

Educate and Engage
– Or Pay the Price!

Idaho

2026 Annual Seminar on
Workers' Compensation

August 27, 2026

Optimized Outcome Solutions



Presenters



Nathan “Rock” Quarry
Former MMA Fighter
Patient Advocate
Celebrity Educator



Brian Allen
Optimized Co-Founder
Government Relations
Expert

The Patient Experience



The Patient Experience

- Uncertainty
- Fear
- Feeling of Isolation
- Anger
- Sense of Entitlement

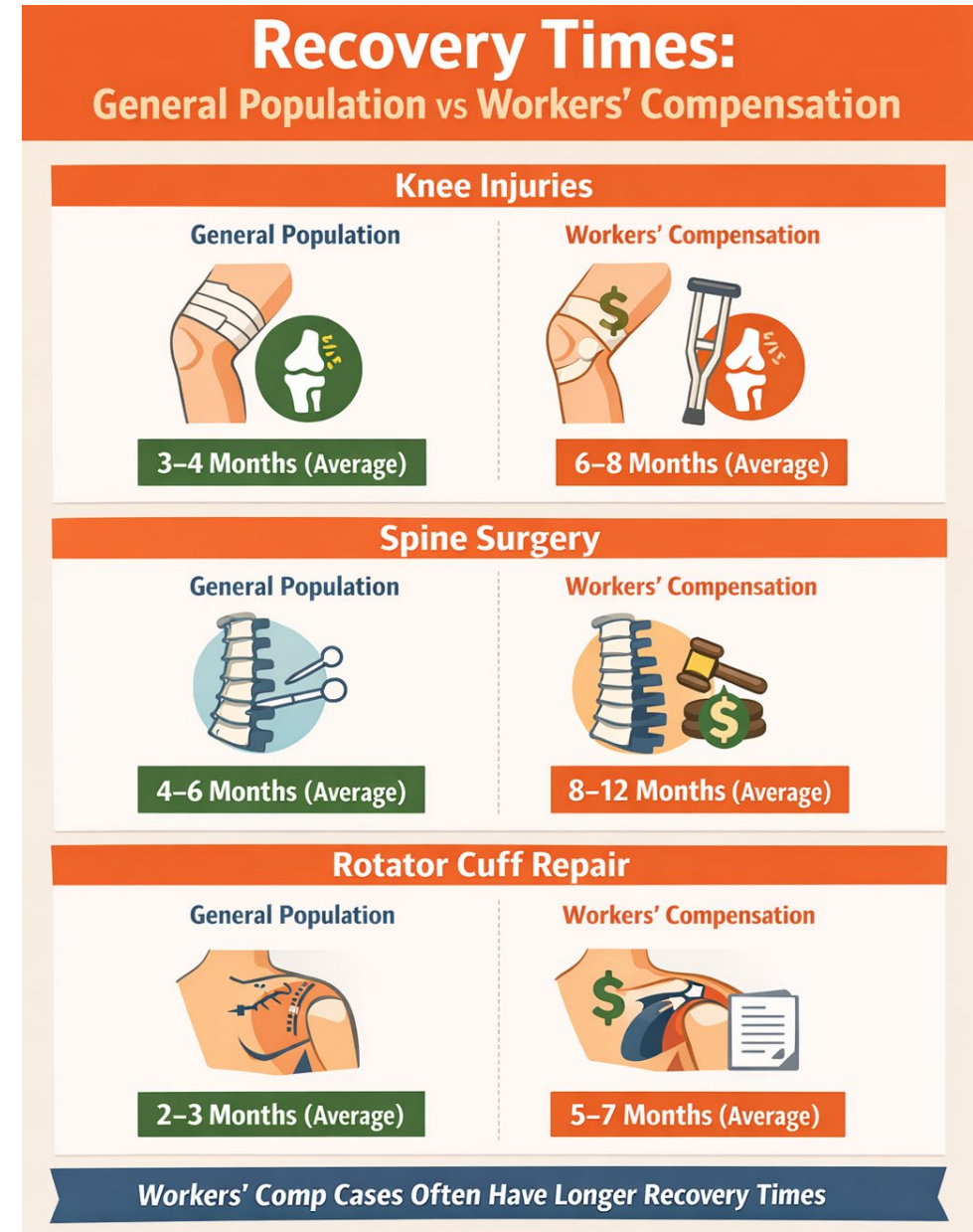
All of this building into a sense of **Perceived Injustice**



Workers' Comp vs General Health

Twice as long, twice as much!

- Lack of Patient Knowledge
- Complexity of System
- Perceived Injustice



The Four Pillars of Recovery



Mindset



Nutrition



Physical Activity



Rest

Optimized Outcome

Nathan had one of the most difficult return to work pathways, but by paying attention to the four pillars he “optimized” his outcome. He was in it to win it!



Physical Activity

Studies Support the Value of Structured At-Home Pre- & Post-Operative Activity

Earlier return-to-work by ~2–6 weeks in many common orthopedic conditions

- Home engagement doesn't just “help”—it **shifts recovery forward in time** by:
 - Improving the **slope of early recovery**
 - Helping patients hit **functional thresholds sooner**
 - Reducing variability and setbacks
- Net effect: **Earlier return-to-work by ~2–6 weeks in many common orthopedic conditions**

Studies:

Journal of Arthroplasty, October 2025

Preoperative Activity Levels in Patients Who Undergo Total Hip Arthroplasty Distinctively Affect the Postoperative Recovery Process
(Takehiro Kaneoka, MD, PhD; Takashi Imagama, MD PhD; et al.)

National Library of Medicine, June 2018

Perioperative Physiotherapy (Bhaket K. Patel; Jesse B. Hall)

JAMA, June 2015

Effect of a Home-Based Exercise Program on Functional Recovery Following Rehabilitation After Hip Fracture A Randomized Clinical Trial (Nancy K Latham; Bette Ann Harris; et al.)

Rest

Studies show what “good rest” actually does for recovery:

- Proper physiologic rest (especially sleep) supports:
 - Tissue healing/cell regeneration (growth hormone release)
 - Immune function
 - Pain modulation
 - Cognitive recovery
- Clinically, this is why **enhanced recovery protocols (ERAS)** emphasize:
 - Sleep hygiene
 - Pain control that allows participation
 - Energy conservation (not exhaustion)
- So, rest itself is not enough—the **type of rest matters**.



Studies

Journal of Clinical Medicine, May 2021

Sleep Well and Recover Faster with Less Pain—A Narrative Review on Sleep in the Perioperative Period (Reetta M. Sipila; Eija A Kalso)

Frontiers in Medicine, October 2025

Effect of preoperative sleep quality on rapid postoperative recovery from non-traumatic rotator cuff injuries (Limin Mou; Wenhao Zhang; et al.)

Nutrition

Studies indicate strong evidence: proper nutrition reduces complications and length of stay

- Malnutrition is extremely common in surgical patients (≈40–50%) and is strongly linked to:
 - higher infection rates
 - poorer wound healing
 - longer hospital stays
- When perioperative nutrition is optimized:
 - ↓ **infections**
 - ↓ **ICU use**
 - ↓ **hospital length of stay**
 - ↓ **mortality (in some populations)**
- This is why nutrition is considered a “*critical step*” in improving surgical outcomes.

**Proper nutrition reduces
complications and
length of stay**

Studies

Nutrients, April 2022

Perioperative Nutritional Support: A Review of Current Literature (Antonio Jesus Martinez-Ortega; Ana Pinar-Gutierrez; et al.)

Experimental Physiology, May 2025

Protein-based perioperative nutrition interventions for improving muscle mass and functional outcomes following orthopaedic surgery (Oliver C. Witard; Alix K. Hughes; et al.)

Mindset

There is emerging science on how a person's mindset can influence recovery after an injury or surgery.

- Mindset influences healing – for good or ill
- When a person believes a treatment will work the brain releases chemicals that can make healing more effective
- Positive thinking/beliefs lead to better outcomes
- “If you think you can or you can’t – you’re right!” (Henry Ford, 1925)



Studies

Cureus, January 2024

A Psychological Exploration of the Power of Our Mindset and Its Influence on Physiological Health (Parmis Parsamanesh; Mykhalio Vysochyn)

Yale Journal of Biology and Medicine, September 2024

The Power of Thought: The Role of Psychological Attentiveness and Emotional Support in Patient Trajectories (Angel D. Prabakar)

Engagement

Studies indicate that peer-to-peer coaching (recovery guide) pre- and post-surgery can have a positive impact on recovery:

- Reduced anxiety and isolation
- Enhanced pre-habilitation
- Increased compliance
- Fewer readmissions
- Decreased reliance on acute health care services
- Improved recovery outcomes



Studies/Articles

Stanford Medicine News Center, November 2025

Mental and physical coaching before surgery prepares immune system, reduces complications (Nina Bai)

Medical Xpress, November 2019

Study: 'Pre-habilitation' by peer coaches before knee replacement may improve outcomes (Hospital for Special Surgery Research Team)

Cureus, August 2021

The Impact of Peer Support on Patient Outcomes in Adults With Physical Health Conditions: A Scoping Review (Ellie Grant; Louise Johnson; et al.)

The ROI

Each of the four pillars has been studied independently, and each pillar is shown to improve recovery outcomes.

No study exists on the cumulative effect when all four pillars are taught through a structured curriculum, and the injured worker is engaged by a recovery guide.

Our initial feedback for similarly situated workers shows significant ROI.

Optimized Outcomes	10-30% improved outcomes*	0 litigated claims to date
Corresponding Savings	\$5,000-\$10,000 per claim	\$75,000+ before trial

* As reported by Opus Medical

If you are not educating and engaging your injured workers in their own recovery, **the price you pay** is unnecessary dissatisfaction, extra medical and indemnity costs, litigation costs, lower employee retention, not to mention the lost productivity of a person you trained and relied on to help meet your business needs.

Questions?

Thank you!

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