

# CONSULTANT *Connection*

News to help you grow your business

December 2017

## In This Issue

- Four trends driving 21st century health care
- UnitedHealthcare vision now includes Target and Sears Optical for all groups
- Help employees better understand their health plan with the Getting Started Toolkit

## Big data can help your clients save money by revealing wasteful health care spending



A 2016 report from the American Healthy Policy Institute found that about 20 percent of the top health care spending - \$2 billion across the 35 major employers surveyed - is wasteful.

## Message from Brian Luehne, VP, Consultant Relations



At the close of another successful year, UnitedHealthcare remains focused on the power of collaboration in building health ownership, achieving better health outcomes and reducing health care spend.

There is no question that health care will continue to dominate public discourse in the months ahead. Over the past year we shared a **number of important topics** with you, including strategies to address the **opioid epidemic** and the impact of **value-based health care**. We look forward to bringing you new insights and strategies over the coming months to ensure your clients' health plans achieve optimal results.

I want to sincerely thank you for your collaboration during the past year and wish you a happy holiday season!