Reinhart

The New CoPs Will Increase the Importance of Medical Director and Nursing Home/Hospice Relationships: Reinhart Has Prepared Two Toolkits That Can Help

Reinhart Has Prepared Two Toolkits That Can Help!

Reinhart's experience working with hospices throughout the country has enabled the attorneys in our Hospice and Palliative Care Practice Group to develop two toolkits to assist hospices in creating and customizing a careful approach to partnering with physicians, nursing homes and assisted living facilities. These toolkits, authored by Reinhart Attorneys Mary Michal, Meg Pekarske and other members of the Hospice and Palliative Practice Group, are:

- *The Medical Director and Physician Contracting Toolkit, and*
- *The Hospice and Nursing Home/Assisted Living Contracting Toolkit.*

For those who purchase either toolkit before April 15th, Reinhart will provide a FREE update to the toolkit after the new CoPs are released!

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

- Sample contracts with extensive drafter's notes for customization;
- Summaries of key regulatory, reimbursement and risk management issues; and
- An accompanying CD with customizable forms designed to help every hospice develop its own approach to medical director and physician contracting in a systematic and compliant manner.

The Hospice and Nursing Home/Assisted Living Contracting Toolkit includes:

- 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;

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- Copies of key federal regulations and guidance;
- Tips for selecting and evaluating nursing homes and assisted living facilities; and
- An accompanying CD that will allow for quick customization of the agreements.

How to Order

The toolkits are available for the purchase price of $895 each. Reinhart's clients may purchase a toolkit at the reduced price of $450 by calling 414-298-8652 or by using the appropriate order form available on Reinhart's web site. The price for National Hospice and Palliative Care Organization (NHPCO) members who order through the NHPCO Marketplace and are not clients of the firm is $495.

Testimonials

Here's what hospice leaders are saying about the Medical Director and Physician Contracting Toolkit:

> "Thanks to the thorough summation of the key considerations and references, 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.

> "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 the 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

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"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

Here's what hospice leaders are saying about the Hospice and Nursing Home/Assisted Living Contracting Toolkit:

"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

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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

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