

Wellness Works Solution Stage One:
Build Your Business Overview

The Wellness Works Solution is a training program and management application that delivers the tools and knowledge to enable your health care organization to establish wellness programs that change behavior and decrease health related spending for your customers.



Stage One: Build Your Business

This is the Wellness Works Foundation class. You will learn how to start your Wellness Program the right way and you will learn the basics of the Wellness Works Online Platform. The goal of Stage One is to help participants understand:

- How to Establish a Wellness Works Business
- Market the Program to Potential Clients
- How to Implement and Run a Program
- Win Business with Contracts & Proposals

Participants who have completed the class will have the foundational knowledge to begin to win clients and understand the key elements to creating a wellness business including costs and revenue.

By working with OMC, we will give you the knowledge and skills to create a wellness business.

We are also your partner in success and are available on-demand to provide support.



For more details, please contact us today:

(Class outline on reverse side)

TEL: (800) 575-6537 Ext 3207

www.omcwellness.com

306 Campbell Road Leeds, ME 04263

During the 5-Day Course You Will Learn:

Understanding the Wellness Works Method

- How to build a program that performs
- Selling the Wellness Works way
- Understand behavior change and motivational interviewing
- Introduction to the process of health coaching

Introduction to the Wellness Works Business

- Overview of the software system
- How the platform and program interact

How to Build a Wellness Works Business

- What are the important factors in building a wellness business
- How to create a wellness business plan
- What are key contributors to success
- Overview of wellness programs “best practices”

How to Implement a Program

- How to establish and execute an implementation plan
- Critical components of each implementation step
- Best practices in project and time management
- Learn how to build a wellness team
- Discuss kick-offs, scheduling, encounters, and communication
- Understand how to develop spousal participation
- Managing program administration, incidence and outcomes

How to Win Your First Client

- Overview of the RFP process
- Discuss cost estimates and pricing
- Review proposals and contracts



For more details, please contact us today:

TEL: (800) 575-6537 Ext 3207

www.omcwellness.com

306 Campbell Road Leeds, ME 04263