

# DEVELOPING PARTNERSHIPS WITH PAYERS



## 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

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

**LOCATION:** Online

**COST:** \$299

**CONTINUING EDUCATION HOURS:** 5

## ONLINE SELF-PACED

### 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



**Institute for Palliative Care**

760-750-4006 - [csupalliativecare.org/organizations/roadmap](https://csupalliativecare.org/organizations/roadmap)