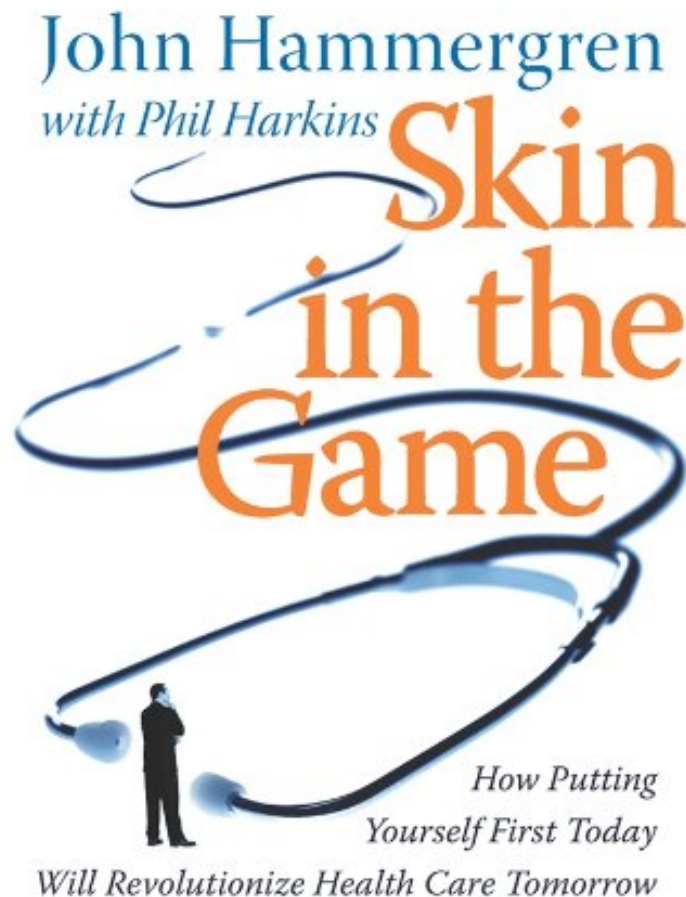


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Skin in the Game: How Putting Yourself First Today Will Revolutionize Health Care Tomorrow

John Hammergren, Phil Harkins
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John Hammergren, Phil Harkins : Skin in the Game: How Putting Yourself First Today Will Revolutionize Health Care Tomorrow before purchasing it in order to gage whether or not it would be worth my time, and all praised Skin in the Game: How Putting Yourself First Today Will Revolutionize Health Care Tomorrow:

5 of 7 people found the following review helpful. The perfect book on healthcareBy CustomerHaving been in the healthcare industry for a number of years, before reading this book I would have said that the subject of healthcare reform in the US is simply too large and complex with too many people and issues involved to be addressed in a single book. I would have been wrong. "Skin in the Game" is written in a wonderfully entertaining storyteller style about the

medical profession, the drug industry, hospitals, the insurance industry and related technology--their past, their present and their future. The last chapter is incredibly powerful--it offers specific, step-by-step guidelines for how we can solve the healthcare crisis in the US under a free enterprise system. I have had the opportunity to live in the UK and experience first-hand a system of socialized medicine. It is NOT a healthcare system that I ever want to have to bet my life or those of my children on. So I have been searching for a better answer to our problems here in the US for the past few years. I found the answers in this book. And regardless of how anyone who reads it feels about the solutions that are proposed, the Appendix alone is worth buying the book. It is 25 pages of web site references to the most reputable sites to research personal medical problems and issues, and has professional advice and guidelines for advancing your personal health and handling healthcare-related expenses. I recommend that everyone interested in resolving their own or our country's healthcare problems read this book. I also recommend that our political candidates read it and create their healthcare reform platforms according to its recommendations because voters will be demanding to see its very practical and down-to-earth solutions implemented.

0 of 2 people found the following review helpful. Great read. John if you read these
By CustomerGreat read. John if you read these, you've got a couple fans over at emids and should give us a call.
13 of 14 people found the following review helpful. Get some skin in the health care game
By 6025As Chairman, President and CEO of McKesson Corp., the largest provider of health care supply and information management services in the U.S. and the "largest company that you've never heard of," John Hammergren is uniquely qualified in his understanding of the front and back office workings of the health care industry. In "Skin in the Game," Hammergren talks about what works, what doesn't, and what opportunities exist to make the health care system work like it should. Hammergren's angle is that health care is a marketplace and as such should be driven by demand. However, as the book details, the health care industry does not work effectively as a marketplace for several reasons. Customers don't always have choice of providers or treatments. Pricing, which is often hidden from the customer altogether, is usually driven by things totally outside of the customers' control. Information management is behind the times; this makes errors more likely and industry-standard care difficult to deliver on a consistent basis. And, of course, many of us have a hard time getting the health care that we need at all due to the way that insurance has become so integrated into employee benefits packages and prohibitively priced elsewhere. All of these elements combine to make health care inefficient and to drive up costs all around the industry. Hammergren's solution to this, his vision for giving a streamlined and effective health care market to the consumers, is for private industry -- not the government -- to nationalize the system with shared information, leading-edge technology, algorithmic best-practice standardization, process improvement, emphasis on preventive care, and standardized individual coverage being offered independent of workplace benefits. Under this new paradigm, says Hammergren, all of us will have choice and opportunity within the system. While Hammergren does not downplay the current problems with health care in the U.S, he also paints an optimistic and empowering view of the future if private industry does the right things as he describes them and if the individual consumer steps up to put his or her own "skin in the game" with regards to controlling their own health care future. In describing the present state of health care and its possible future, Hammergren also gives a great deal of historical information about hospitals, doctors, pharmaceuticals, and distributors in the U.S., and he describes in detail some of the nascent technologies and initiatives that he says will revolutionize health care. All of this information is presented in a user-friendly manner and contributes directly to the vision that the book generates. Since McKesson Corp. is a 175 year-old company whose history has mirrored that of health care in the United States, the company is frequently mentioned in context throughout the book but it is not the primary subject. Obviously, health care is a hot-button issue in the United States and many people won't agree with all of this material. Still, Hammergren and co-author Phil Harkin have done a good job in making this book an informational, surprisingly easy, and non-polemic read. No matter what your political or personal opinion, this book will probably teach you something new and help you to better understand all the options that individuals, industry leaders and the government have to make this system work for all of us. In addition, the Appendix contains resources that you can use to understand and navigate the here-and-now world of personal health care in the United States, and that alone is worth the price of this book. Highly recommended.

While the American health care system has consistently been criticized for its noticeable detriments, few have taken the time to recognize the significant benefits and potential of this system. But with *Skin in the Game*, authors John Hammergren and Phil Harkins provide a comprehensive overview of the history of our health care system, an explanation of its current state, and a picture of the great strides that they see being made in the near future.

From the Inside FlapDid you ever notice that you always seem to come last in our health care system, with its mega-billion-dollar insurance providers, and multi-layered government bureaucracy? Well, You're not alone-policy makers and citizens groups are constantly criticizing the state of American health care, and the statistics often confirm their suspicions. The good news is things are about to change, and this book will show you how to put yourself first in the health care system and ensure that you and your family know how to access the best care possible. With *Skin in the Game*, authors John Hammergren- Chairman and CEO of McKesson Corporation, America's oldest and largest health

care in America; an explanation of how we arrived at our current crisis; and a preview of the revolutionary leap in care that's coming as high-tech productivity and quality transform health care in America. In the not too distant future, you will have ready access to information about doctors, hospitals, and treatment centers so you can make fact-based choices about where and when to seek care. All of your medical records will be digitized, available to you and your doctor anywhere, anytime. Test results will be instantaneous and performed in a doctor's office, which may be located in a mall or at your local pharmacy. Page by page, skin in the game explains all of this and more, helping you: Understand today's "big picture" health care issues in a historical context