

“The new hospice regulations will make the roles of your medical director and other physicians even more complex. This Toolkit is designed to help!”

Medical Director & Physician CONTRACTING TOOLKIT

Mary Michal, JD
Reinhart Boerner Van Deuren s.c.
Hospice and Palliative Care Practice Group Chair

for Hospice and Palliative Care

The roles of the medical director and other hospice physicians have never been more important or complex. As hospices strive to provide the very best care through effective utilization of hospice physicians, adherence to the legal and regulatory imperatives becomes even more important. Hospices are providing more general inpatient care, particularly in their own inpatient units, and the number of physician visits is increasing. Additionally, many hospices are developing palliative care consultation services. Hospices must consider the reimbursement issues associated with these visits.

This Medical Director and Physician Contracting Toolkit offers hospices guidance on how to structure and maintain relationships with their employed and contracted physicians. The Toolkit provides:

- sample contracts with extensive drafter’s notes for customization
- summaries of key regulatory, reimbursement and risk management issues

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

However, it is designed to help every hospice develop its own approach to medical director and physician contracting in a systematic and compliant manner. The accompanying CD will allow hospices to customize the forms included in the Toolkit.

The Medical Director and Hospice Physician Contracting Toolkit is available for purchase at a price of \$895. **Clients of Reinhart Boerner Van Deuren s.c. can 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



Medical Director & Physician CONTRACTING TOOLKIT

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
4. **Mail** completed order form to: NHPCO
P.O. Box 34929
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.

Are you a NHPCO member?

Yes No

Member # _____

PAYMENT OPTIONS:

Check payable to “NHPCO” enclosed.
(Payment must be in U.S. dollars and draw on a U.S. bank.)

Please charge my credit card:

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Card#: _____ Exp. Date _____

Name of Cardholder: _____

Authorized Signature: _____

Billing Address: _____

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____

E-mail (**required**): _____

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Medical Director & Physician CONTRACTING TOOLKIT

for Hospice and Palliative Care

What hospice people around the country are saying about the [Medical Director and Physician Contracting Toolkit](#):

"Thanks to the thorough summation of the key considerations and references in 'Contracting Toolkit for Hospice Medical Directors and Physicians', we are close to completion in rewriting all of our contracts for physicians in our organization. What a positive difference the toolkit makes for us to have solid reference that combines the reasons and concerns with requirements on these convoluted topics!"

Martha M. Barton, President, CEO
Pikes Peak Hospice & Palliative Care, Inc.

"Using this Toolkit has taken all of the research and fact finding out of physician agreements. This is a very useful tool for hospices of all sizes."

Lorna V. Hearn, Vice President, COO
Delaware Hospice, Wilmington, DE

"This is a growing area of concern. Programs need help!"

Jeff Lycan, President and CEO
Ohio Hospice & Palliative Care Organization, Dublin, OH

"I have referred numerous hospice directors and others to this valuable Toolkit. I only wish it had been available sooner, since the templates and information would have saved our hospice money and time. It's a must for hospices seeking fuller medical directorship - and that's a must these days!"

Dotty Lagesse, CEO
Hospice of Kankakee Valley, IL

"The Toolkit has made my job easier when discussing legal, reimbursement and liability issues with potential physician contractors. It is clear, concise and to the point."

Susan Strauss, Vice President of Clinical Operations
Hospice & Palliative Care of Cape Cod, MA

"This is a great tool for guiding hospices through the increasingly complex maze of contracting with physicians for their services. If you are new or small it is a wonderful way to get acquainted with the issues in this area."

Dale Hicks
Alamo Hospice, San Antonio, TX

"Information in one place – at your fingertips. No need to spend a lot of time researching!"

Connie Matter, CEO
Hospice Alliance, Kenosha, WI

"A great resource for hospices new to the paid physician arena. Physician practice brings a whole new set of compliance issues to the table and the Toolkit gathers these all together and highlights the potential pitfalls."

Jeanne Travis, Executive Director
Hospice of Lake Cumberland, KY

This communication may be considered advertising in some jurisdictions.