

In addition to that 1 thing that we do is we make community entirely free for signal members. So this is something that is a benefit. We pass on to the employers.

128 "Dan Erstad Monument" (66703360)

00:20:52.829 --> 00:21:04.349

And clinical treatment as a pass through cost I touched on is just a 2nd ago, but we handle all billable claims directly with the health plan. So we ease that administrative burden on the employer where.

129 "Dan Erstad Monument" (66703360)

00:21:04.349 --> 00:21:09.269

Uh, the claims don't need to be processed to them. We don't have to directly contract with them. Everything can be routed.

130 "Dan Erstad Monument" (66703360)

00:21:09.269 --> 00:21:14.729

Through the health plan.

131 "Dan Erstad Monument" (66703360)

00:21:14.729 --> 00:21:25.319

And we're having a lot of success with this model we're seeing leading

employers are trust monument. We are working with employers from jumbo, mid sized, small employers. It really doesn't matter.

132 "Dan Erstad Monument" (66703360)

00:21:25.319 --> 00:21:33.449

This is a problem that is pervasive. It's not any 1 population 1 size company. It's it's really it's everywhere. Uh.

133 "Dan Erstad Monument" (66703360)

00:21:33.449 --> 00:21:44.999

The employers that we work with stand industries across public and private sectors, you know, some of the industries that we see, we've seen a lot of traction and include technology, manufacturing, healthcare, retail.

134 "Dan Erstad Monument" (66703360)

00:21:44.999 --> 00:22:00.419

Professional services, you know, government, municipalities and more and it's interesting. There are some commonalities in terms of how alcohol shows up in these different places, but it may be unique to a certain employee population, a certain type of business and.

135 "Dan Erstad Monument" (66703360)

00:22:00.419 --> 00:22:06.719

We're really designed to support any employer really across that spectrum and no matter how they profile.

136 "Dan Erstad Monument" (66703360)

00:22:06.719 --> 00:22:24.419

As part of our engagement with employers, we do share quarterly engagement reporting that looks at engagement and treatment time to treatment members, satisfaction some core measures that are really vital to demonstrate the success of the program and the partnership.

137 "Dan Erstad Monument" (66703360)

00:22:24.419 --> 00:22:38.579

We can launch within weeks, so it's a very, very simple process. We review the health plans and go through different benefits, touch points and we implement our content across different channels and integrate with existing partners.

138 "Dan Erstad Monument" (66703360)

00:22:38.579 --> 00:22:43.889

After we've done the launch on an ongoing basis, we provide a quarterly toolkit.

139 "Dan Erstad Monument" (66703360)

00:22:43.889 --> 00:22:48.779

What that tool can include is information about monument live events.

140 "Dan Erstad Monument" (66703360)

00:22:48.779 --> 00:23:00.479

Uh, engagement for HR and company leaders, and also event integration potentially with non alcoholic beverage options. Uh, this is a, a growing area where we have a lot of excitement around. Now. It's not for everyone.

141 "Dan Erstad Monument" (66703360)

00:23:00.479 --> 00:23:09.239

Who's who's in recovery or trying to cut back on drinking, but we certainly see that. There's a lot of advocacy and a lot of people in recovery are finding that.

142 "Dan Erstad Monument" (66703360)

00:23:09.239 --> 00:23:18.779

New beverage options, especially in social settings can be something that's really important to stigmatize this and normalize being in recovery.

143 "Dan Erstad Monument" (66703360)

00:23:18.779 --> 00:23:23.969

And, and just to touch on it briefly, at the bottom 1 of the bullets on monument live events.

144 "Dan Erstad Monument" (66703360)

00:23:23.969 --> 00:23:43.969

These are events that we host on an ongoing basis, they are open to our entire community, but we will bring on clinical leaders. In some cases we'll bring on entrepreneurs in the past we've had on celebrities, but the goal is to bring on someone who has some experience or some perspective on how call use disorder and have an open conversation about it. And really it's.

145 "Dan Erstad Monument" (66703360)

00:23:43.969 --> 00:23:48.119

It's in the spirit of stigmatizing this conversation and.

146 "Dan Erstad Monument" (66703360)

00:23:48.119 --> 00:23:52.439

Giving people more access to the perspectives that matter and and help them.

147 "Dan Erstad Monument" (66703360)

00:23:52.439 --> 00:23:57.929

You know, normalize in their minds what it means to be in recovery to cut back or to abstain from drinking.

148 "Dan Erstad Monument" (66703360)

00:24:02.099 --> 00:24:10.169

So, on this slide, we have a few examples of what it looks like when

we engage with 1 of our partners employers and what some of that content could be.

149 "Dan Erstad Monument" (66703360)

00:24:10.169 --> 00:24:30.169

Again, it's in the spirit of these stigmatizing unhealthy alcohol use and spring change, we can tie on how the alcohol used to wellness activities. So, maybe that there are events or activities that are happening that we can tie into organically. We can integrate with the AP and care navigation partners to create referral pathways.

150 "Dan Erstad Monument" (66703360)

00:24:30.169 --> 00:24:42.779

And we optimize the program based on channel insights and so just to go through a little bit what's in the slide here? It's our 1 pager an example of a monument live event with a a wonderful entrepreneurial Ashley Johnson that we did.

151 "Dan Erstad Monument" (66703360)

00:24:42.779 --> 00:24:47.039

Uh, not too long ago about her company that she founded. Um.

152 "Dan Erstad Monument" (66703360)

00:24:47.039 --> 00:24:55.679

You know, some of the fliers that we do, and I do include 1 example here 1, employer that we work with, they did post on their LinkedIn and I think.

153 "Dan Erstad Monument" (66703360)

00:24:55.679 --> 00:25:05.129

If anything that's, it's a great sign of the progress we're making I don't know 5 years ago companies would have been open to talk about this and that kind of setting, but.

154 "Dan Erstad Monument" (66703360)

00:25:05.129 --> 00:25:22.529

We are seeing certainly a lot of progress being made about this conversation, as it's more in this, there's greater awareness as Dr had said to the CO morbidities and the effects that alcohol has on overall health and wellness. And so it's a really exciting time to be in this space as there's a lot of change happening for the better.

155 "Dan Erstad Monument" (66703360)

00:25:27.539 --> 00:25:34.829

So a couple testimonials, and we just picked out a few anonymous testimonials that we wanted to share.

156 "Dan Erstad Monument" (66703360)

00:25:34.829 --> 00:25:44.939

I think what we find across the board is that there are many

individuals who have maybe tried and failed in our healthcare system unfortunately, to find.

157 "Dan Erstad Monument" (66703360)

00:25:44.939 --> 00:25:50.549

A compassionate environment or providers who really understand how to talk about this issue.

158 "Dan Erstad Monument" (66703360)

00:25:50.549 --> 00:25:56.009

In a way that that is really helpful, and it really can be lifesaving and.

159 "Dan Erstad Monument" (66703360)

00:25:56.009 --> 00:26:03.329

The difference that that each individual can find and removing alcohol from their life and finding meeting without it is. So, so powerful.

160 "Dan Erstad Monument" (66703360)

00:26:03.329 --> 00:26:07.379

Another theme on the bottom left we here is this idea of hope.

161 "Dan Erstad Monument" (66703360)

00:26:07.379 --> 00:26:13.409

Uh, it can be something that is really, really challenging to address into shape, but.

162 "Dan Erstad Monument" (66703360)

00:26:13.409 --> 00:26:16.799

Once someone comes in the monument platform in many cases.

163 "Dan Erstad Monument" (66703360)

00:26:16.799 --> 00:26:29.339

They, they actually see that hope they see that pathway. Okay. I understand how I can do this whether it's a combination of medication therapy community or some permutation of those. It really can give each individual hope.

164 "Dan Erstad Monument" (66703360)

00:26:29.339 --> 00:26:38.759

You know, just to call it a few other keywords here, game changing, it's life changing really profound what it means to discover it.

165 "Dan Erstad Monument" (66703360)

00:26:38.759 --> 00:26:53.639

And I think it really comes down to that connection with providers who understand the nature of this who have that knowledge, and can really be compassionate about figuring out the right clinical and support pathways that will help each individual.

166 "Dan Erstad Monument" (66703360)

00:26:58.319 --> 00:27:04.949

So, thank you so much for your time today. I think we wrapped it just a little bit early. We certainly have time for Q and a.

167 "Dan Erstad Monument" (66703360)

00:27:04.949 --> 00:27:10.199

Uh, if anyone is interested in partnering, uh, you can email partnerships and join monument dot com.

168 "Dan Erstad Monument" (66703360)

00:27:10.199 --> 00:27:17.429

For individuals interested in signing up or learning about more about that process, you can visit joint monument dot com.

169 "Dan Erstad Monument" (66703360)

00:27:17.429 --> 00:27:21.059

And my emails on the bottom as well, and I'm happy to.

170 "Dan Erstad Monument" (66703360)

00:27:21.059 --> 00:27:30.689

Connect with anyone who has questions about our program or sorry about our platform and how it works. But again, thank you so much the ever North Sigma team.

171 "Dan Erstad Monument" (66703360)

00:27:30.689 --> 00:27:35.952

For for having us on today and and we're happy to move over to to questions.

172 "Mack, Kari" (1716557568)

00:27:35.952 --> 00:27:56.839

Great, thank you so much Dan and Dr Milken as well for the great information and the alarming statistics. Really? So let's move into Q. A, we do have some questions here. 1st, 2 questions I'm actually going to kind of ask together. So, 1st question is, is medication management.

173 "Mack, Kari" (1716557568)

00:27:56.839 --> 00:28:07.996

In order in order to join monument or people, can people just do the community and the therapy and then which Matt medications are prescribed by monument providers.

174 "Abe Malkin, MD" (1164115456)

00:28:07.996 --> 00:28:29.655

I can take that 1. uh, it is certainly not a requirement to join them on my platform. Patients can join the community and have access to those resources without medication. But for patients who do require medication, primarily the 2 medications that we prescribe are not

naltrexone. And for them.

175 "Mack, Kari" (1716557568)

00:28:29.655 --> 00:28:33.569

Okay, great.

176 "Mack, Kari" (1716557568)

00:28:33.569 --> 00:28:45.230

Next question, how can someone talk to their loved 1 about moderation when there is such a stigma against harm reduction approaches?

177 "Abe Malkin, MD" (1164115456)

00:28:45.230 --> 00:28:57.179

I can take that 1 as well. I think that's part of what the community resource provides to patients is a safe space to discuss how to approach.

178 "Abe Malkin, MD" (1164115456)

00:28:57.179 --> 00:29:00.599

Alcohol use disorder, not healthy drinking. Um.

179 "Abe Malkin, MD" (1164115456)

00:29:00.599 --> 00:29:07.769

In a safe and collaborative way. Uh, it's really a matter of changing the relationship with alcohol that we help.

180 "Abe Malkin, MD" (1164115456)

00:29:07.769 --> 00:29:25.874

Patients understand better and create a dialogue around. Um, so, as opposed to approaching it as a very binary, black and white, you have to either drink or not drink. We can help patients understand how to change the relationship and discuss that with family members. In a way. That doesn't create a stigma for them.

181 "Dan Erstad Monument" (66703360)

00:29:25.874 --> 00:29:38.459

Yeah, and I would just add on to that. I agree with everything Dr Malcolm said, but the support groups we offer, there's a whole variety of them and there's, there's a lot of a lot of different ones.

182 "Dan Erstad Monument" (66703360)

00:29:38.459 --> 00:29:47.309

Uh, individuals can join again, they can stay off camera and just listen don't have to speak when they join their 1st group. So, we've, we've really tried to make.

183 "Dan Erstad Monument" (66703360)

00:29:47.309 --> 00:30:07.309

Taking that 1st step very simple and and not having huge expectations from someone who may not be sure about this journey. Looks like so

that's been designed very much intentionally because we know how hard it can be to take that 1st step. So, when it comes to encouraging a loved 1, I think the way that we've.

184 "Dan Erstad Monument" (66703360)

00:30:07.309 --> 00:30:23.096

The platform is, is to make it easy we're not asking for anyone to come on and sign on for some full expansive commitment. It's really about starting a journey and starting an educational process to see what makes the most sense for that individual.

185 "Mack, Kari" (1716557568)

00:30:23.096 --> 00:30:43.909

And I'm actually going to just kind of piggyback a question of my own onto that, you know, when talking with family members, or loved ones who are trying to support people who are struggling with alcohol use if you would have to pick out. Maybe 2 really main things about monument that maybe a family member could talk with their loved 1 about in order to kind of.

186 "Mack, Kari" (1716557568)

00:30:43.909 --> 00:31:00.719

Say, hey, let's try monument. What would be the 2 main things that really stick out for you that you would like people to know? I know when I talk with people, I really highlight how you guys meet people where they're at in their journey versus requiring them to come where you think they should be. So talk a little bit about.

187 "Mack, Kari" (1716557568)

00:31:00.719 --> 00:31:08.109

If family members were going to talk with loved ones about monument, what would you like for them to highlight or to really make known.

188 "Abe Malkin, MD" (1164115456)

00:31:08.109 --> 00:31:27.319

I can take that 1, you know, when we set up the program for Monument several years ago, the goal here was to bring the efficiency and customer experience into this realm of treatment that customers are. Now, finding clients for patients are now finding in other walks.

189 "Abe Malkin, MD" (1164115456)

00:31:27.319 --> 00:31:35.459

Of healthcare, so, as I mentioned in the slides access to care, knowing where to go finding providers that.

190 "Abe Malkin, MD" (1164115456)

00:31:35.459 --> 00:31:55.459

Know how to treat alcohol, you sort of properly has been difficult for patients historically. And I would say the number 1, most important thing that we do at least from the clinical side is give patients a

very clear place to meet providers who are experts in our call. You sort of treatment and a tech platform and a program, which is.

191 "Abe Malkin, MD" (1164115456)

00:31:55.459 --> 00:32:01.859

Seamless and customer friendly to make this whole experience and that positive experience for them.

192 "Dan Erstad Monument" (66703360)

00:32:05.013 --> 00:32:23.517

That's great. Yeah, I mean, it's a piggyback off of Dr American. I think the accessibility. Absolutely. And I think it's the non judgmental nature of the program. I think. I think if you distill it down to the 2 and I think that's very much aligned with. Dr. and so.

193 "Mack, Kari" (1716557568)

00:32:23.517 --> 00:32:40.632

Great next question, we're actually going to go back a little bit because it's another question about medication management. Dr Mel can you explain a little bit about the differences between the 2 medications that you mentioned earlier? Is there a name brand for the 2nd, medication that you had mentioned?

194 "Abe Malkin, MD" (1164115456)

00:32:40.632 --> 00:32:48.779

Yeah, so the differences between 2 medication now, the software also called antabuse um.

195 "Abe Malkin, MD" (1164115456)

00:32:48.779 --> 00:32:59.039

Helps reduce clients, cravings for alcohol so they actually by taking that medication can reduce their inclination to want to drink.

196 "Abe Malkin, MD" (1164115456)

00:32:59.039 --> 00:33:19.039

That's all from our interviews works in a different way, it doesn't change your craving, but it's sort of a deterrent to drinking because it could cause symptoms of nanging and upset stomach if you do drink. So, it's, it's a sort of physical to turn to drinking. So, it really depends on the, the, the patient's personality and goals of how they want to.

197 "Abe Malkin, MD" (1164115456)

00:33:19.039 --> 00:33:21.913

They're drinking with the use of those 2 medications.

198 "Mack, Kari" (1716557568)

00:33:21.913 --> 00:33:37.191

Okay, and continuing with the trend of medication questions here, if a customer has other mental health medication that they've been

prescribed when coming out of treatment, is that something that monument doctors can refill as well?

199 "Abe Malkin, MD" (1164115456)

00:33:37.191 --> 00:33:44.219

Yeah, good question we, the short answer is yes, we certainly.

200 "Abe Malkin, MD" (1164115456)

00:33:44.219 --> 00:33:52.199

Can deal with Co, morbidities, including mental health in addition to alcohol use disorder. And that's why we hire physicians who are.

201 "Abe Malkin, MD" (1164115456)

00:33:52.199 --> 00:34:01.356

Both well rounded in their medical knowledge, but also experts within our colleagues disorder. So they can treat the patients more holistically.

202 "Mack, Kari" (1716557568)

00:34:01.356 --> 00:34:16.679

Wonderful we have a few questions here about can you tell us more about the community support groups that you offer and can anybody with Cigna insurance be a part of these community groups so, maybe just kind of a.

203 "Mack, Kari" (1716557568)

00:34:16.679 --> 00:34:22.634

Little more information about the support groups, the community groups, and who can attend those in cost.

204 "Dan Erstad Monument" (66703360)

00:34:22.634 --> 00:34:42.709

Yeah, absolutely I can take that 1. so our community, it's a really wonderful place and there's more information on the site. If you go to our home page, you can navigate into it, but on a weekly basis, I think we have 50 or 60+groups that me. And these are groups that are.

205 "Dan Erstad Monument" (66703360)

00:34:42.709 --> 00:34:47.339

To be clear, it is not group therapy. There is a moderator from monuments.

206 "Dan Erstad Monument" (66703360)

00:34:47.339 --> 00:34:56.669

Whether it's 1 of our therapist, or or another coach, or someone who's affiliated with our platform, who is there to act as a moderator and the way that we've developed the groups is around.

207 "Dan Erstad Monument" (66703360)

00:34:56.669 --> 00:35:16.669

A few different few, different categories. So, 1 could be. Demographically we have groups for the QA for the bypass community. In some cases. We know we have knowledge. That individuals may want to be in a group setting where they're with peers from a similar walk of life. And that just.

208 "Dan Erstad Monument" (66703360)

00:35:16.669 --> 00:35:25.889

Gives them a level of comfort where they want to engage in that type of group setting. In addition it could be. We have men's groups. We have women's groups, you know, those are also very popular.

209 "Dan Erstad Monument" (66703360)

00:35:25.889 --> 00:35:45.889

We also have groups that are around different topics, whether it's more about mindfulness and drinking so it really, you know, there's a lot of different topics, and a lot of different options. And again, it goes back to the spirit of the platform that when someone comes to monument and starts to sign up and they start to navigate into that group setting.

210 "Dan Erstad Monument" (66703360)

00:35:45.889 --> 00:36:03.749

We want them to find a place where they will feel comfortable to start this process and where they will feel, you know, There'll be a lightbulb in their head. I think this is a topic that makes sense for me where I would like to learn from other people who have more experience with this. And what we find in the support groups is that.

211 "Dan Erstad Monument" (66703360)

00:36:03.749 --> 00:36:14.759

What's really powerful is you will have individuals who may be in long term recovery and have a lot of experience lived experience, you know, being in recovery. Because, as we know, I'll probably use disorder something chronic.

212 "Dan Erstad Monument" (66703360)

00:36:14.759 --> 00:36:20.429

They have a lot of so those individuals have a lot of knowledge they can impart to someone who's just early in their journey.

213 "Dan Erstad Monument" (66703360)

00:36:20.429 --> 00:36:24.239

Uh, and it's and it's really, really powerful to make those connections in there.

214 "Dan Erstad Monument" (66703360)

00:36:24.239 --> 00:36:32.399

In terms of who has access yes. Anyone within Sigma, whether you're directly covered a dependent.

215 "Dan Erstad Monument" (66703360)

00:36:32.399 --> 00:36:40.769

You can access the community for free you can get signed up. It just takes a few minutes to get signed up. Again. This is available across all 50 states.

216 "Dan Erstad Monument" (66703360)

00:36:40.769 --> 00:36:46.409

And once someone is signed up and, you know, signed up, and as a username.

217 "Dan Erstad Monument" (66703360)

00:36:46.409 --> 00:36:52.499

In the community, they then have the option to sign up for different groups. There is no cap.

218 "Dan Erstad Monument" (66703360)

00:36:52.499 --> 00:37:12.499

Excuse me, on the number of groups that someone can join that's at their discretion and, you know, we find today now that we're around 4 years in operation. We have some groups that have been going strong for years now, and very, very, real profound, powerful relationships. Relationships have been built on the platform.

219 "Dan Erstad Monument" (66703360)

00:37:12.499 --> 00:37:16.649

Between peers, but also with the moderators from monument and.

220 "Dan Erstad Monument" (66703360)

00:37:16.649 --> 00:37:26.296

Yeah, it's a really, it's a wonderful facet in addition to the clinical treatment side that we offer it.

221 "Mack, Kari" (1716557568)

00:37:26.296 --> 00:37:38.817

And so 1 other question, and I think this is just a clarification on top of that. So, if somebody is in a state, that's not listed, can they still attend those moderated groups?

222 "Dan Erstad Monument" (66703360)

00:37:38.817 --> 00:37:49.499

Yeah, so just to be clear so clinical treatments in 2002 States so that those are states where you can see a therapist or see a physician who can prescribe medication.

223 "Dan Erstad Monument" (66703360)

00:37:49.499 --> 00:38:02.441

Um, all 50 states, you can, you can join the support groups. That is something that's not gated in the same way that clinical treatment is.

So so that's all. 50 states you have access to the support groups.

224 "Mack, Kari" (1716557568)

00:38:02.441 --> 00:38:23.149

Okay, thank you. We do have a few more questions left, but just to remind all of those listening. And if you do want to submit a question, go ahead and put it there in the. Q, and a section here of next question is, what is the general or typical time commitment for someone who's considering to join monument or how is the intensity of their care determined.

225 "Mack, Kari" (1716557568)

00:38:23.149 --> 00:38:26.377

And.

226 "Dan Erstad Monument" (66703360)

00:38:26.377 --> 00:38:31.291

Do you want to take this document? I can, I can start out and you want to fill in.

227 "Abe Malkin, MD" (1164115456)

00:38:31.291 --> 00:38:33.013

Sure, yeah, if you want.

228 "Dan Erstad Monument" (66703360)

00:38:33.013 --> 00:38:47.700

Okay, yeah, yeah, absolutely. So, you know, we, when when someone signs up for treatment, you know, there's, we offer a biweekly therapy plan or weekly therapy. So either 2 appointments or 4 appointments per month.

229 "Dan Erstad Monument" (66703360)

00:38:47.700 --> 00:39:00.090

The reason we do that is to build continuity because if you're going to engage in therapy, we want to set some rhythm where the individual's meeting with a therapist to unpack again.

230 "Dan Erstad Monument" (66703360)

00:39:00.090 --> 00:39:20.090

Uh, trauma relapse, for instance, techniques and so, on with the position, typically, it's an initial appointment and then, and then ongoing appointments and medication is prescribed to check in, on, you know, how that's going and I'm more into that. But to the core of your question, we're really not designed as a program. We're more more of a platform and the reason.

231 "Dan Erstad Monument" (66703360)

00:39:20.090 --> 00:39:25.950

Why, we're not setting stringent you must be with us for X amount of time. Is that.

232 "Dan Erstad Monument" (66703360)

00:39:25.950 --> 00:39:34.350

It really depends what someone needs and I talked about the Chelsea and the Travis personas, but, you know, for example.

233 "Dan Erstad Monument" (66703360)

00:39:34.350 --> 00:39:49.680

Someone may come to monument and join, who is a long term recovery and they may have had a relapse because they went home for a holiday and something happened. And maybe they were with us in the past, and they come back and say, hey, I really would like to see a therapist.

234 "Dan Erstad Monument" (66703360)

00:39:49.680 --> 00:40:09.680

For some period of time to unpack, you know, what happened here, what caused this relapse and how I can get back on that right path. Now for that individual it might be a month or 2 months of seeing someone. And then they get to a place where they're, they're better for someone else. It might be something that is more product. And it's an ongoing hey, I have a great relationship with my therapist.

235 "Dan Erstad Monument" (66703360)

00:40:09.680 --> 00:40:28.950

My doctor, I want to stay with monument for a long period of time, because this is again a chronic condition so, from a time commitment perspective, it really comes down to the relationship that the individual the member builds with the providers. And so I hope that answers the question, but really, we want to meet.

236 "Dan Erstad Monument" (66703360)

00:40:28.950 --> 00:40:33.961

People where they are, and that's really the crux of it but Dr mountain, you know, you can certainly add more color on top of that.

237 "Abe Malkin, MD" (1164115456)

00:40:33.961 --> 00:40:44.550

Yeah, I think you touched on it perfectly and with regard to medication management, uh, you know, the same applies. Uh, some people come to us.

238 "Abe Malkin, MD" (1164115456)

00:40:44.550 --> 00:40:55.140

To get treatment with that's all for to be used, because they know they're gonna be going through a tricky time. Like you mentioned, holiday season where they're gonna be tempted to drink.

239 "Abe Malkin, MD" (1164115456)

00:40:55.140 --> 00:41:15.897

And by taking those medications, they know it's a physical to turn to

drinking versus other patients who have suffered with, sort of for a long time. And now, so it might be something they stay on for a long time. Really? To help curb cravings. It's not situational. It's more of a long term medication, so different flavors for different types of patients.

240 "Mack, Kari" (1716557568)

00:41:15.897 --> 00:41:38.057

Okay, we have a question here about people who want to join monument, primarily, just for the moderated group support groups do those people also have an assessment to help them determine which groups are going to be most helpful or is that assessment period? Just for those who are going to be using the clinical services.

241 "Dan Erstad Monument" (66703360)

00:41:38.057 --> 00:41:55.770

Yeah, so the assessment is more on the clinical treatment side with the support groups. It's a little bit more to the members on the members discretion sort of, you know, what groups make the most sense, but we have a lot of content and there's a lot of education you can find with monument.

242 "Dan Erstad Monument" (66703360)

00:41:55.770 --> 00:42:07.770

Before someone makes that decision so we also have self guided courses that someone can get access to. Once they've joined the monument community. And we have a foundation scores, which I mentioned, I think, in the Chelsea persona.

243 "Dan Erstad Monument" (66703360)

00:42:07.770 --> 00:42:19.110

But that's a course that goes through some of the the very basic kind of building blocks of understanding how call you sort of, how it impacts each individual. So there are ways that someone can learn.

244 "Dan Erstad Monument" (66703360)

00:42:19.110 --> 00:42:26.400

About what type of group might be most appropriate for them but again, and I think I said this a few times.

245 "Dan Erstad Monument" (66703360)

00:42:26.400 --> 00:42:35.610

We've designed the group such that when someone joins that 1st group, they're not obligated to go on camera. They're not obligated to speak and we make it very clear.

246 "Dan Erstad Monument" (66703360)

00:42:35.610 --> 00:42:39.960

Uh, in our community that these are the guardrails and these are the, um.

247 "Dan Erstad Monument" (66703360)

00:42:39.960 --> 00:42:55.590

There's sort of policies for group attendance so we've tried to make it very, very easy for someone. And again, I'm not I don't want to diminish how challenging that 1st step can be in any way, shape or form, but we have done everything in our power.

248 "Dan Erstad Monument" (66703360)

00:42:55.590 --> 00:43:07.934

And the content are branding everything we communicate to members that, you know, we're trying to make this a low barrier, lower that barrier taking that 1st step in the community.

249 "Mack, Kari" (1716557568)

00:43:07.934 --> 00:43:18.570

Great a couple questions left 1st question is, are there any statistics on the different success rates between virtual care, and in person support.

250 "Dan Erstad Monument" (66703360)

00:43:22.119 --> 00:43:28.350

I'll take that. 1st, I don't have anything off hand. I could certainly, uh.

251 "Dan Erstad Monument" (66703360)

00:43:28.350 --> 00:43:39.930

And for that individual, asking the question, feel free to reach out to me directly or to partnerships. If you like to engage further. I don't have any statistics off hand.

252 "Dan Erstad Monument" (66703360)

00:43:39.930 --> 00:43:43.050

We do know generally speaking that.

253 "Dan Erstad Monument" (66703360)

00:43:43.050 --> 00:43:47.070

As we look at telehealth and obviously it's been a.

254 "Dan Erstad Monument" (66703360)

00:43:47.070 --> 00:43:51.210

You know, incredible couple of years with Kobe.

255 "Dan Erstad Monument" (66703360)

00:43:51.210 --> 00:44:06.330

And we now are at a place where most most individuals in the country have experienced telehealth and understand it as a modality, whether you're a parent like me, and you are able to see the pediatrician or something or whether it's for yourself and what we offer a monument.

256 "Dan Erstad Monument" (66703360)

00:44:06.330 --> 00:44:10.680

We do know that what has been really sticky is behavioral health and.

257 "Dan Erstad Monument" (66703360)

00:44:10.680 --> 00:44:15.510

The ability to access a therapist, a doctor.

258 "Dan Erstad Monument" (66703360)

00:44:15.510 --> 00:44:21.900

To treat something where there is this large stigma and especially if you think about the world of.

259 "Dan Erstad Monument" (66703360)

00:44:21.900 --> 00:44:28.620

I'll call you use disorder, you think about a meetings and symbolic what you think about it in person.

260 "Dan Erstad Monument" (66703360)

00:44:28.620 --> 00:44:32.550

It is very powerful to have this treatment.

261 "Dan Erstad Monument" (66703360)

00:44:32.550 --> 00:44:40.710

This evidence based approach to treatment available, virtually. So while I don't have statistics to mention.

262 "Dan Erstad Monument" (66703360)

00:44:40.710 --> 00:44:51.499

We do know that in the behavioral health arena and this arena we are seeing that that increasing access this way is is very powerful.

263 "Mack, Kari" (1716557568)

00:44:51.499 --> 00:45:08.578

Right and last question, I think they're just looking for a little maybe some suggestions or feedback. How can an employee or a person find success at an employer who offers happy hour and alcoholic corporate events.

264 "Dan Erstad Monument" (66703360)

00:45:08.578 --> 00:45:20.310

Yeah, this is a good question and I think it's very nuanced and it's I think this is a Rena that's getting a lot of attention right now, because.

265 "Dan Erstad Monument" (66703360)

00:45:20.310 --> 00:45:24.570

More company leaders, whether they're, you know, HR benefits.

266 "Dan Erstad Monument" (66703360)

00:45:24.570 --> 00:45:28.680

They recognize that alcohol can be a real, real big challenge.

267 "Dan Erstad Monument" (66703360)

00:45:28.680 --> 00:45:34.650

You know, I think that, well, I can't give explicit advice on this 1.

268 "Dan Erstad Monument" (66703360)

00:45:34.650 --> 00:45:42.390

I think that there are more forums and whether it's at the company or different channels that individuals can go through, whether it's.

269 "Dan Erstad Monument" (66703360)

00:45:42.390 --> 00:45:58.200

Anonymous or otherwise, but to start to encourage company leaders who are in charge of these events to start to think more mindfully about those and recovery or those who don't drink. And I think it's already happening across a lot of industries. We're not all the way there. But this is a big part of.

270 "Dan Erstad Monument" (66703360)

00:45:58.200 --> 00:46:10.890

Why I think we're getting the traction we are in the employer market, because when monument comes in and works with an employer jumbo, midsize small, it doesn't matter we can be a thought leader and a thought partner alongside.

271 "Dan Erstad Monument" (66703360)

00:46:10.890 --> 00:46:20.220

The the company where, you know, we're not looking to change the culture, but we can help introduce these ideas in a way as an expert that are really powerful because.

272 "Dan Erstad Monument" (66703360)

00:46:20.220 --> 00:46:33.060

You know, I think 1 thing that a lot of companies struggle with sorry, I'm getting into a lot with this answer. But I think 1 thing that, that a lot of companies struggle with is that there is not that person in senior management, who is an expert in this topic.

273 "Dan Erstad Monument" (66703360)

00:46:33.060 --> 00:46:52.470

And it's 1 of those tricky topics to talk about. So I think that's where, you know, monument really conserve a very important role in companies and organizations, but back to answer the core question. I think, I think finding those safe channels and finding pathways of trust. I think more HR leaders are aware of this.

274 "Dan Erstad Monument" (66703360)

00:46:52.470 --> 00:47:05.610

And, you know, if there are ways to get to some of those leaders, whether it's managed to talk about that, I think, I think more people are receptive to this conversation than they have been, you know, historically.

275 "Mack, Kari" (1716557568)

00:47:05.610 --> 00:47:25.610

Great okay, that was our last question again we want to thank you, Dan Dr Milken from monument for this very informative presentation and for taking time out to really share with us, the services that are offered through monument, but also just education on this growing issue. So, again, we appreciate your time there.

276 "Mack, Kari" (1716557568)

00:47:25.610 --> 00:47:42.570

This is a 5 question survey on the side panel. There that we ask everybody who's listening in. If you could kindly take a few moments to fill that out. That helps us to keep our seminars relevant to you. So thank you. Everybody for joining us here today. For the substance use awareness series and have a great rest of your day.

277 "Mack, Kari" (1716557568)

00:47:42.570 --> 00:47:49.128

Thank you thank you.