

# Ten Tips to Start Saving on Healthcare

## Your checklist for better healthcare

**1. Shop for Drugs** – Become an Engaged Healthcare Consumer. If you listen to the nationally recognized Spend Less on Healthcare Podcast with Dr. Josh Luke, then you have heard this before. 'Become an EHC!' If you have never used any of the websites or mobile apps at [www.DrJoshLuke.com](http://www.DrJoshLuke.com), I can guarantee you that you are overpaying for drugs, whether it's a monthly prescription for a chronic condition or even if it's just once or twice a year. Log on or click here to try out a few resources that can help you shop for drugs.

**2. Convert your HMO or PPO to a Cost Sharing Plan** – I did it and my monthly premium for my family went from \$1,600 a month to \$610 a month – and we like it even better! Log onto [www.DrJoshLuke.com](http://www.DrJoshLuke.com) to learn more and also get the guaranteed best rate for being a "Ten Tips Subscriber!"

**3. Ask about Cash Rates** – When I traded my PPO in for a cost sharing plan, I was told that when I tell the doctor that I am a cash patient, which is essentially true when you are a cost sharing plan (see below for more), that they will offer me a 30% discount on the spot. I found this to be true, I rarely even have to ask, they just offer it up!

**4. Negotiate** – Whether it's in advance or after the fact (the truth is you should do both), it never hurts to ask for a discount! As a hospital CEO I had doctors coming to me almost weekly to ask about getting discounts for patients. Whether you are paying cash or getting your deductible waived it never hurts to ask!

**5. Ask your Doctor!** - For goodness sake your doctor is ultimately in business. The threat of losing you as a client is no different than any other business losing income. Ask your doctor as much as you can, just go through this entire list and ask she or he about pricing alternatives for each! Which hospitals do they see patients at? Is there a generic drug? Is there a cash rate for the procedure?

**6. Get your Employer to pay your Deductible** – How do you do this? Ask your employer about Centers of Excellence! When you go out of network, not only do you pay way more for a procedure but your company's cost can go up by more than \$20,000 for one procedure. An effective tactic is to approach them in advance and say, "hey, if I do choose to go to the in-network Center of Excellence, will you pay my share of costs of \$1,000 or \$5,000?" They would be crazy not to in most cases, I see it happen all the time!

**7. Shop Providers (for a surgery, to have a baby or x-rays and imaging)** – When you walk into McDonalds or Starbucks the price of every item is posted on a big sign above the cash register. Until 2018 hospitals were not required to post prices. Now they are. Ask in advance, shop, and make hospitals compete. Even use a surgery center or outpatient imaging center when possible. Its almost always cheaper to do a procedure as an outpatient. For a list of websites that compare hospital and procedure prices, log onto [www.DrJoshLuke.com](http://www.DrJoshLuke.com) to learn more

**8. Utilize Mobile Apps to Monitor Chronic Conditions & Habits** – Whether you're monitoring diabetes, stress, anxiety, diet or exercise there are plenty of mobile applications to help you focus on personalized care.

**9. Utilize Telehealth from Home or Work** - As an alternative for doctors office or urgent care visits, learn to utilize telehealth from your phone, computer or pad for unforeseen basic needs like symptoms of illness, colds, flu's or other discomfort. You can book the appointment on demand, do it from your couch and be done within 20 minutes! And many new cost sharing plans offer telehealth consults for free!

**10. Complete the Online Spending Reduction Tool** – These tips are basic, and just the beginning. To take advantage if the \$5,000 savings guarantee, complete the Personal Healthcare Spending Reduction Tool (PHSRT) to Guarantee yourself a \$1,000 annual savings or your family a \$5,000 annual savings. I saved \$10,000 overnight by implementing just one of these steps – you can to!

Thanks for your confidence in the mission of our not-for-profit. Proceeds are donated to support Alzheimer's Disease. Dr. Josh Luke

