



Perspectives From Those on the Front Lines

April 3, 2020

We are privileged to serve clients from many places around the country and from all walks of life. We have also found that a significant number have close ties to the medical community – whether they operate in administrative roles, work directly with patients, or have other unique perspectives about our healthcare system.

As the world grapples with this unique healthcare emergency, we asked some of those clients to share their honest assessment of this situation, how we might deal with this challenge as a country, and how can people best help without compromising others' health.

Below you will find a collection of thoughts in their own words. We hope that you find their evaluations interesting and relevant as our world is united in facing this challenge and successfully defeating this hideous virus:

These are experts who are present at many of the WH Press Conferences: Anthony Fauci MD, Deborah Birx MD, Brett Giroir MD, Jerome Adams MD. They are real experts and are advising the USA on this virus epidemic.

An interesting model that we are relying on is found here: <https://covid19.healthdata.org/projections> Our computational biologists and virologists contributed to this work and also update it several times a day.

As a Seamount client and family physician in the trenches in the midst of this Coronavirus pandemic, I encourage all Americans to follow closely the Federal guidelines to prevent and decrease the spread of the Coronavirus...The situation that the United States is currently in is very serious, but on a positive note Vice President Pence recently stated that of the people tested for the Coronavirus ninety percent have been negative. In the midst of this crisis, it is imperative to have strong family ties and a trust in God who will see us through this shared experience.

This recent crisis has pointed out three key elements that are lacking in our current healthcare delivery system in the United States: (1) The current fragmented system is too large and unwieldy to provide a coherent integrated response to a pandemic. (2) The propensity for for-profit hospitals to operate at the edge of efficiency was not flexible enough to prepare them for shortages in supplies, as they mainly operate on a 'just in time' purchasing system and have virtually no stock in inventory. (3) Running the healthcare system on a ragged edge, which may be the sweet spot for profitability, but it allows for failure among key personnel (doctors and nurses) who are overworked and without staffing back up resources.

The current healthcare system is not sustainable and after this pandemic is over, it is inevitable that major changes will need to occur. Firstly, healthcare should not be a for-profit business and access should be available and affordable (not free) to all. The solution is a single payer system run by a non-governmental, not for profit entity. It will likely take years to transition our current system of healthcare insurance and for-profit hospitals, but this will actually save money in the long run for individuals, businesses and governments.

ENHANCE · PROTECT · ENJOY

PHONE · 800.752.8766 | FAX · 719.471.1972 | WWW.SEAMOUNTFINANCIAL.COM

90 SOUTH CASCADE AVENUE, SUITE 1140
COLORADO SPRINGS, CO 80903

14851 NORTH SCOTTSDALE ROAD, SUITE 205
SCOTTSDALE, AZ 85254

738 EAST CHAPMAN AVENUE
ORANGE, CA 92866

Investment advisory services offered through Seamount Financial Group, Inc.



To put in perspective, influenza this year (Oct 2019 – Feb 2020) has infected 19 million people in the U.S. with 20,000 deaths. Coronavirus has infected 250,000 people in the U.S. with more than 6,000 deaths. The problem is it is more virulent with an estimated death rate between 2 and 4% where influenza is less than 1%. THE BEST TREATMENT is quarantining and social distancing.

Maybe this is a time to reflect how we treat each other. Mother earth is taking a big sigh and recovering at this time based on air and water quality in California.

Practice social distancing and good hygiene. Always assume you could infect other people. Be thankful and grateful for all your blessings. Think of all the courageous doctors, nurses and other front-line healthcare staff who show their devotion and commitment to helping others during this public health crisis...Thank them. Stay in touch regularly with friends and family. Social distancing is physical separation, but we can be caring and connected. Take responsibility for your own health.

As someone who spent 50 years in the healthcare business, my biggest concern is maintaining the health of the doctors, nurses and other care providers. These are the people who will minimize the deaths which can be caused by this virus. It must be a priority to provide personal protective gear to them. Despite fears for their own safety, they come to work every day, they don't have the luxury of staying safe in their own homes.

Numbers of identified persons are increasing exponentially as are deaths. Hospitals are getting prepared for major spike in demand for beds, protective gear and ventilators but have not yet experienced the huge need that is occurring in Washington State and New York. Elective surgeries and even outpatient cancer treatment is being put on hold.

This is going to be a marathon, not a sprint. Guard your mental health by carving out specific time of day to stay informed using reputable sources like the CDC and local health departments, preferably not before bedtime. Use video technology to stay connected with those who aren't in your household but see this time as a gift to reconnect in new ways with your family. Consider discussing with your family three things you are grateful for each day. Remember the vulnerable in your community: the poor, the elderly, and even single people who live alone and will be more affected by isolation as well as limited resources.

Practice kindness. Look for opportunities to help other people.

All of us at Seamount Financial wish to express our heartfelt thanks and appreciation to all of those who participated in our newsletter by offering their viewpoints. We are especially grateful for all the brave doctors, nurses, and healthcare staff that have shown unwavering dedication to serving people in this unprecedented time.

ENHANCE · PROTECT · ENJOY

PHONE · 800.752.8766 | FAX · 719.471.1972 | WWW.SEAMOUNTFINANCIAL.COM

90 SOUTH CASCADE AVENUE, SUITE 1140
COLORADO SPRINGS, CO 80903

14851 NORTH SCOTTSDALE ROAD, SUITE 205
SCOTTSDALE, AZ 85254

738 EAST CHAPMAN AVENUE
ORANGE, CA 92866

Investment advisory services offered through Seamount Financial Group, Inc.