



Script for Employer

Hello, my name is _____ (name of person), thank you for taking the time to speak/meet with me today. I'm an occupational therapist.

I would like to discuss the fact that our extended health benefits plan here at (name of organization) does not currently cover occupational therapy services. As an employer of occupational therapists, you know first hand the value of occupational therapy for addressing both physical and mental health issues.

Occupational therapy interventions lead to improved health, wellness and productivity. These factors result in fewer lost work days, increased productivity, and decreased company spending on disability leave. Occupational therapists, or OTs, can facilitate return-to-work after illness or injury and can collaborate with employers to implement cost-effective workplace accommodations. OTs also take a proactive approach and can help to prevent workplace injuries before they occur.

Occupational therapy services offer high-impact, low cost workplace solutions. I am requesting access to the inclusion of occupational therapy services as a flexible option in my benefits plan. This would not increase the cost of the plan – it would simply add occupational therapy as a choice on the existing list of available health services.

Do you have any questions for me?

I hope you will consider my request and thank you again for speaking/meeting with me. I would be happy to provide you with research and examples of the value proposition of occupational therapy. May I follow up with you in a few weeks?

Thank you.



CAOT - ACE

Canadian Association of Occupational Therapists
Association canadienne des ergothérapeutes

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Script for Insurance Company

Hello, my name is _____ (name of person), thank you for taking the time to speak/meet with me today. I'm an occupational therapist at (name of organization).

I am a policy holder and _____ (name of insurance company) does not currently offer occupational therapy services as part of my extended health benefits plan.

The inclusion of occupational therapy services as a flexible option in my benefits plan would not increase the cost of the plan – it would simply add occupational therapy as a choice on the existing list of available health services. Occupational therapy services offer high-impact, low cost workplace solutions. Occupational therapists, or OTs, can facilitate return-to-work after illness or injury and can collaborate with employers to implement cost-effective workplace accommodations.

I believe that occupational therapy should be a part of any comprehensive benefits package, as occupational therapy significantly contributes to reduced disability claims. Workplace injuries, workplace mental health issues and disability benefit payouts cost the Canadian economy billions of dollars each year. Reports by Parachute, the Conference Board of Canada and the Public Health Agency of Canada estimate that workplace injuries cost the Canadian economy \$26.8 billion in 2015, while workplace mental health issues cost the country's economy \$32.3 billion each year.

As an OT myself, I see firsthand how OTs can work with employees and workplaces to proactively address barriers and facilitate a smooth return to work, reducing the costs I just mentioned.

Do you have any questions for me?

I hope you will consider my request and thank you again for speaking/meeting with me. I look forward to hearing more about the next steps for (name of insurance company) to put occupational therapy coverage in place.

Thank you.



Script for Union

Hello, my name is _____ (name of person), thank you for taking the time to speak/meet with me today. I'm an occupational therapist working at (organization name).

I would like to discuss the fact that members of our union do not currently have access to occupational therapy services through our extended health benefits plan. As an occupational therapist myself, I am very concerned that I do not have access to these services.

The inclusion of occupational therapy services as a flexible option in my benefits plan would not increase the cost of the plan – it would simply add occupational therapy as a choice on the existing list of available health services.

Occupational therapy services benefit employees as well as employers and help to keep employees healthy, safe and engaged at work. Occupational therapists, or OTs, proactively address barriers in the workplace and facilitating a timely return to work after an illness or injury. It would be of great value to our union membership to include occupational therapy as an extended health benefit in the next round of collective agreement negotiations.

Do you have any questions for me?

I hope you will consider my request and thank you again for speaking/meeting with me. I look forward to hearing more about the next steps _____ (name of Union) will undertake, during the next round of negotiations, to put occupational therapy coverage in place at (name of organization).

Thank you.