

# MHA Distance Learning

# ED Pay-for-Call Issue: What Hospital Executives Need to Know Webinar

## Audience:

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

## Speaker:

Leonard J. Henzke  
James R. Dutro

## Date:

August 3, 2010  
11:00 am—12:00 pm MST

## Pricing\*:

MHA Members: \$165/line

Non-MHA Members: \$210/line

DEADLINE FOR REGISTRATION IS

July 27, 2010

\*Fees include session materials and one (1) phone line

## Program Topics:

- Overview of the cause 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 OIG's call coverage related advisory opinions.

## Program Overview

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, discuss the results of several recent surveys, and describe several case studies of innovative approaches that hospitals should consider using to address their call coverage pressures.

## Faculty

**Leonard J. 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's** law practice focuses on regulatory matters. James has extensive experience in structuring, negotiation, 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.

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# Registration Instructions & Other Information

# ED Pay-for-Call Issue: What Hospital Execs Need to Know Webinar

## Registration Information

Registration fees are \$165/line for MHA members and \$210/line for non-MHA members. The registration fee includes one toll-free telephone connection per registered facility to hear the presenter, web access information and handout materials.

To register, please complete the attached form and fax it back to MHA at (406)443-3894, Attn: Jennifer Wagner. A copy of the registration form can also be obtained at [www.mtha.org](http://www.mtha.org).

**Online registration is also available.** Go to [www.mtha.org](http://www.mtha.org) for the link to register online.

If you have not received confirmation via the email address provided on the registration form 48 hours after sending registration, please contact Jennifer Wagner at (406)442-1911. **Registration deadline is July 27, 2010.**

## Log-In Instructions

Upon receipt of registration, confirmation will be e-mailed to the contact person indicated on your registration form. You will receive another e-mail approximately 48 hours prior to the event with web access, dial-in information and the handouts.

**It is the responsibility of the contact person listed on the registration form to download and/or access presentation materials prior to the day of the event.** If your e-mail address changes, you do not receive an e-mail with instructions from MHA, or if you are unable to download or open presentation materials, please contact MHA 24 hours prior to the event to allow time to address the issue. Participants are encouraged to log in 15 minutes prior to the start of the program, as the program will begin on time.

## Continuing Education

A copy of the Certificate of Attendance will be sent with the handouts and dial-in information. This Certificate should be copied and issued to all participants attending the session. Completed certificates should be placed on file at your hospital as evidence of attendance. You may apply on an individual basis with the appropriate accreditation organization for consideration of continuing education credits. This webinar is approved for 1.0 contact hours.

## Refunds

Fees will be refunded only if written cancellation is received by MHA by 5 pm on July 30, 2010. Fax written cancellation to MHA at (406)443-3894, Attn: Jennifer Wagner. E-mails and phone call cancellations will not be accepted.

# The ED Pay-for-Call Issue: What Hospital Execs Need to Know Registration Form

## Date:

August 3, 2010  
11:00 am—12:00 pm MST

## Prices:

MHA Members: \$165/line  
Non-Members: \$210/line

## Registration Deadline:

July 27, 2010

## Series Overview

This program will assist hospital executives who are already paying their physicians for call but are seeking to revamp their compensation methodology and executives who are not currently paying their physicians for call but who want to be ready to address this emerging issue.

**Contact Person:** Please fill out the contact information for the person that will be responsible for receiving and distributing dial-in information and handouts.

## Registration Information

To ensure your spot at this webinar, please fill out the information below, completely, and fax to MHA at (406)443-3894, Attn: Jennifer Wagner. **You may also register online at [www.mtha.org](http://www.mtha.org).**

**Refunds** Fees will be refunded only if written cancellation is received by MHA by 5 pm on July 30, 2010. Fax written cancellation to MHA at (406)443-3894, Attn: Jennifer Wagner. E-mails and phone call cancellations will not be accepted.

## Participant Information:

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Contact Name: \_\_\_\_\_  
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Facility Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
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**YES!** We wish to participate in the webinar. I understand we will be emailed the dial-in number, agenda, and materials prior to the conference. \_\_\_\_\_ **Number of lines** \_\_\_\_\_ **MHA Member(\$165/line)** \_\_\_\_\_ **Non Member(\$210/line)**

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\*The CVS number is the 3 digit number on the back of your card. For AMEX it is 4 digits on the front

A check, payable to MHA is being mailed to P.O. Box 5119; Helena, MT 59604-5119

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For questions regarding education, please contact:  
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