

# *Oklahoma Hospital Association*

*presents*

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

***Webinar (G2604)***

***August 3, 2010***

### **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 program will assist hospital executives who are:

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

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.

### **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

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### **Corporate Education Sponsors**

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## **Faculty**

**Leonard J. Henzke** is a Principal of Northwest Practice ECG Management Consultants in Seattle, Washington. He has multiple years of experience as a health care 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.

**James R. Dutro** is a Partner for Jones Day in San Francisco, California. His 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.

## **Target Audience**

CEO, COO, CFO, CMO, HR director, physician services, and financial services.

## **Times**

The program is from 12:00 p.m. – 1:00 p.m. Central Time.

## **Tuition**

\$200 for OHA members

\$300 for non-members

Registration fee covers one connection to the program.

## **Cancellation Policy**

The registration fee, less a \$60 service charge, is refundable if notice is received before 4:00 p.m. on July 27, 2010. No refunds will be issued for cancellations received after 4:00 p.m. on July 27, 2010. The cancellation/refund policy applies to registrations that indicate payment is being mailed prior to the program. No refunds will be issued for those who do not comply with this policy and the full registration amount will be due and owed to OHA.

## **Substitutions and Transfers**

Registrants unable to attend may designate an alternate. Report substitutions to Shelly Bush at bush@okoha.com or Mary Winters at winters@okoha.com or (405) 427-9537, prior to the program. Transfers from one OHA educational program to another are not permitted.

## **Connecting to the Program**

**All tuition fees are per connection.** Complete the attached registration form and return it to the Oklahoma Hospital Association. After you register for the program(s), you will receive a confirmation notice from OHA. Prior to the program, you will receive instructions on logging into the program. You will also receive the speakers' handouts via email. Approximately 5 to 10 minutes before the program, dial in to be connected to the session. Upon registering for the program, notify all participants and arrange a meeting room and speakerphone, if desired.

**If you have not received a confirmation notice 48 hours prior to the program, please call Shelly Bush at (405) 427-9537 to confirm your registration has been received.**

**Confirmation notices will be sent via email when available.**

REGISTRATION FORM  
*Oklahoma Hospital Association*

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What Hospital Executives Need to Know  
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**Important Note: Information for accessing each program will be emailed to the following contact person prior to the program date.**

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

Organization \_\_\_\_\_

Mailing Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ \*E-mail \_\_\_\_\_

- Program fee includes one set of handouts. Upon receipt, you may copy handouts.
- Program fee covers one telephone connection.

***Method of Payment***

Check in the amount of \$\_\_\_\_\_ payable to OHERFT is enclosed.

**\*\*Please see mailing instructions below.**

Credit Card amount authorized \$\_\_\_\_\_

Credit Card # \_\_\_\_\_ Visa MasterCard Amex Discover

Expiration Date \_\_\_\_\_ Name on card \_\_\_\_\_

Cardholder's Billing Address (including zip code) \_\_\_\_\_

Signature \_\_\_\_\_

**Mail all registrations accompanied by a check to:**

OHERFT, Dept. #96-0298, Oklahoma City, OK 73196-0298

**Mail all other registrations to:**

OHERFT, 4000 Lincoln Blvd., Oklahoma City, OK 73105

Return your registration form to OHA. Registrations with credit card payment information included may be faxed to Shelly Bush at (405)424-4507. If you have any questions, please contact Shelly Bush or Mary Winters at (405)427-9537 or by email at bush@okoha.com or winters@okoha.com.

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