

Training the Industrial Athlete:

Strategies for Performance, Well-Being, and Lasting Change



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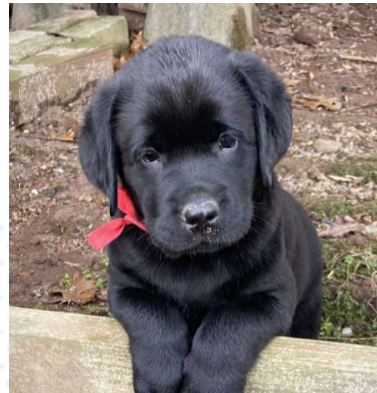
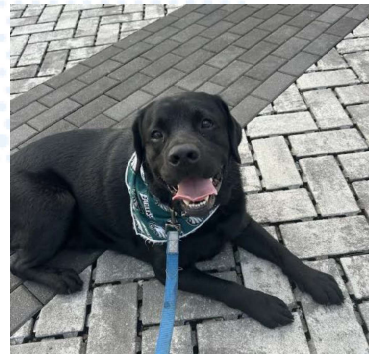
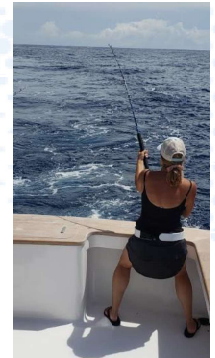
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AGENDA

- Introduction
- TWH Overview
- Employee Injury Trends
- What's Impacting our Workers
- Behavioral Change
- Best Practices



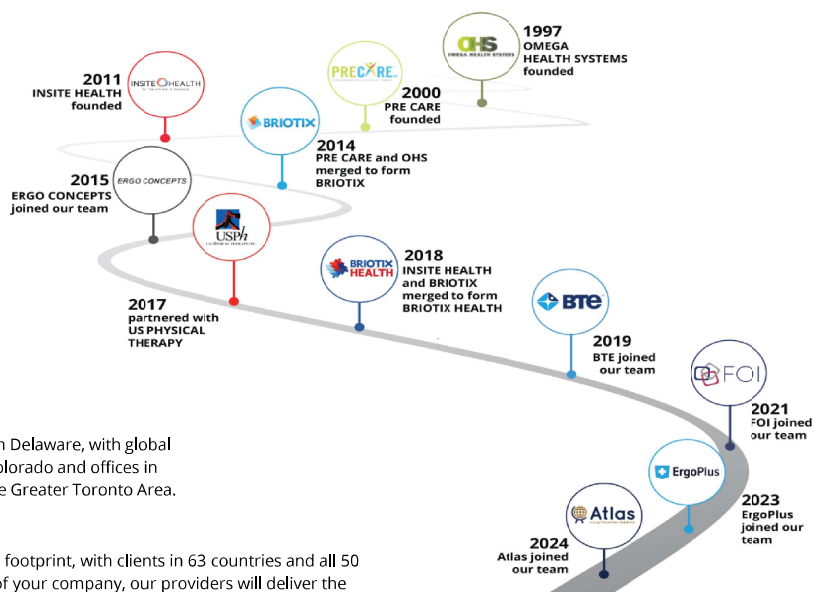
ABOUT BRIOTIX HEALTH-HISTORY & LOCATIONS

OUR HISTORY

Founded in 1997, our company has grown organically and through mergers with industry leaders, including PreCare, Omega Health Systems, Ergo Concepts, InSite Health, BTE Workforce Solutions™, Focus on Intervention, ErgoPlus, and Atlas IPS.

A shared common vision has endured and includes delivery of astounding results through effective, science-based, and practical injury prevention services and technology.

Over the past three decades, we've delivered care to more than 3 million Working Athletes™ throughout the United States and globally.



OUR LOCATIONS

Briotix Health is incorporated in Delaware, with global headquarters in Centennial, Colorado and offices in California, Wisconsin, and in the Greater Toronto Area.

Briotix Health has a truly global footprint, with clients in 63 countries and all 50 states. No matter the location of your company, our providers will deliver the highest quality care to improve employee health and optimize workforce performance.



Total Worker Health™

A Program that integrates **protection** from work-related safety and health hazards with **promotion** of injury and illness prevention efforts to advance worker well-being.

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Total Worker Health™

**Keep Workers
Safe**

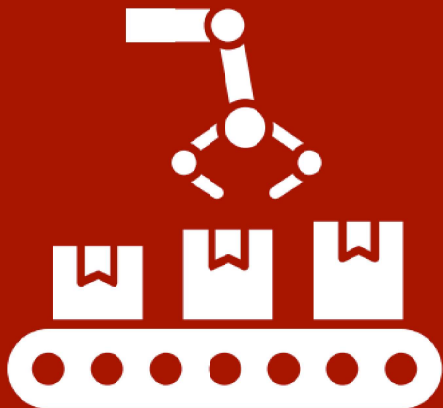


**Invest More in
Worker Health**



Worker Wellbeing

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Employee Injury Trends



80 days
Average number of lost workdays per injury across all industries

Employee Injury Trends

The average number of lost workdays by industry and injury type:

Industry	Injury
Construction	114 days
Transportation	94 days
Services	77 days
Wholesale	76 days
Manufacturing	76 days



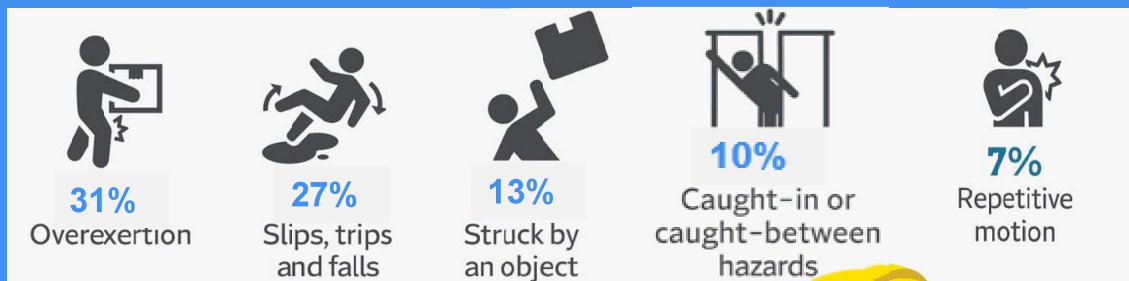
Employee Injury Trends

The average number of lost workdays by industry and injury type:

Industry	Injury	
139	100	97
Dislocations	Inflammation	Fractures
64	39	36
Strains and sprains	Contusions	Lacerations

Slips, trips and falls had the highest cost per claim of the most common causes of injury.





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First Year Employees

37% of all workplace injuries occurred during a worker's first year on the job, resulting in more than 5 million missed workdays.



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First-year injuries made up **34%** of all **manufacturing workers compensation costs.**

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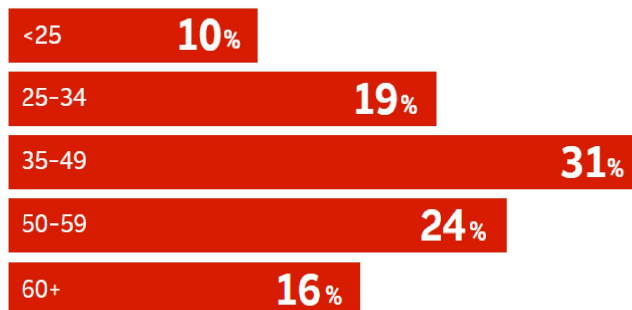
First-year injuries made up **44%** of all **Construction workers compensation costs.**

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When are employees getting injured?

Age is a factor in injuries.

Percentage of injuries by age group

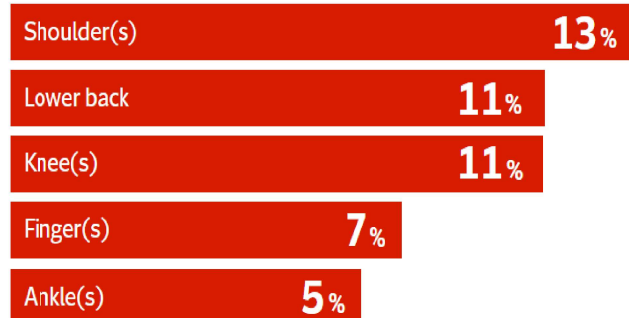


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Where on their bodies are they injured?

Shoulder injuries were the most common in most industries. Wholesale was an exception, where the lower back was the most frequently injured body part.

Most common body parts injured



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— \$30,000

Travelers Insurance cost of a WC MSD

— OSHA Stats

Fatal Four



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What is impacting workers' health and safety?

“Worker Readiness”

Worker Readiness

- Aging workforce
- Deconditioned
- Poor body mechanics
- Lack of attentiveness (situational awareness)
- Health and Wellness

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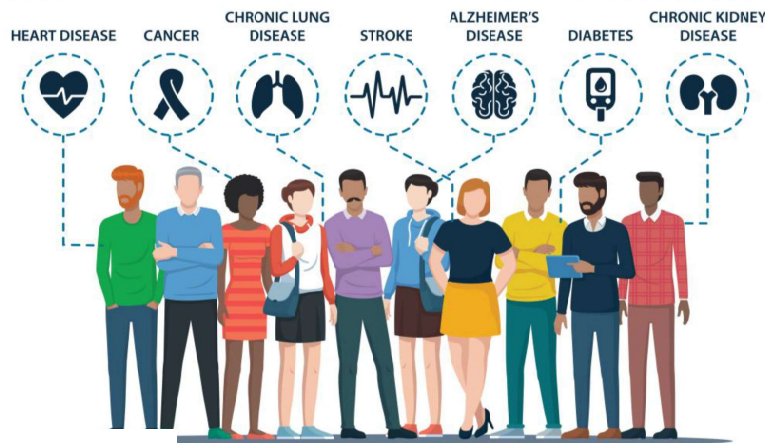
Research shows that **60% to 70% of all safety “incidents” have some type of health or wellness issue** as an underlying factor.

(BLS.gov)



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Health status and prevalence of chronic disease **Increases risk for workplace injury**



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Risk factors for chronic disease:

Poor nutrition

Lack of activity

Tobacco, alcohol, and drugs

Stress and depression



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Total Worker Health™

Keep Workers
Safe



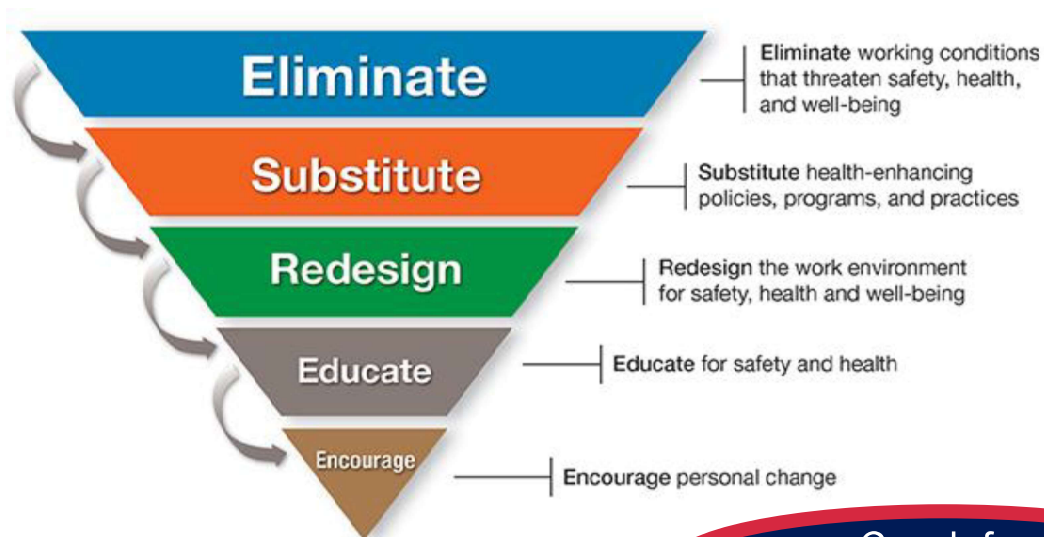
Invest More in
Worker Health



Worker Wellbeing

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Total Worker Health (TWH)™



Coach for
Personal Change

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Science of Behavior Change

Stages of Change



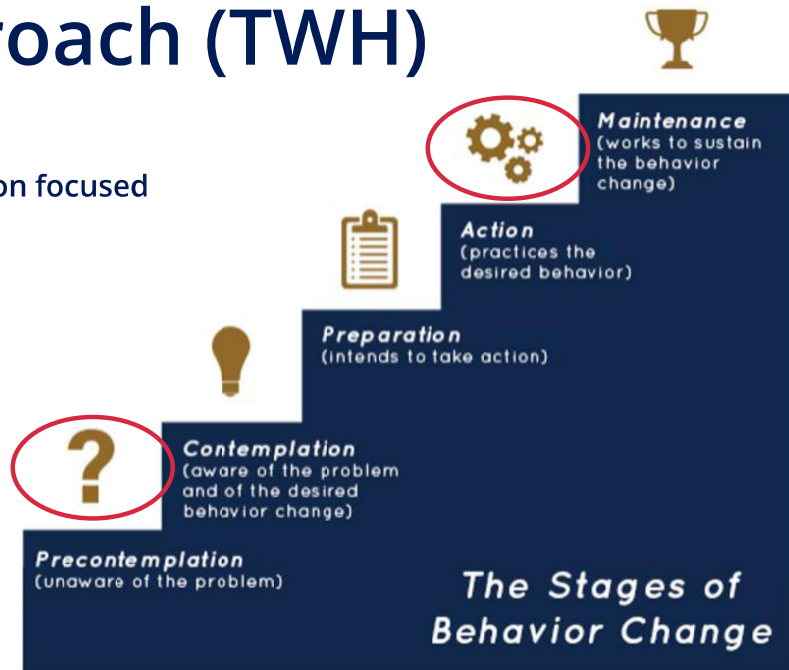
Typical Approach (TWH)

Most Programs Expert or Action focused

- Give facts/research
- Expert approach
- Employer focused
- Action based

TWH

- Educate
- Encourage



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Winning Approach

Engage and Coach for Change

- Personal Connection
 - What do they value
- Educate on why they need to change
 - Intrinsically motivating
- Coach Approach
 - Planned and prepared



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Best Practices



Total Worker Health™



Industrial Athlete Coaching



Industrial Athlete Coaching

What does an athlete need to be successful?

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Industrial Athlete

Refers to workers who can benefit from coaching to help them adapt to physically demanding or repetitive jobs.



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Challenges

- Musculoskeletal Injuries (MSD'S)
- Competitive Job Market
- Employee Turnover
- Engaged Workforce
- Employee Situational Awareness
- Employee Physical Ability



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Be a Coach

- Engage/Relationships
- Drip Industrial Athlete Strategies
 - Body Mechanics
 - Stretching
 - Head in the Game/Mindfulness
 - Wellness (sleep, stress, chronic disease)
 - Recovery
- Musculoskeletal Expert

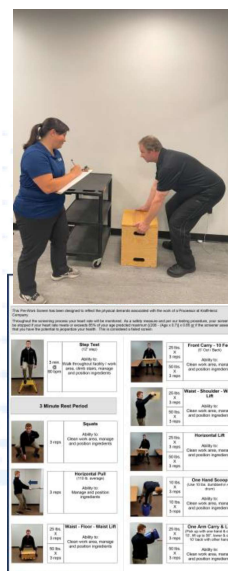
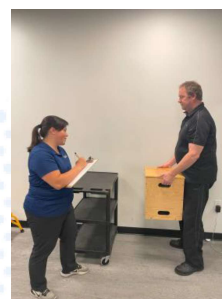
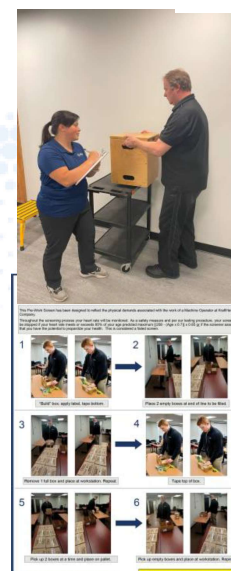
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Early Intervention (EI)



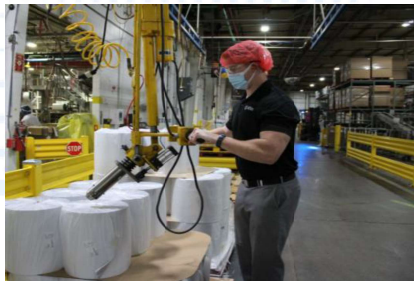
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Physical Ability Screens



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Ergonomics



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Job Coaching



Power Zone

What:
The zone where one is strongest and most comfortable when material handling.

Why:
The power zone allows you to use the correct muscles to do the work.

How:

- Standing upright
- Shoulders back
- Arms off to your side
- Elbows bent to a 90-degree angle
- Near angle workstation or your position to assure task are within the power zone

Analogy/Tips
A strike zone of a baseball player. The more often tasks are performed in the power zone the less likelihood of an injury will occur and that's a "home run."



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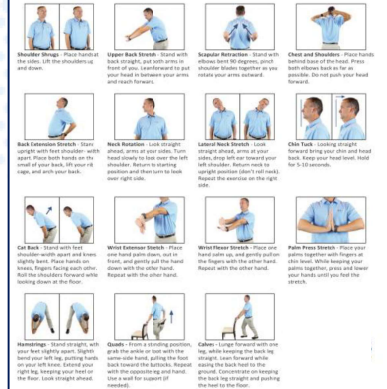
Stretching Strategies



Make Stretches Part of Your Daily Routine

Important Guidelines: Please review these guidelines before performing stretches. If you are uncertain about your ability to safely perform these stretches, do not proceed and seek guidance.

- Before each stretch, relax and stand with feet shoulder-width apart and knees slightly bent.
- Combine stretches first on one side and then the other side if applicable.
- Repeat each stretch for 2-3 times throughout the day.
- Hold each stretch for 5-10 seconds for 3-5 reps.
- Stretch to the point of comfortable tension. Do not strain or bounce when stretching.
- Breathe in a relaxed manner.
- Do the stretches at your own individual rate and ability.
- Stop stretching immediately if you experience any sharp pain.



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Health and Wellness

TOTAL CALORIES

Calories are the term used to describe how much ENERGY a certain food contains. The energy we consume through food needs to be used up through activity during the day otherwise our body stores the left over energy as fat for the future.

TRICKY MARKETING

- **Calories Free:** less than 5 calories per serving
- **Low calorie:** 40 calories or less per serving or have to have one-third fewer calories than the brand's original product. One brand's low-calorie version may have similar calories as another brand's original.

KEYS TO REMEMBER

- Make sure to check serving sizes and do the real calorie math
- 240 calories x 4 servings = 960 calories
- Example: This label has a Total Calorie of 240 calories, BUT the package has 4 servings so if you consume the whole package you are actually consuming 960 calories
- Know how many calories you need based off your activity and wellness goals

FACTS

- Calories = ENERGY
- They are only PER SERVING
- Serving sizes may be misleading and unrealistic
- Manufacturers often list a much smaller amount than what most people consume in one setting

Nutrition Facts

4 servings per container
Serving size 1 1/2 cup (200g)

Calories 240

Total Fat 1g	2%
Saturated Fat 1/2g	1%
Trans Fat 1g	2%
Cholesterol 100mg	20%
Sodium 100mg	20%

Stress Management

HOW STRESS AFFECTS YOU

- Stress can control as an alarm in the brain, which prepares the body to react as a defense mechanism for any danger.
- External stressors can include physical environment, daily hassles, social, and organizational.
- Internal stressors can include mind traps, perceptions, self-critical and judgmental thoughts.
- Responses of the stressor: the body has the same response (adrenalin fight).
- During this response, many different reactions occur in your body to defend against these dangers.
- When we allow our bodies to get revved up, but don't allow the stress to dissipate, health problems can occur.

MINDFULNESS AND STRESS

Focusing on internal triggers is important for stress management because these are all controllable. Our thoughts, emotions, self-talk, and worry become constant and perpetual. Most stress is a direct result of these automatic thoughts.

It is estimated that the average person has 80,000 thoughts a day! The mind is an amazing tool, but if we are unable to switch it off, it can consume us.

Mind-traps can also include worrying about the past or thinking about the future. Few people live in the moment, we very often dwell on the past or imagine what good or bad the future will hold. You cannot possibly change the past – it's already happened.

Likewise, you can't possibly predict the future. It has yet to come! What you do have is the here and now.

CHOOSE AND CHANGE

- Ask yourself:
- Can I control this?
- How will I feel about it?
- How important is this?
- What are the facts? (What am I thinking?)
- Is this a battle I am willing to fight?
- Will this matter in 5 days? 5 months? 5 years?



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Mindfulness Strategies

MINDFULNESS

Are you
Mind Full, or Mindful?



Mindfulness Coaching

Help workers to recognize distraction/auto pilot and provide strategies to bring more awareness to daily life.

- Awareness and support
- Situational Awareness
 - OSHA Fatal Four
- Body Awareness (sign/symptoms)
 - Early Intervention Strategy
- Risk Reduction (wellness/safety)
 - Nutrition, Stress, Sleep



Mindfulness Strategies

- Slow Down
- Focus
- Senses
- Engage (as if it's your 1st time)
- Body Awareness
- Breath

MINDFULNESS

Are you
Mind Full, or Mindful?



Questions

Thank you



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BRIOTIX HEALTH