The transformation from fee-for-service to value-based care incentivizes palliative care providers to work with payers. Do you understand the language of payers to forge new relationships that will sustain your program’s revenue stream?

Developing Partnerships With Payers is a resource-packed five-hour course written by Torrie Fields, MPH, an expert in payer/provider partnerships. You will learn why health plans are investing in programs like yours, how to create and propose models with definitive metrics, and negotiate reimbursement that reach everyone’s goals.

Building a Community-Based Palliative Care Program Series:
This course is one in a series of 10 courses that offer organizations in every stage of palliative care development, and at every point in the implementation journey, a guide for diversifying your revenue, accessing new patients (or the same patients, sooner), and developing stronger relationships with health systems, other providers, and payers.

Course Information
DATE: Register Any Time  COST: $299
LOCATION: Online  CONTINUING EDUCATION HOURS: 5
760-750-4006 - csupalliativecare.org/organizations/roadmap

Learn how to work successfully with payers:
- What’s important to payers
- Differences between commercial, Medicare Advantage and Medicaid plans
- Ways to demonstrate value
- Reimbursement models commonly used
- Tips for preparing and presenting your proposal

Expand your referrals and revenue by contracting directly with payers

Who Should Take This Course:
- Clinical program leaders
- Administrative leaders
- Provider practice leaders
- Leaders in hospices, home health agencies, and social service organizations
- Organizations considering implementing a community-based palliative care program

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