



Pilot Medical Solutions

AIRLINE / CORPORATE FLIGHT

Proactive Aeromedical Management

www.LeftSeat.com 800-699-4457

Proactive Aeromedical Management effectively benefits pilot employees while reducing operational and healthcare costs.

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Pilot Medical Solutions, Inc.

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PROACTIVE AEROMEDICAL MANAGEMENT **Introducing Unparalleled Assistance**

Every year thousands of pilots lose their medical certification because they did not obtain confidential advice, which is readily available. Several thousand others are grounded because incomplete or incorrect information was sent to the FAA by their Aviation Medical Examiner. FAA statistics indicate nearly 50% of the applications for FAA medical certificates contained incomplete or erroneous information. Traditionally pilots and their employers rely on basic medical exams to discover potentially jeopardizing health issues. When issues are discovered, FAA medical certification becomes a labor-intensive, bureaucratic process. Even the simplest issue can ground a pilot, increasing both operational and healthcare expenditures.

In 1995 Pilot Medical Solutions changed the aeromedical paradigm with aeromedical pre-certification screening tests. This new approach affords a confidential FAA medical certification forecast which establishes a pilots' eligibility before their official FAA exam. When combined with proactive aeromedical support, which is now available, it is possible to anticipate and prevent the temporary, or permanent, loss of valuable pilot employees.

Pilot Medical Solutions aeromedical management is pragmatic aeromedical support which addresses both individual and corporate risks. Pilot Medical Solutions developed this unparalleled approach and remains the only source for this level of assistance.



FLIGHT DEPARTMENT HEALTH

A Precision Approach

Pilot Medical Solutions provides medical case management services to meet the unique needs of businesses with pilot employees.

Proactive Aeromedical Management assures the livelihood of flight personnel and provides many company benefits including:

- > **FAA Intermediation**
- > **Effective Utilization of Employee Assistance Program**
- > **Healthcare Cost Management**
- > **Insurance Claims Administration**
- > **Employee Retention**
- > **Enhanced Morale**

Proactive Aeromedical Management effectively benefits pilot employees while reducing operational and healthcare costs. Proactive Aeromedical Management:

1. Prevents the temporary or permanent loss of pilot personnel by monitoring aviation specific health parameters.
2. Provides direct FAA intermediation to assure timely and accurate resolutions of medical certificate problems.
3. Provides the highest level of aeromedical services by assisting pilots, private physicians and management. Pilot Medical Solutions addresses the needs of the pilot, the private physician, and the company.
4. Functions as a confidential aeromedical manager assuring aviation sensitive medical care while limiting costs.
5. Provides health-course corrections to the company and pilot employee.
6. Demonstrates the company commitment to valuable pilot employees by providing career protection services.

Pilot careers are safeguarded, health care savings accrue, generating a positive effect on the bottom line.

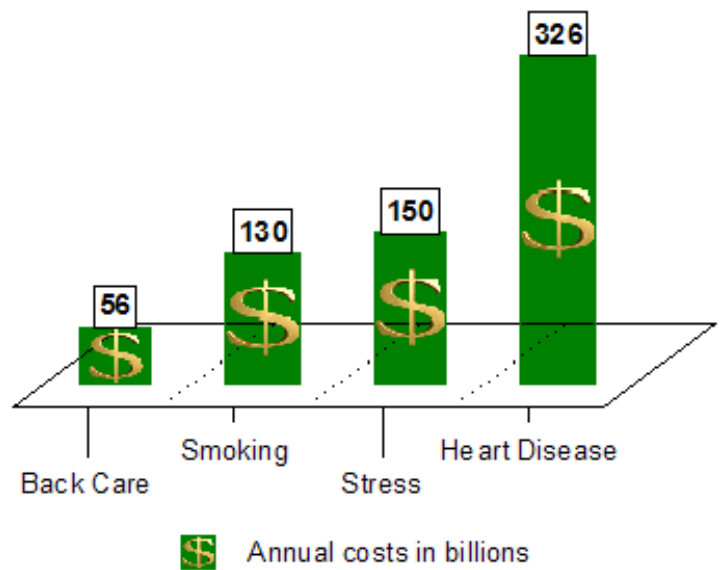


HEALTH CARE EXPENDITURES

A Fiscal Epidemic

At the beginning of the twentieth century infectious diseases accounted for the majority of health problems in the United States. As we begin the twenty-first century, however, cardiovascular and chronic diseases are the largest hindrances to a healthy life. These disease processes result from the interplay of a variety of physiological and behavioral factors. These conditions are prominent in the pilot population and the risk factors for these conditions are usually modifiable. Health promotion and disease prevention must target these factors.

We know, with ever-increasing certainty, individual lifestyle changes may reduce risks within days, and insurance rates within months.



SMOKING - Annual cost for medical care is \$130 billion.

STRESS - Costs businesses an estimated \$150 billion annually.

HEART DISEASE - The cost of medical care and lost economic productivity due to heart disease in the U.S. was projected to exceed \$326 billion in 1999.

LOW BACK PROBLEMS - Back problems are common among pilots, the most frequent cause of activity restriction in young adults and the second leading cause of physician visits in the U.S. with attributable annual costs exceeding 56 billion dollars.

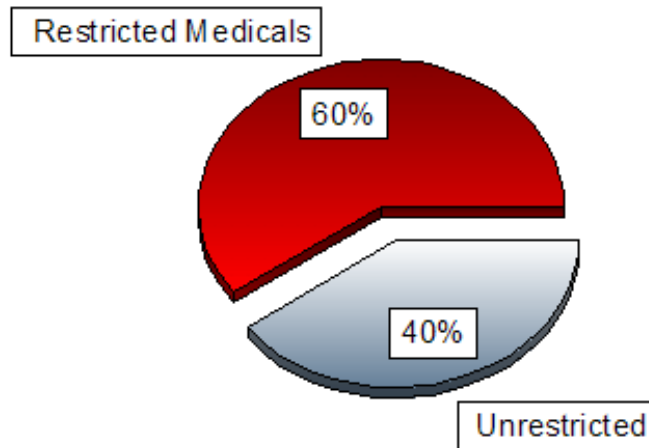


COMMERCIAL PILOTS Certificates In Jeopardy

One of three commercial pilots has pathology (significant medical condition) which is being tracked by the FAA and more than 60% of commercial pilots have one or more restrictions on their medical certificate.

FAA Medical Restrictions

U.S. Airline / Corporate Pilots



A pilots' livelihood is inextricably linked to health via FAA medical certification which virtually mandates pilots maintain healthy lifestyles. While the scheduling constraints of corporate pilots present unique challenges, even minimal lifestyle changes may yield significant health benefits. Lifestyle alterations in corporate pilots reduce personal risks, the likelihood of medical grounding, and corporate healthcare costs.



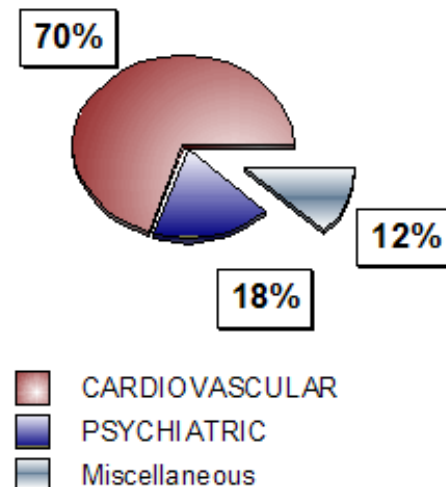
MEDICAL CERTIFICATION & HEALTHCARE COSTS

Two Problems - One Solution

Eighty-eight percent of the problems which jeopardize FAA medical certification relate to cardiovascular or psychiatric issues. As noted earlier, modifiable healthcare costs are also attributed to these issues.

Jeopardizing FAA medical certification issues and healthcare expenditures have a dependant relationship with many of the same root causes. Both problems may be solved with timely proactive management. *Proactive Aeromedical Management* is a fast-acting “medicine” treating both medical certification problems and healthcare costs with immediate impact.

Obstacles to medical certification



PROACTIVE AEROMEDICAL MANAGEMENT DUAL OBJECTIVES ARE ACCOMPLISHED THROUGH:

(1) MEDICAL RECORD MANAGEMENT -- Physicians are burdened with excessive documentation requirements and are usually unfamiliar with aerospace medicine or FAA standards. Even Aviation Medical Examiners (AME's) rarely keep pace with the ever-changing aeromedical standards. In fact, less than 4% of AME's specialize in aviation medicine and nearly 50% of the applications sent by AME's contain incomplete or erroneous information. In contrast, Pilot Medical Solutions establishes eligibility for FAA medical certification before FAA submission and pre-qualifies all documentation. This assures confidentiality and the probability of favorable and expeditious processing. Private physicians receive unlimited consultations with our staff, a checklist and sample documentation detailing FAA requirements and the criteria for certification.

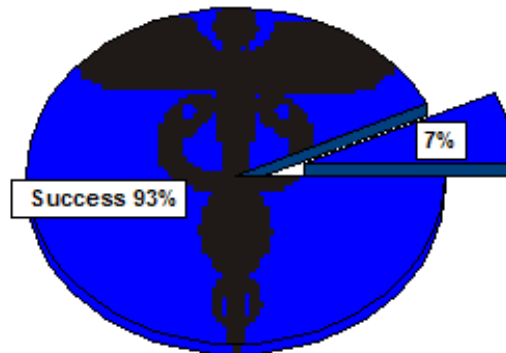
(2) FAA INTERMEDIATION -- Our staff has managed every imaginable medical situation.

Pilot Medical Solutions is in constant communication with the FAA and international aerospace medicine policymakers. Our office communicates directly with the FAA to obtain flight clearance. All documentation required by the FAA is physically delivered to the FAA in Oklahoma City.

(3) PHYSICAL ACTIVITY PROGRAMING -- Sedentary lifestyle is an independent risk factor for cardiovascular, back, and other costly chronic health problems. Physically inactive adults have nearly twice the risk for cardiovascular disease as their regularly active counterparts regardless of other health habits. *Proactive Aeromedical Management* includes fitness recommendation for pilot employees.

Success Rate

Pilot Medical Solutions has a 93% success rate and will assist over 20,000 pilots each year.



Thousands of pilots each year return to flying with the assistance of Pilot Medical Solutions. Managing every imaginable issue, which affects pilot FAA medical certifications, Pilot Medical Solutions vaunts confidential accelerated medical certification processing for pilots with jeopardized medical scenarios. Pilot Medical Solutions is a renowned resource in aviation medicine circles advancing clear information and proactive support to AME's and pilots throughout the world.

Pilot Medical Solutions' growth has been driven by demand from pilots and AME's throughout the world.





Pilot Medical Solutions

Internationally Trusted

Aviation medical examiners and pilots throughout the world recognize Pilot Medical Solutions as their greatest opportunity for FAA medical certification.

Read what they have to say about Pilot Medical Solutions' unparalleled service:

"Pilot Medical Solutions provides professional support for pilots and AME's that I believe is crucial to streamlining aeromedical care." - **Doctor Guy Baldwin, Senior AME**

"I received the FAA's unrestricted clearance and a new medical certificate in only 18 days."
- **Neil Hauff, ATP, Quintuple Bypass, CA**

"Pilot Medical Solutions got my medical back with a phone call!" - **Arrhythmia Pilot, MD**

"I am extremely pleased and grateful." - **Doctor Arthur Muroff, NY**

"I received my unrestricted second class medical." - **Cancer Pilot, Haiti**

"Many I spoke with gave me dim hope, with suggestions of months of waiting for medical review in OKC. Well, thanks to you, I received my 2nd class medical just 14 days after submission." - **James Ham, Cardiovascular Pilot, OK**

"Without Pilot Medical Solutions, I probably would have never flown again."
- **Dale Allen, Seizure Pilot, Hawaii**

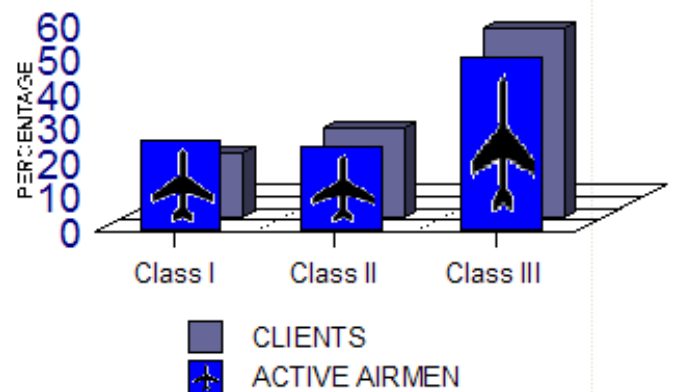
"Just as rehearsals are good for show business, they also can be valuable in the medical certification process. Pilot Medical Solutions of Tulsa has a new medical protection program that pre-qualifies pilots before they apply for their medical certificates."

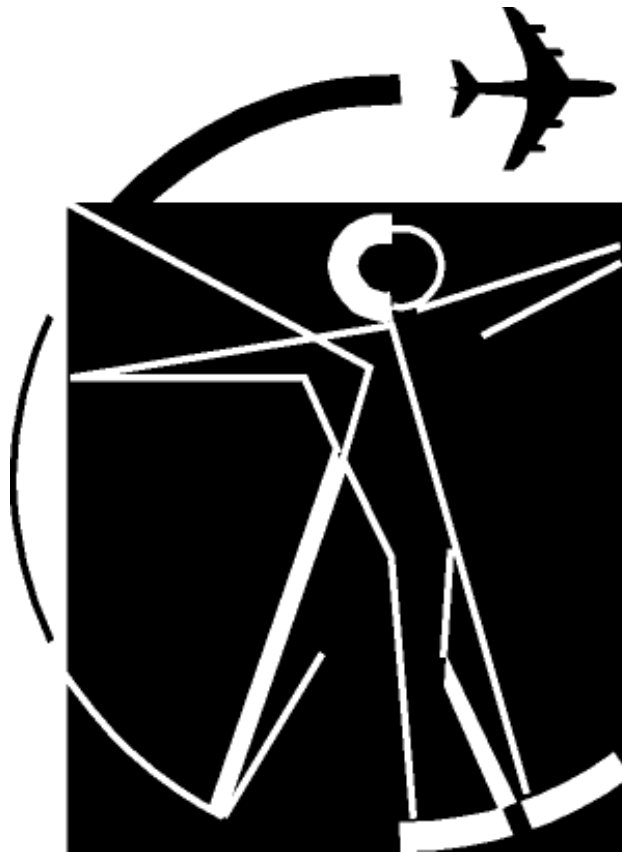
- **Business and Commercial Aviation Magazine, Editorial, Sept. 98**

Pilot Medical Solutions' clientele representative of the total pilot population

Pilot Population

Distribution by class of medical





**Proactive
Aeromedical
Management**

The Need for Speed

Swift Aeromedical Solutions

**Assure Retention of Valuable Pilots and
Reduces Healthcare Costs.**

Proactive Aeromedical Management delivers timely employee benefits at minimal cost. Healthcare savings are assured with *Pilot Medical Solutions' Proactive Aeromedical Management.*

Accelerate Your Healthcare

Call Pilot Medical Solutions today

CALL 800-699-4457