



Selling the Service:

How to talk about the Value Proposition for healthcare services at home.

Humana helps members get the care they need without leaving the comforts of home.* That’s a big benefit. Through a wide range of offerings, eligible Humana members can:

- **Access Humana Care Managers who’ll help them achieve their best health, one step at a time.**
- **Get support with a safe and healthy transition home from the hospital.**
- **Have their medications delivered straight to their doors and speak to licensed Humana pharmacists about medication questions.**
- **Have virtual visits on a computer, smartphone or tablet with physicians and behavioral health clinicians.**

Humana’s approach to care and services in the home offers members:



Personalization.

Experts in healthcare and Humana work one-on-one over the phone or in person with members to coordinate a wide variety of needs.



Comfort.

The freedom to stay in a familiar environment may help members feel more confident when they have ongoing health challenges.



Freedom.

Care Managers can help members stay independent, live life on their terms and ensure the support they receive meets their needs.

Where can people find more information?

If clients, prospects or caregivers need more details, just point them to humana.com/manage-your-health/home-and-community-support.

**Members must qualify for these services.*