



National Athletic Trainers' Association

Athletic Trainers Get Results with Occupational Athletes

The National Athletic Trainers' Association (www.NATA.org) conducted a national survey of industrial companies that utilize the services of an athletic trainer. Results showed:

- 100% of the companies reported the athletic trainer provides a favorable return-on-investment (ROI)

Of the above companies that tracked a specific ROI amount:

- 30% indicated the ROI was at least \$7/employee per \$1 invested
- 83% indicated the ROI was more than \$3/employee per \$1 invested
- 94% of companies indicated the severity of injuries had decreased by at least 25%
- 68% of the companies indicated that the certified athletic trainer helped to decrease restricted workdays and workers' compensation claims for musculoskeletal disorders (MSDs) by more than 25%
- 50% of companies reported that the number of injuries decreased by at least 50%
- 46% of the companies that provided on-site physical rehabilitation indicated that health care costs had decreased by more than 50%



Occupational or industrial athletes – people who work in manufacturing plants, light industrial facilities, service industries and offices – are susceptible to many types of overuse and acute injuries. Many physicians agree that occupational injuries are similar to those incurred by athletes on professional and amateur sports teams. Health and safety managers increasingly recognize that occupational athletic training programs can benefit both the worker and the company.

What is an athletic trainer?

Certified athletic trainers are highly trained and educated allied healthcare professionals specializing in the prevention, assessment, treatment and rehabilitation of injuries and illnesses. All hold a bachelor's degree and 70% hold a Master's degree. The majority of athletic trainers hold the designation, Athletic Trainer, Certified (ATC).

How can an athletic trainer help your company?

Athletic trainers are knowledgeable in the design, implementation and measurement of injury prevention programs, claims reduction and return-to-work programs. The programs keep employees working at full capacity, can improve company productivity and even help reduce health care, workers compensation and insurance costs. Athletic trainers are highly qualified, motivated health care providers who help a company achieve its health, safety and profitability goals.

Programs That Save Money

Athletic trainers specialize in the development and implementation of injury prevention and injury management programs. Athletic trainers allow employers to explore new methods in the prevention of work-related musculoskeletal disorders and decrease workers' compensation costs. Injury management programs, developed by athletic trainers, enable employees to return to work as quickly and safely as possible when injuries do occur in the workplace.

Injury Prevention Programs

Ergonomics

Athletic trainers work to identify ergonomic risk factors, and then assist in recommending and implementing both engineering and administrative controls.

Work Readiness/Conditioning

Athletic trainers use the principles of conditioning to develop work-specific physical readiness and conditioning programs for individuals or entire departments.

Health & Wellness

Athletic trainers frequently manage fitness centers, physical activity, therapeutic exercise, stress management, nutrition, smoking cessation and other wellness programs.

Education

Athletic trainers draw upon vast educational and clinical experiences to educate labor forces about all things related to health, wellness and safe workplace habits.



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Injury Management Programs

On-Site Physical Rehabilitation

Working under the direction and sometimes prescription of a physician, athletic trainers are effective health care practitioners who provide physical rehabilitation services on-site at the manufacturing plant or other industrial location.

Case Management

Athletic trainers provide case management services by facilitating ongoing communication between the employer, physician, outsourced rehabilitation providers, insurance company and the employee. Additionally, they frequently support the injured employee's progress, monitor medical care, promote efficient reporting and investigation, and assist in finding modified-duty work for the employee.

Return to Work

There is virtually no difference between an occupational athlete and sports athlete. The skills athletic trainers use in returning an athlete to play are the same skills used to return an employee to work. The medical knowledge and diversity of athletic trainers make them attractive health care providers to implement, manage and conduct return-to-work programs.

Some Companies That Use Athletic Trainers:

- Allison Engine • Appleton Papers • Coca-Cola
• Dana Corporation • Delta Faucet
- Daimler-Chrysler • DuPont • FedEx • Frito-Lay
• General Electric • General Motors
• International Paper • John Deere
- Johnson & Johnson • Kodak • MeadWestvaco
• Navistar International • Nike
- Quad/Graphics • Roadway • SquareD Company
• Subaru-Isuzu • SUPERVALU Distribution
• U.S. Marine Corps • U.S. Navy

EMPLOYERS: For more information about hiring a certified athletic trainer, contact the National Athletic Trainers' Association at 800.879.6282. Or visit the NATA Career Center directly at www.nata.org/careercenter Begin your search today.