

Weekly Team Training - April 07

[Announcement of new Capstone ambassador @ 1:19](#)

Chris Gaddis announced that Gary Brekka, who is part of the Make America Healthy Again board with Robert F. Kennedy, has joined as an ambassador for Capstone, which will boost the program's credibility.

[Overview of Elation health program @ 2:12](#)

Chris provided an overview of the Elation health program, which focuses on reducing prescription drug costs for businesses. He explained that the healthcare system is flawed, with insurance companies and pharmacy benefit managers (PBMs) overcharging and profiting excessively. Elation aims to address this by providing transparent pricing and passing along savings to clients.

[Demonstrating Elation's prescription cost savings @ 5:20](#)

Chris presented examples showing how Elation can save clients significant amounts on prescription drug costs compared to traditional insurance plans. He highlighted that the average plan spends over 42% of claims on prescriptions, which many businesses are unaware of.

[Positioning Elation as a complement to Capstone @ 10:04](#)

Andrew and Al discussed how Elation can be positioned as a complement to the Capstone program, with Capstone being a strong door-opener and Elation providing additional cost savings opportunities. They emphasized the importance of educating clients on the overcharging happening in the healthcare system.

[Recap and next steps @ 42:30](#)

Andrew provided a recap of the key points covered, including the ability to leverage both Capstone and Elation to reduce client costs. He encouraged the team to revisit past Capstone prospects to present the updated program and highlight the potential for additional savings through Elation.

Action Items

- **Update Capstone Plus presentation slides to include brief mention of potential 10-20% health insurance overcharging, without shifting focus from Capstone** - [WATCH \(5 secs\)](#)
- **Create email template for reps to use when reaching out to past prospects about upgraded Capstone Plus plan, emphasizing 15-20 min Zoom call to showcase improvements** - [WATCH \(5 secs\)](#)

- **Review and approve updated Capstone Plus presentation slides with new health insurance overcharging mention** - [WATCH \(5 secs\)](#)
- **Follow up on Kai's referral partner's enrollment issue - check email verification step, escalate to tech support if needed** - [WATCH \(5 secs\)](#)
- **Send email to Andrew with details of referral partner's enrollment issue for faster resolution** - [WATCH \(5 secs\)](#)