

Hospice & Nursing Home/Assisted Living CONTRACTING TOOLKIT

The OIG work plan and the new hospice regulations make the relationship between hospices and SNF's and assisted living facilities even more complex and important. This Toolkit is designed to help!"

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Hospice and Palliative Care Practice Group Chair

As the mix of hospice patients changes and more hospice patients are living in assisted living facilities and nursing homes, these relationships become even more important. Likewise, the need for general inpatient care cannot always be met in hospitals, making the relationship with skilled nursing facilities crucial. Given the interest that the Office of the Inspector General (OIG) has exhibited in these arrangements, it is very important that careful contracting be part of the hospice's and the nursing facility's operations.

This Toolkit is easy to use and provides:

- Sample contracts with extensive drafter's notes for customization on general inpatient care, routine home care and respite care in nursing facilities and routine home care in the assisted living setting.
- Summaries of important regulatory and reimbursement issues.
- Copies of key federal regulations and guidance.
- Tips for selecting and evaluating nursing homes and assisted living facilities.
- A CD that will allow for quick customization of the agreements.

Developed through Reinhart's experience working with hospices and nursing facilities throughout the country, this Toolkit is intended to assist hospices, nursing homes and assisted living facilities and their legal counsel in customizing a careful approach to these important areas of care. It is not intended to be, nor should it serve as a substitute for legal advice.

The Hospice and Nursing Home/Assisted Living Contracting Toolkit is available for purchase at a price of \$895. Clients of Reinhart Boerner Van Deuren s.c. may purchase the Toolkit at a reduced price of \$450 by calling 608-229-2260. The price for NHPCO members who order through the NHPCO Marketplace and are not clients of the firm is \$495 plus shipping and handling.



National Hospice and Palliative Care
Organization



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Four Easy Ways to Order:

1. **Online:** www.nhpc.org/marketplace
2. **Phone:** 800-646-6460
3. **Fax** the order form to: 877-779-6472
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Alexandria, VA 22334-0929

NHPCO members **who are not Reinhart clients** should order the Guide through the Marketplace for \$495, plus shipping and handling. Reinhart clients should call 608-229-2253 to order at the client price of \$450.

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“The Hospice and Nursing Home/Assisted Living Contracting Toolkit includes important templates for contracting with nursing homes and assisted living facilities as well as solid regulatory guidance and tips. This great resource will help you meet the Compliance with Laws and Regulations and Clinical Excellence and Safety components of NHPCO’s Quality Partners Initiative and will assist you in establishing and maintaining strong relationships with long term care providers.”

Judi Lund Person, Vice President
National Hospice and Palliative Care Organization

“This Toolkit is an invaluable resource. I appreciate the templates with drafter’s notes, as well as the appendices and background information. The Toolkit is understandable and thorough and provides a cost effective and much needed resource to support sound contractual relationships.”

Cherry Meier, RN, MSN, LNHA, Vice President of Public Affairs
VITAS Innovative Hospice Care

“Consistent with the COPs and much easier than starting from scratch.”

Becky McDonald, Executive Vice President
The Hospice of the Florida Suncoast

“It was laid out in a logical manner and was very easy to understand. It was helpful that you referenced which COP applied in a specific situation.”

Tori Sahnou, Manager of Customer Experience
HealthPartners Hospice of the Lakes and Palliative Care