



Registered Dietitian, Helene Charlebois and March Networks CEO, Peter Strom discuss healthy eating strategies.

ExecHealth Inc: Revolutionizing Health Care for Ottawa's Executives

By Paula Roy

A new approach to health care is transforming the way busy professionals look after themselves. ExecHealth Inc. is an Ottawa-based health management company dedicated to providing world-class preventative health care in a personalized, proactive manner. With the goal of helping clients manage their health through the most current procedures and technologies, ExecHealth provides the highest level of professionalism and service.

At ExecHealth, assessments, which include detailed diagnostic testing, go far beyond the standard physical examination and are designed for the early detection and prevention of diseases such as cancer and heart disease. These health assessments are conducted in a single morning by a multidisciplinary team of medical doctors, nutritionists, nurses, physiotherapists and fitness experts. Clients are provided with a written health report and action plan which includes meal planning and six personal training sessions to ensure that appropriate lifestyle modifications are made.

ExecHealth is ideally positioned to help both reluctant and active health proponents, as well as individuals who feel they are simply too busy to spend time on health care appointments. The limitations of family medicine practices typically mean that after an examination, patients are required to go to separate locations for blood tests, ECGs, lung function testing, hearing tests, nutritional coun-

selling, physiotherapy assessments and more. If a client had to organize such a battery of tests on their own, it would take hours of phone calls and months of elapsed time to accomplish.

ExecHealth wraps all of these diagnostic services into a single morning, culminating in a detailed, confidential written report and action plan that takes into account the client's entire health profile. The fact that assessments take place in a comfortable, well-appointed setting, and occur in a punctual, professional manner are added bonuses to busy executives. With a choice of male or

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— Scott Devries,
President, Devries Financial Group

female health care providers, on site lab and diagnostic equipment and thoughtful amenities such as gourmet coffee, fresh fruit and bagels, a session at ExecHealth is more akin to a spa visit than an angst-provoking medical appointment.

"Appointments are unhurried – we allow each client to spend the time they need with their physician to discuss any concerns they may have. The onsite laboratory and specialized equipment eliminate the need for clients to travel elsewhere for blood work or diagnos-

"I received the written report. It exceeds my expectations and provides exactly the information I had hoped to acquire."

— Franklin Holtforster,
President, MHPM Project Managers

tic testing. Results are reviewed by the attending physician and should a follow-up with a specialist be needed, it is arranged immediately," explains Sanjay Shah, founder and CEO of ExecHealth.

Mr. Shah notes that a large portion of ExecHealth's clientele includes individuals who are actively interested in managing their health, so the multidisciplinary approach including diagnostic testing, thorough medical history review and exam, nutritional counselling, fitness testing and ergonomic assessment is of great appeal to them. "In addition, we give each client a concrete action plan to improve their overall health. It explains test results and sets targets for cholesterol, blood pressure etc. A meal plan and personal training sessions round out the plan, and progress is tracked year-over-year."

ExecHealth has clients that range from CEO's of publicly traded companies to heads of family run businesses. In both cases, serious illness can have a devastating effect on the business, says Mr. Shah. But ExecHealth appeals to more than just the upper echelon of the corporate world. "We recently had an inquiry from a woman who wanted to give a comprehensive health assessment to her husband for his birthday, and another from a client who wanted to ensure his employees could maintain their health for the duration of an intense project." As Mr. Shah explains, ExecHealth benefits the entire health care system because it works to keep people healthy, which ultimately lessens the strain on hospitals.

Not only is an executive health program a relatively inexpensive, yet highly valued executive benefit, it also has become a major tool in the effort to recruit and retain top talent. "An ExecHealth session is quite inexpensive, particularly when considering the compensation for top executives and the hourly billing rate of top lawyers or accountants. If this program results in saving just one missed work day per year for key personnel, it has more than paid for itself," says Scott Devries, President of the Devries Financial Group.

As the only firm in Ottawa dedicated to executive health and wellness, ExecHealth's business model is neither new nor controversial. Executive clinical assessment firms have been around for decades in major metropolitan centres, but when ExecHealth hung out its shingle in Ottawa over



Sanjay Shah, President
ExecHealth Inc.

a year ago, it was the only truly local firm focused on executive health. "Health care is very much a local issue," explains Mr. Shah. "There is a huge advantage to having award-winning local doctors working in our clinic. They are here to provide continuity of care for our clients, and they have

"It is the one benefit I can't live without"

— Bruce Linton,
President, Clearford Industries

access to a vast referral network of top local specialists. Everyone on our team is proud to be providing an efficient, effective standard of health care."

ExecHealth expects to see its client base grow in the years ahead, fuelled by the fact that, benefits are a key way to attract and retain top people whenever there is a skills shortage in any sector. As a result, corporations are increasingly finding executive health programs to be invaluable.

ExecHealth is changing the way people approach their health and is counting more and more Ottawa-based companies as clients. Corporations such as Ogilvy Renault, Raymond Chabot Grant Thornton, SC Stormont and Eagle Professional Resources have seen the value ExecHealth brings to their companies. They are willingly paying for their executives to be away from the office for a full half-day because these forward-thinking firms realize that corporate leadership can be demanding, and a half-day ounce of prevention will pay countless professional and personal dividends. "People are a company's greatest assets," says Mr. Shah. "Helping them take care of themselves is the best risk management strategy."

To find out more about how ExecHealth can help you change your approach to health care, visit www.exehealth.ca or call (613) 216-3932.