



THE INSPIRATION FOR MOBILE MEDCHECK **TURNUED OUT TO BE A VERY BRIGHT IDEA**

Mobile MedCheck was inspired not by a doctor, but by an electrician. However, it was Sy Zahedi, the company's founder, who had the bright idea. Zahedi was having some electrical work done at his home, and the 43-year-old contractor who was doing the job got dizzy as he climbed the stairs. Zahedi asked him what the problem was, and the electrician replied, "I always get dizzy when I go upstairs." Zahedi told the man he should see a doctor, but he replied, "I don't have insurance, and doctors are too expensive."

As luck would have it, Zahedi was the chairman and CEO of MEDXM, a company that has been providing life insurance companies with health screening services for their clients since 1990. Zahedi took the electrician to his office and tested his heart rate. It was 160 beats per minute – dangerously high. Zahedi advised the man to go to the emergency room, but once again, he said it would be too expensive.

At that point, Zahedi used his contacts in the insurance industry to obtain health insurance for the electrician, who then visited a doctor who diagnosed a thyroid problem, prescribed corrective medication and told the electrician that his heart would have exploded if he had not received treatment.

"That experience made me realize that people go about their lives not knowing what's going on with their bodies," Zahedi recalled. "The last time my electrician had been to a doctor was for his high school football physical. Twenty-five years later, he thought that doctors and health insurance were too expensive, and he believed that 'only old people go to doctors.' It was then that I recognized that the service we were providing to insurance companies would be invaluable to individuals like him as well."

Zahedi took his idea to the network of board-certified physicians, licensed nurses and highly trained medical technicians that he had assembled for MEDXM, and the response was overwhelmingly positive. In conversations with doctors, he learned that many younger people like his electrician – people in their late 30s and early 40s – were falling victim to conditions that they didn't know they had. Without hesitation and with the support of his existing network of professionals, Zahedi launched Mobile MedCheck in 2009.

“Anyone can take advantage of Mobile MedCheck’s services to assess their own health,” Zahedi noted, “but it is especially beneficial for people who do not have health insurance. Our low-cost tests provide them with the same information that they would receive if they visited a doctor but without the cost of the doctor visit or high insurance premiums. And if the tests reveal a condition that requires medical attention, they then have the knowledge to decide how they want to proceed.”

The licensed medical professionals that Mobile MedCheck dispatches to its clients are the same professionals that enabled MEDXM to earn the trust of some of the largest and most prominent insurance companies in the nation, including Metropolitan Life Insurance Company, Prudential Insurance Company of America, State Farm Insurance, New York Life Insurance Company, Allstate Insurance Company, Pacific Life Insurance Company, Guardian Life Insurance Company of America and Northwestern Mutual Life Insurance Company.

“The relationships that we established in the medical community nearly two decades ago made it possible to create Mobile MedCheck to meet the health care needs that exist throughout America today,” Zahedi concluded.

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