

TALKING TREND

Maternal and Infant Mortality: Barriers to Prenatal Care



[Region V Public Health Training Center 5/3/24](#)

The United States has the highest maternal and infant mortality rates out of any other comparable high-income country despite spending the most on healthcare out of those countries ([Tikkanen et al., 2020](#)). The Centers for Disease Control and Prevention (CDC) states that more than 80% of pregnancy-related deaths were preventable and cites that improving prenatal care is one of the top recommended interventions needed ([CDC, 2022](#)).

According to the [Office on Women’s Health in the U.S. Department of Health and Human Services \(2021\)](#), “babies of mothers who do not get prenatal care are three times more likely to have low birth weight and five times more likely to die than those born to mothers who do get care.”

Health Net’s [Start Smart for Your Baby®](#) * program is designed help our pregnant members get the customized care they need for a healthy pregnancy and baby.

PROGRAM HIGHLIGHTS

- Supportive care management during and after pregnancy
- Interdisciplinary care before, during, and post hospitalization
- Assistance in cessation of smoking, alcohol, or drugs
- Linkage to needed physical health, mental health, and/or substance use disorder services
- Referrals to available community agencies
- Members can learn more about the program and get started on our [Start Smart for Your Baby®](#) webpage, or by calling their health plan at the number listed on their ID card.

*Available through submission of a Notification of Pregnancy (NOP) form.

INDUSTRY NEWS

Centene Ranks No. 22 on the 70th Anniversary Fortune 500® List

Fortune® released its 70th anniversary list of the 500 largest companies and Centene ranked at No. 22, up from No. 25 last year.

Each year, Fortune publishes the ranking of U.S. corporations by total revenue for their respective fiscal years. Debuting on the list in 2010 at No. 486, this marks Centene's 15th year as a Fortune 500 honoree.

While making the respected list recognizes our size and revenue, it also is a reflection of our ability to impact more lives by providing access to affordable, high-quality and culturally sensitive healthcare to the more than 28 million members we serve nationwide.

“Centene is honored to be recognized in the Fortune 500 list for the 15th consecutive year,” said Centene President Ken Fasola. “Being ranked No. 22 on the list reflects the dedication of our CentTeam, who work hard each day in support of the members and communities we serve.”



Over 2,200 companies have been listees since the Fortune 500 began in 1955. Fortune 500 companies represent two-thirds of the U.S. economy, with \$18.8 trillion in revenue.

This recognition joins the list of accolades Centene has received so far in 2024, including one of the [Top 50 Companies for Diversity by Fair360](#), [2024 World’s Most Admired Companies by Fortune](#), and [America’s Most Innovative Companies 2024](#).

Learn more about [Centene's national and global recognitions on Centene.com](#).

HEALTH NET NEWS

LARGE GROUP UPDATE



1. Staffing

As we approach the fourth quarter and begin working on January accounts, we would like to take this opportunity to review your clients. Over the past six months, we have doubled our Sales Team and welcomed Randy Ebersberger as our new Vice President of Sales and Account Management. This strategic move aims to boost our activity and sales across the organization.

2. Cigna Access for Out-of-State PPO Business

In November 2023, we transitioned from First Health to Cigna for our out-of-state PPO network. This change has significantly expanded opportunities for our clients, providing access to Cigna's extensive and well-established network. Originally, our policy was to consider opportunities with less than 30% enrollment out-of-state. However, in recent months, we have been able to quote on much larger out-of-state populations on a case-by-case basis. Please let us review any opportunities you have with increased out-of-state enrollment.

3. Expanded Providers

San Diego: In 2023, Scripps Clinic was added to our Salud HMO product, bringing an additional 950 physicians across 21 clinics and five hospital campuses in San Diego County.

Orange County: Effective November 1, 2023, Hoag was added to our Full Network HMO and Full Network PPO, enhancing our provider options in the region.

4. Targeted Industries

While we welcome all clients, we have developed a particularly effective strategy in the following industries: Construction, Restaurants, Leisure, and Hospitality. These sectors exhibit the highest close ratios and retention rates within Health Net’s Large Group portfolio. We are also exploring expansion into select gray/white collar industries to broaden our market scope.

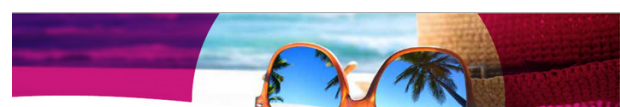
5. Additional Offerings

We offer second-year rate caps as well as budgets for wellness, technology, and communication initiatives.

6. Market Intelligence

We have conducted an external focus group to gather market intelligence on our PPO product, plans, network, and pricing. This initiative aims to enhance our competitiveness in the market.

As always, if you have questions or for further information, please contact your Health Net Account Representative.



READY TO SWIM IN A SEA OF FUN?

Be one of Health Net’s top 8 selling brokers in IFP, Large Group or Small Group, and you and a guest can pack your bags for paradise.

Here’s how to qualify:

SBG: The top 8 Brokers will secure a spot. Minimum 250 members to qualify. (contest runs from June 2024–January 2025 effective dates)¹

LGB: The top 8 Brokers will secure a spot. Minimum 300 members to qualify. (contest runs from June 2024–January 2025 effective dates)¹

IFP: The top 8 Brokers will secure a spot. Minimum 250 members to qualify. (contest runs for the entire month of January 2025)²

For more information, contact your Health Net Sales Representative.

¹Top-selling brokers are those who sell to the most members during the contest period June 1, 2024 through January 31, 2025. Small Group sales through Cal Choice do not qualify.

²Top-selling brokers are those who sell the most January 2025 members.

IN THE COMMUNITY

8,000 School-aged Californians Receive Backpacks from Health Net Ahead of the 2024-25 School Year



The start of the school year is such an exciting time for students! However, the stress of new materials and supplies can sometimes be a challenge for families. That's why Health Net partnered with more than 30 organizations across the state to deliver 8,000 backpacks to California youth.

The backpacks were another great opportunity to provide students and their families with health-related information and resources. Each backpack was stuffed with flyers, in both English and Spanish, about Medi-Cal enrollment, telehealth and more resources that are available to support their whole person health.

We're proud to work with our partners to help the communities we serve feel prepared for the upcoming school year. Through our partnerships, we're able to increase health awareness, while alleviating financial challenges. This means that families can focus on other aspects of their child's education.

We are committed to supporting the health and wellness of our youth. In fact, we've awarded millions of dollars in grants that:

- inform;
- educate; and
- support localized programs.

Many of these programs aim to help children with complex issues related to physical, behavioral and oral needs.

To learn more about our efforts to increase the whole person health of the communities we serve, visit our [Bridging the Divide webpage](#).

WELLNESS September is National Cholesterol Education Month



The Centers for Disease Control and Prevention (CDC) provides essential educational information and resource materials on their topic webpage, [CDC: About Cholesterol](#).

What is Cholesterol?

Cholesterol is a waxy, fat-like substance produced by your liver, essential for functions like hormone production and digestion. While your body produces all the cholesterol it needs, dietary cholesterol from animal products can add to this.

Experts suggest minimizing dietary cholesterol intake.

Understanding Cholesterol Levels: Cholesterol is measured in milligrams per deciliter (mg/dL) and typically includes:

- LDL ("bad") cholesterol: High levels can lead to plaque buildup in arteries, increasing heart disease and stroke risk.
- HDL ("good") cholesterol: High levels can lower your risk of heart disease and stroke.
- Triglycerides: High levels, combined with low HDL or high LDL, heighten the risk of heart attack and stroke.
- Cholesterol: The sum of your HDL, LDL, and triglyceride levels.

What is High Cholesterol: High cholesterol, or hyperlipidemia, occurs when total cholesterol exceeds 200 mg/dL. It can lead to serious health issues, so it's important to work with your healthcare team to maintain optimal levels:

- Total cholesterol: about 150 mg/dL
- LDL: about 100 mg/dL
- HDL: at least 40 mg/dL in men and 50 mg/dL in women
- Triglycerides: less than 150 mg/dL

Risk Factors and Prevention: Risk factors for high cholesterol include conditions like type 2 diabetes, obesity, a high-fat diet, inactivity, and family history. While some factors, like age and genetics, are beyond your control, lifestyle changes can significantly lower your risk.

Dangers of High Cholesterol: High cholesterol can cause plaque buildup in arteries, leading to narrowed arteries, chest pain, heart attack, and increased risk for heart disease and stroke.

Prevention and Management: Adopting a diet low in cholesterol and working with your healthcare team are key to preventing and managing high cholesterol. Regular cholesterol checks are essential for health care team.

Health Net offers the [Sharecare Eat Right Now](#) program to our members. Eat Right Now is an innovative program that combines neuroscience and mindfulness to help change relationships to eating and make meaningful lifestyle changes that last.

JUST FOR FUN

The Biggest Barbecue Pitfalls and How to Avoid Them

If you're planning on firing up the grill this Labor Day weekend or any weekend, here's a few tips from the [Washington Post](#) and [Melissa Cookston](#), world barbecue champion, restaurateur and judge on Netflix's "Barbecue Showdown," on what to avoid.



- 1. Not cleaning the grill:** [Cleaning your grill](#) grates is important for flavor. Also, "Clean grates are essential for killer grill marks, and they help keep food from sticking," grilling guru Steven Raichlen wrote in his book, "The Barbecue! Bible."
- 2. Using lighter fluid:** Lighter fluid is just chemicals. Do not put anything in grills or smokers, not even paper, that is not the flavor profile you want in your grill. Instead, use a chimney starter to get your charcoal going.
- 3. Rushing the coals:** Barbecue takes time and patience, and that starts with your coals. Don't spread out the coals before they get a chance to get white hot and before the wood really catches on to stay consistent. 20 to 30 minutes is a good guesstimate.
- 4. Saucing too early:** Sauces contain sugars, and sugars burn. So, you don't want to sauce until you're at the very end of your cooking process, about 15 minutes before you're ready to serve.
- 5. Using too much direct heat:** Having indirect and direct heat zones on the grill, which means having a portion directly over the heat source and a portion that is not, is important. You can get away with just using direct heat for things that cook hot and fast, such as hot dogs and hamburgers. But indirect heat, which allows for low-and-slow barbecuing, is imperative for anything else.
- 6. Opening the lid too much:** Think of your grill like an oven. It's not a good idea to keep opening the oven door while cooking, and the same applies to the grill.

Have a great Labor Day weekend and happy grilling!