

# LifeSpan - The Right Place at the Right Time!

## Greetings!

We continue to enjoy and learn from your responses to our monthly newsletter, and welcome any requests, ideas and constructive criticisms you would care to pass along.

Beginning next month, we will host a guest columnist in our newsletter, who will discuss the issues and concerns that preoccupy all of us. If you would like to request a topic or contribute a column, contact us.

We are looking forward to replacing the stock photographs on our website with real photographs of ourselves with our families and friends. We invite you to get involved by sending along your favorite family photo, and then to watch for it on the website!

 *Michael Newell, RN, MSN, President & CEO LifeSpan Care Management, LLC*

## Healthcare Babylon

In 1700 BC, when Hammurabi was King of Mesopotamia, ten to fourteen shekels was a middle class man's entire annual income. Rent for a year would cost about 5 shekels.

A surgeon would be paid 3 shekels to set a broken bone, or about 21% of a man's annual income. Medications were considered part of the treatment and were covered in the fee. Hemp, opium, honey, milk, oils, animal fats, medicinal plants, minerals, and whatever other substances might be considered medicinal were filtered, ground and strained to make poultices, powders, ointments, lotions, pills and prescriptions (*Spiegel and Springer, 1997*).

According to the Economic Policy Institute, the average annual income for an American household in 2004 was



*(continued on reverse)*

## Heal Thyself.

A study by the venerable New England Journal of Medicine published on April 26th found that 95% of doctors in all fields were in contact with drug/device companies and that:

- 83% received food and drink
- 78% accepted free drug samples
- 35% were reimbursed for costs associated with professional meeting
- 28% received consulting or lecture fees
- 7% accepted free tickets to games and other events

"Previous research has suggested that cozy relationships with industry can affect doctors' prescribing patterns and judgment," notes the Associated Press in an article published on the same day as the Journal piece, and that it would appear that physician self-policing ethics rules established in 2002 have not been successful. ♥

**Seeking Salesperson for High Risk, High Reward Position  
with LifeSpan! (See Reverse for more details)**

## Healthcare Babylon

Continued from Page 1

\$54,061, while the average rent paid per year came to \$17,299.52.

In January of this year, California Governor Arnold Schwarzenegger broke his leg in a skiing accident, and the CFO at the hospital in which he had his bone set estimates that the bill was \$55,000, or 102% of an average American family's annual income. Healthcare has become a dirty word in the contemporary vernacular, with prices spiraling out of control and quality, or a lack thereof, found only in the derogatory headlines of the media.

The pharmaceutical drug industry is a stupendously powerful and wealthy international commercial enterprise. The pharmaceutical companies are privately held, multi-national corporations, and, as such, are in the business of making money, mostly on the shoulders of the American public. Other industrialized countries subsidize their citizens' healthcare, so insist that drug prices are kept in check, while the patients of this country are bilked for higher prices than anywhere else on earth and kept in a state of fear.

Why should it be that a company with manufacturing plants in more than 50 countries across the globe should declare drugs coming out of Canada dangerous and beyond the scope of regulation? Shouldn't one, then, be wary of any drug manufactured outside of the United States and imported over international borders? In fact, approximately 86% of all drugs sold in the U.S. are manufactured outside of our borders. Among the most popular, Prevacid, is produced in Japan, Lipitor and Viagra are produced in Ireland and Nexium comes from Sweden and France.

Consider:

- In the year 2000, American doctors wrote a total of 2.8 billion prescription drugs, an average of 10 per person.

(The National Center for Health Statistics)

- A recent study by the CDC found that the average American spent \$1,100 per person on prescription drugs in 2002.
- The Center for Drug Safety says that 26.5% of all patients experience an allergic reaction from prescribed medication.
- Poisoning from prescription drugs has risen to become the second-largest cause of unintentional deaths in the U.S. according to the federal Centers for Disease Control and Prevention.
- [Newstarget.com](http://Newstarget.com) headline on 2/20/2006 website: **"Statistics prove prescription drugs are 16,400% more deadly than terrorists."** While there are legitimate miracle drugs, one would be wise to be skeptical of an industry that prescribes the lion's share of its cures for indigestion, erectile dysfunction, high cholesterol and other important problems that are just as easily cured - for free and without medication of any kind - with simple changes in diet and behavior.

A LifeSpan Care Manager knows that the old adage about an ounce of prevention being worth a pound of cure is true. ♥

Read more interesting "Stats & Facts" compiled by our staff at [www.lifeSpanCM.com/news.aspx](http://www.lifeSpanCM.com/news.aspx)

## The Opportunity of a LifeSpan!

LifeSpan is seeking a remarkable person to join our team in the highly leveraged position of Salesperson. The successful candidate will have a healthcare industry background, have a 'hunter' versus 'harvester' mentality, and possess the motivation and resourcefulness necessary to capitalize on an unprecedented opportunity with a start-up company determined to succeed. If you think you can help us build a sales force, or if you know someone who can, please contact us at **800-808-9844**, or by email: [info@LifeSpanCM.com](mailto:info@LifeSpanCM.com). ♥

### One Last Note: 20% Discount on

# SafetyKey™

**A \$60 Value!**



We are pleased to offer a 20% discount on our [SafetyKey](#) for providing us with the names of 3 potential customers who will benefit from the personal healthcare coordination and advocacy services offered by LifeSpan.

Healthcare Coordination and Advocacy

by  
**LIFESPAN**  
Care Management, LLC

**The Waterfront Technology Center at Camden**

200 Federal Street, 2nd Floor, Camden, NJ 08103

Email: [info@LifeSpanCM.com](mailto:info@LifeSpanCM.com)

Web: [www.LifeSpanCM.com](http://www.LifeSpanCM.com)

Blog: <http://lifespain.blogspot.com>