



A more effective way to manage muscle & joint pain

Improving body, mind,
and behavior
through movement



Today's Goals

Meet the team



Carolyn Berghuys
Master of Ceremonies
& Enrollment Manager



Julie Harris
Wellness Instructor &
Sr. Enrollment Manager



Suzanne Toon
Enrollment Specialist



William Darner
Mail Carrier &
Hinge Health Member

- 01 Program Overview
- 02 Member Experience
- 03 Support Your Members
- 04 NALC HBP Member Story
- 05 Q&As

Program Overview





Gabriel Mecklenburg
Co-founder & Executive Chairman

Daniel Pérez
Co-founder & CEO

Brief history of why we are here

Dan and Gabe both have histories of MSK injuries. Dan broke several bones in a bike accident, and Gabe tore his ACL during a judo sparring match.

Both underwent surgery and completed 12 months of physical rehabilitation. The frustration they felt throughout their recovery is what inspired them to start Hinge Health.

Transforming the way pain is treated

Introducing Hinge Health: Revolutionizing pain management

Transforming the way pain is treated—with a single app



Prevention

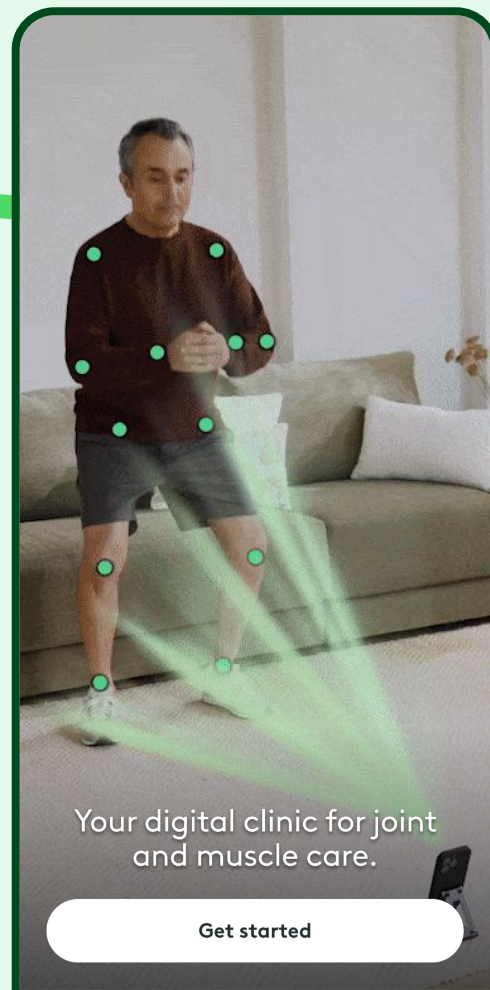
Acute

Chronic

Pelvic health

High-risk

Pre/post surgery rehab



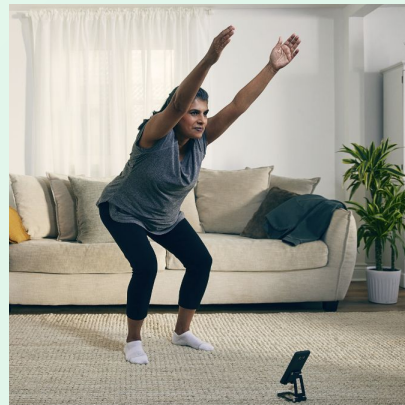
No two journeys are the same



Care for a recent or past injury



Care for ongoing muscle and joint pain



Preparing for and recovering from surgery



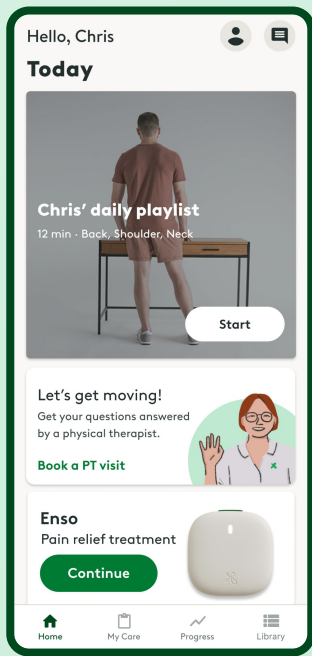
Desire for building healthy habits

Member Experience

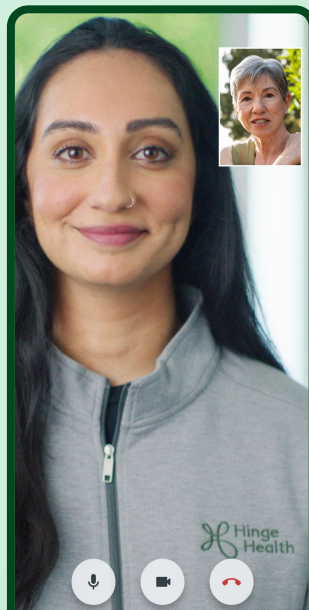


End-to-end MSK care accessible through the Hinge Health app

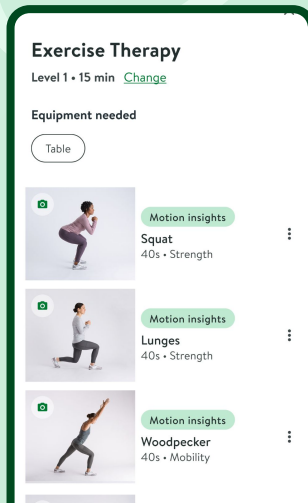
Start moving
the same day



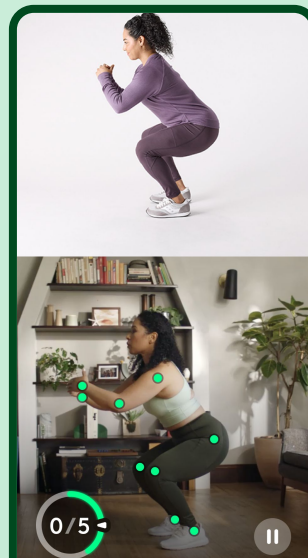
PT video visit



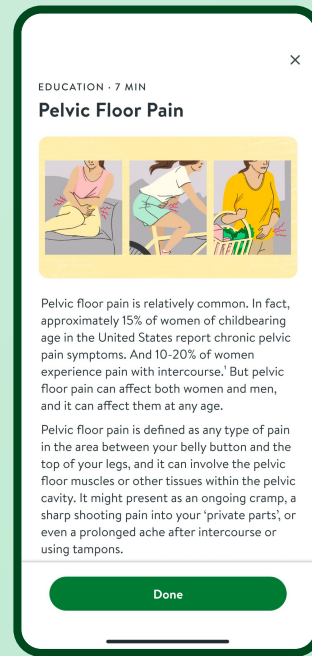
Daily playlist



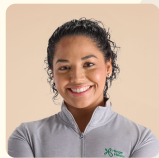
Exercise therapy



Health education



Personalized, PT-led care that adapts to members' needs



Licensed doctors of physical therapy (DPT)

Lead and monitor care



Board certified health coaches

Proactive lifestyle coaching



Orthopedic specialists

Care escalation

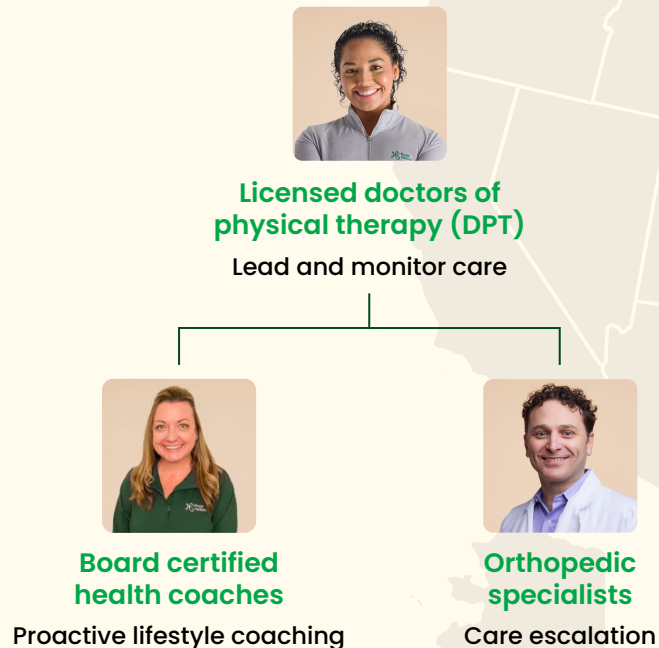
Licensed in all 50 states



30% are certified in pelvic health

Compared to 7% national average

Personalized, PT-led care that adapts to members' needs



← **30 min video visit**

January

Mon	Tue	Wed	Thu	Fri	Sat	Sun
15	16	17	18	19	20	21

YOUR PHYSICAL THERAPIST
Dr. Claudia Canales, PT, DPT
[View bio](#)

AM 9:00am 9:30am 10:00am 10:30am

Dr. Dorian Logan, PT, DPT
[View bio](#)

AM 8:30am 10:00am 10:30am 11:00am

PM 1:00pm 1:30pm 3:00pm 3:30pm

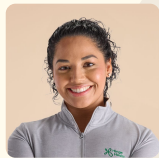
PHYSICAL THERAPIST

Dr. Claudia Canales
Doctor of Physical Therapy

Back pain specialist

Neck pain specialist

Personalized, PT-led care that adapts to members' needs



Licensed doctors of physical therapy (DPT)

Lead and monitor care



Board certified health coaches

Proactive lifestyle coaching



Orthopedic specialists

Care escalation

Licen

Appointment Details

📅 Jan 18, 2024

🕒 09:00am PST

📺 30 min (Video Call)

Rana will answer any questions, address any concerns you may have, and provide recommendations as needed.

What topic would you like to discuss with your Coach?

Choose one or two topics to discuss

Managing stress

Strategies to cope with stress



Optimizing sleep

Recommendations for sleep hygiene



Healthy eating

Reduce inflammation and pain through diet

Physical activity

Stay consistent with movement

Social support & connection

Strategies to deal with feelings of isolation

Others

Add any notes or questions to discuss with your coach



HEALTH COACH

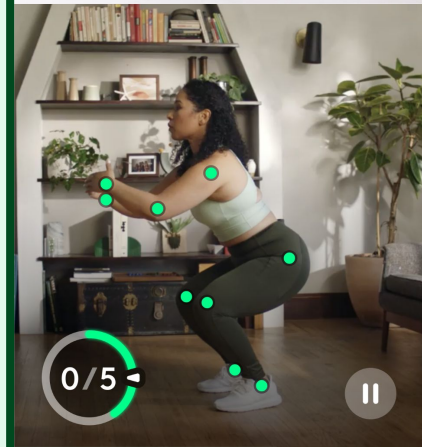
Rana Blohm

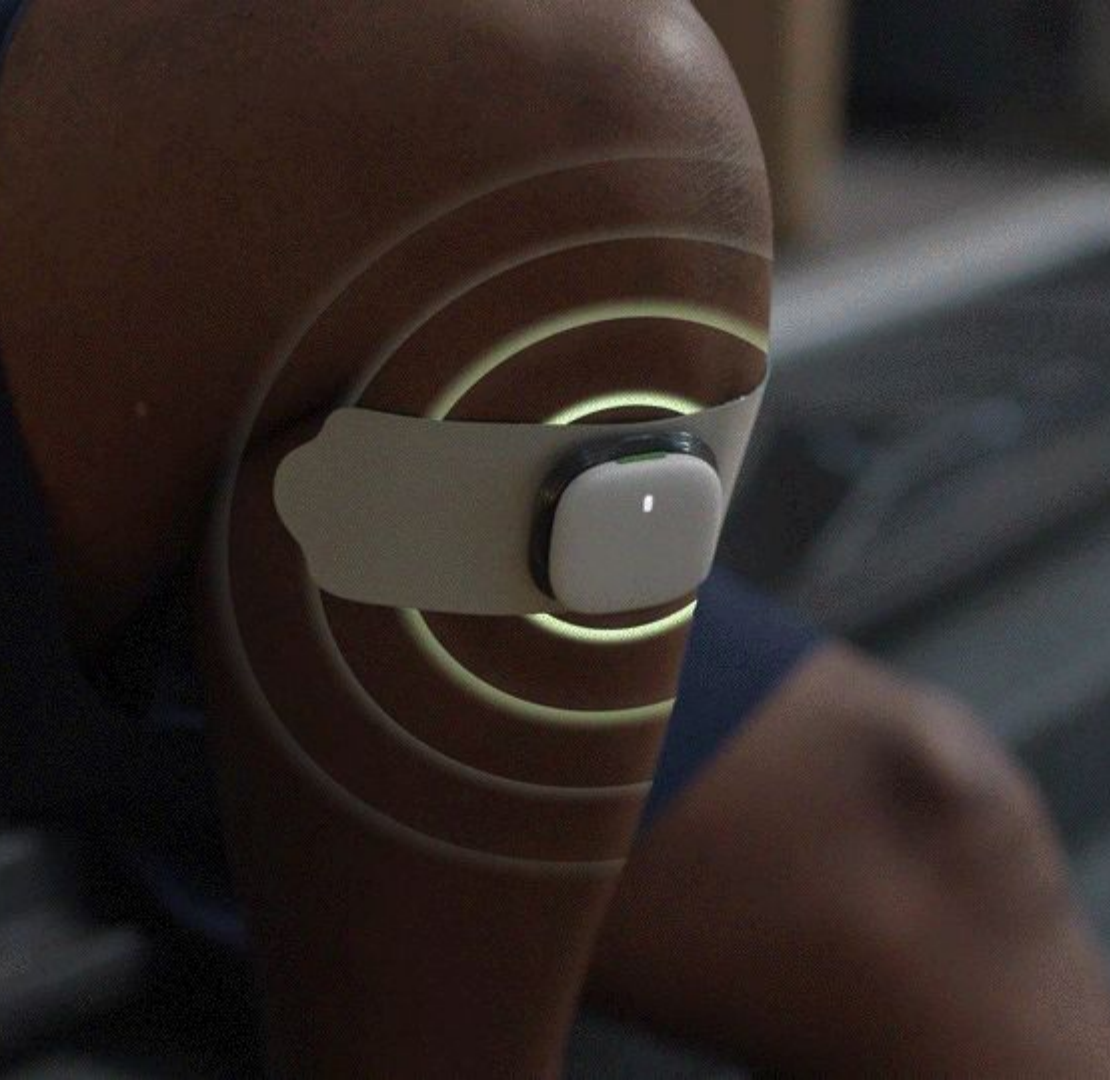
National Board Certified Health & Wellness Coach

Bachelor of Science,
Arizona State University

TrueMotion® unlocks exercise guidance at home

- ✓ Tracks over 100 points on the body
- ✓ Real-time personalized feedback





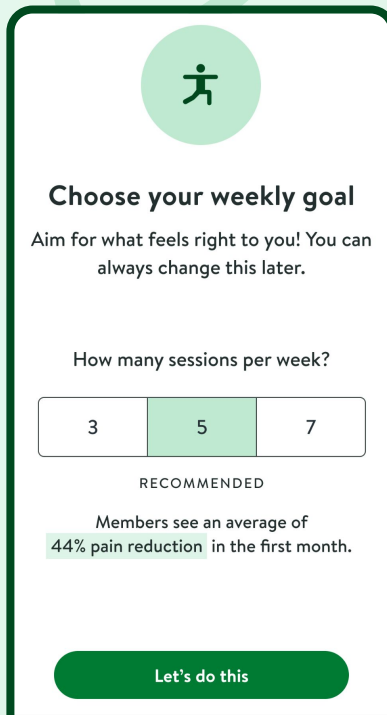
Enso® — pain relief without drugs or surgery

- ✔ Provides pain relief in minutes
- ✔ Safe, non-invasive,
non-addictive

FDA-cleared device

Empowering members to stay motivated

- ✓ Members choose how many exercise sessions to do each week, track their progress and celebrate their success
- ✓ Goals help members stay motivated, accountable and feel recognized for their hard work
- ✓ Provides a meaningful way to visualize and understand activity and progress



A mobile app screen with a white background. At the top is a green circle containing a white person icon. Below it, the text "Choose your weekly goal" is centered. Underneath is a subtext: "Aim for what feels right to you! You can always change this later." Then, the question "How many sessions per week?" is followed by three buttons: "3", "5" (which is highlighted in green), and "7". Below these buttons, the word "RECOMMENDED" is centered. Further down, a line of text reads: "Members see an average of 44% pain reduction in the first month." At the bottom is a green button with the text "Let's do this".

Choose your weekly goal

Aim for what feels right to you! You can always change this later.

How many sessions per week?

3 5 7

RECOMMENDED

Members see an average of 44% pain reduction in the first month.

Let's do this



A mobile app screen with a white background. At the top, the text "You hit your goal!" is displayed. Below it is a message: "Nice job—you completed your weekly goal and kickstarted a streak." In the center is a large green circular progress indicator that is almost full, with the text "3/3 WEEKLY GOAL" in the middle. Below the circle are two smaller icons: a green person icon with the number "3" and the text "Total exercise sessions" below it, and a yellow lightning bolt icon with the number "1" and the text "Weekly goal streak" below it. At the bottom is a green button with the text "Continue".

You hit your goal!

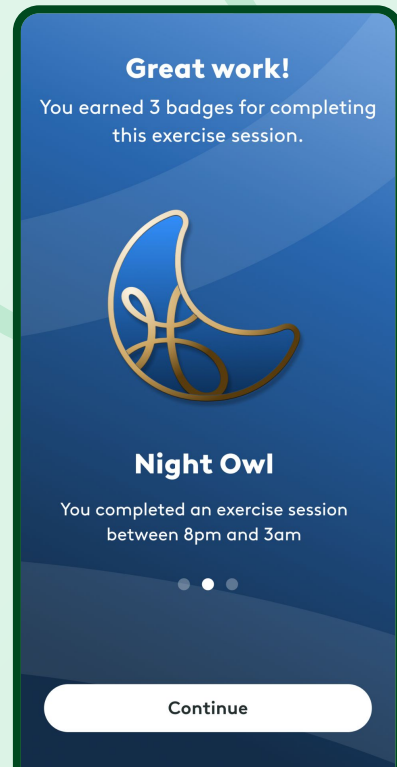
Nice job—you completed your weekly goal and kickstarted a streak.

3/3 WEEKLY GOAL

3 Total exercise sessions

1 Weekly goal streak

Continue



A mobile app screen with a dark blue background. At the top, the text "Great work!" is displayed. Below it is a message: "You earned 3 badges for completing this exercise session." In the center is a large, stylized gold owl icon. Below the owl, the text "Night Owl" is displayed. Underneath is a message: "You completed an exercise session between 8pm and 3am". At the bottom is a white button with the text "Continue".

Great work!

You earned 3 badges for completing this exercise session.

Night Owl

You completed an exercise session between 8pm and 3am

Continue

Support Your Members



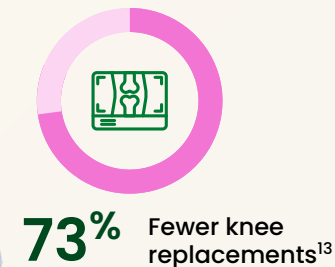
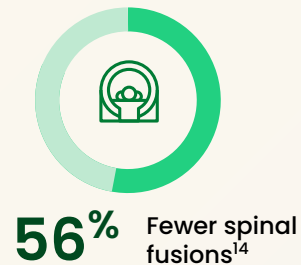
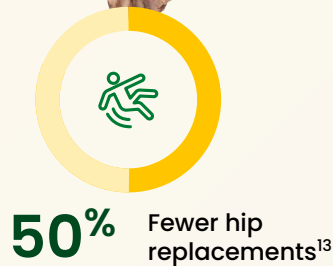
Helping members to
be their best selves

68%

Average reduction in reported pain¹

58%

Reduction in reported depression
and anxiety after 12 weeks¹



¹ Bailey et al. (2020) 12-week digital care for chronic back and knee MSK pain. JMIR. (N=10,264)



Highest impact talking points




No Cost



Personalized



**Dedicated
Care Team**



**Convenient
10-15 minutes**



Enso[®] Device

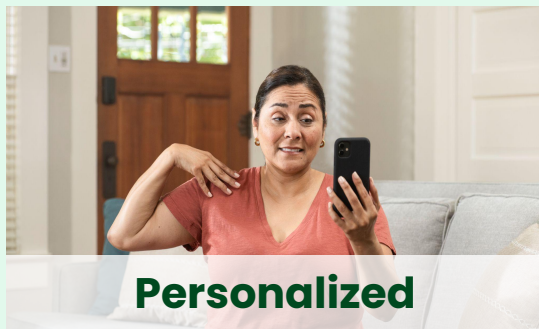


**Women's
Pelvic Health**

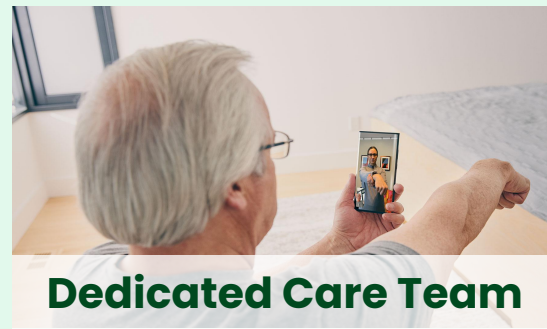
The Basics



No Cost



Personalized



Dedicated Care Team

Language



Change language based on who you're talking to

Muscle and joint pain, stiffness, soreness

Simplify



Movement helps you feel good and Hinge Health helps you move anywhere for free!

Referring your members

If a member is a fit for Hinge Health's programs...

- ✓ Tell them a little about the program
- ✓ Direct them to hinge.health/nalchbp-rep to apply
- ✓ If they have additional questions, encourage them to reach out to our member support team:

hello@hingehealth.com
(855) 902-2777



Health Benefit Rep Resources

✓ Binder Pouch

- Wallet Cards
- QR Code

✓ Physical Resources

- Program Flyer
 - Hinge Health
 - Women's Pelvic Health
- Enso Device Flyer
- Joint Pain Flyer
- Meditation Flyer

✓ Giveaway Items

- Sticker Sheets
- Cooling Neck Wraps

✓ Digital Resources

- Digital Signage
- Webinar Event Schedule
- NALC HBP Member Story video
- *5 Things Physical Therapists Want All Mail Carriers to Know About Back and Joint Pain* Blog Article

Member Story





Thank you!