



## Maine Hospital Association

presents

# “The ED Pay-For-Call Issue: What Hospital Executives Need to Know” Webinar (#T2604)

Tuesday, August 3, 2010

1:00 p.m. - 2:00 p.m.

### Overview:

This program will assist hospital executives who are:

- Already paying their physicians for call but are seeking to revamp their compensation methodology
- Currently not paying their physicians for call but who want to be ready to address this emerging issue

In recent years, clinical call coverage agreements between hospitals and physicians have fundamentally changed due to a variety of demographic, strategic, and operational trends. The end result is that physicians are becoming less willing to provide coverage unless they are compensated for the time and inconvenience of being on call. Hospitals that resist physician demands to be paid risk the loss of coverage in critical specialties, as well as significant damage to medical staff relationships. On the other hand, if a hospital agrees to pay for on-call coverage in one specialty, the demand for payment can spread rapidly to other specialties. The call coverage issue is one that is often cited by hospital CEOs as a top emerging concern and one that has the potential to significantly reduce the bottom lines of their hospitals. However, because on-call payment issues are relatively new to hospitals, no clear standards exist regarding the types of coverage that should be compensated and how much compensation is appropriate. Further, most hospitals lack an effective call coverage strategy. This presentation will outline the underlying drivers of increasing call coverage compensation pressures, discusses the results of several recent surveys, and describes several case studies of innovative approaches that hospitals should consider using to address their call coverage pressures.

### Program Topics:

- Overview of the causes of increasing demands for call coverage compensation
- Range of payment models and amounts currently being paid by hospitals around the country, including case studies of relevant approaches
- Innovative approaches that can address legitimate hospital and physician needs while minimizing call coverage expenses
- Core principles that hospitals should adhere to when designing a call coverage compensation plan
- Key compliance risks associated with pay-for-call arrangements and the implication of the Office of Inspector General's (OIG's) call coverage related advisory opinions

### Target Audience:

CEO, COO, CFO, CMO, HR Director, Physician Services, and Financial Services

### Faculty:

**Leonard J. Henzke, Principal, Northwest Practice, ECG Management Consultants, Seattle, WA**

**Leonard Henzke** has multiple years of experience as a healthcare consultant. His experience has focused on hospital/physician relationships, financial analysis, business development, and physician compensation planning. Mr. Henzke is a frequent speaker to state hospital associations and physician organizations on issues related to call coverage and hospital/medical staff relationships. Also, he has co-authored articles on topics such as physician call coverage.

**James R. Dutro, Partner, Jones Day, San Francisco, CA**

**James Dutro's** law practice focuses on regulatory matters. James has extensive experience in structuring, negotiating, and implementing integrated health care delivery systems and other hospital-physician business transactions. He is listed in the *Best Lawyers in America* (2009) survey in the health care law category and in the *Chambers USA: America's Leading Lawyers* (2007) and (2008) as a leading attorney in healthcare.

### Registration Fee:

\$175 per site for MHA members

\$275 per site for non-members

**The registration deadline is July 23, 2010.** Advance registration is required to ensure the delivery of instructional materials.

### Cancellation Policy:

Cancellations made prior to the registration deadline (July 23) will be issued a refund, less a \$25 administrative fee.

Cancellations made after July 23 will be charged 50% of the registration fee. No refunds will be issued for those who do not cancel in advance of the program.

### Connecting to the Program:

All registration fees are per phone connection. Complete the attached registration form and return it to the Maine Hospital Association. Upon registering for the program, notify all participants and arrange a meeting room and speaker phone, if desired. At least three business days prior to the program, you will receive confirmation of your registration and instructions on logging into the program via email. You will also receive instructions on downloading the speakers' handouts via website. Approximately 5 to 10 minutes before the program, dial in to be connected to the session.

**If you have not received a confirmation notice 48 hours prior to the program, please call Leslie Gagne at (207) 622-4794 to confirm your registration has been received. Confirmation notices will be sent via email when available.**

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## Registration Form

**Webinar: The ED Pay-For-Call Issue: What Healthcare Executives Need to Know  
August 3, 2010 / 1:00 p.m. - 2:00 p.m.**

**Important Note: Information for accessing the program will be emailed to the following contact person prior to the program date.**

Name and Title of Contact Person: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

The registration fee is: **\$175** per site for **MHA members** / **\$275** per site for **Non-members**

The fee covers one telephone connection and includes a set of handouts (which can then be copied).

**Payment Method:**  Check enclosed (payable to RET)  Check being mailed  Credit Card

Credit card amount authorized \$ \_\_\_\_\_

Credit Card # \_\_\_\_\_

**Visa MasterCard Amex**

Exp. Date \_\_\_\_\_ Name on Card (*please print*) \_\_\_\_\_

Signature \_\_\_\_\_

Please send completed registration form along with payment to: Leslie Gagne, Maine Hospital Association, 33 Fuller Road, Augusta, Maine 04330 or fax (mail payment separately) to 207/622-3073. If you have questions, please call Leslie Gagne or Carol Sinclair at 207/622-4794 or by email at [lgagne@themha.org](mailto:lgagne@themha.org) or [csinclair@themha.org](mailto:csinclair@themha.org).

**Registration deadline is Friday, July 23, 2010.**