



Coffee with Coker

Maximize Your Practice Operations

March 15, 2018 at 2:00pm EDT

[Register](#)



Direct to Employer Contracting Arrangements—A Response to Rising Premiums and Compromised Care

By Ellis "Mac" Knight, MD, MBA, Senior Vice President/ CMO | Coker Group

An increasing number of self-insured employers face rising premiums and real, or perceived, cutbacks in quality of care from their health insurance carriers. In response, providers themselves are stepping into the breach and offering direct to employer (DTE) contracting for the provision of healthcare services.

Provider entities (hospitals, health systems, and clinically integrated networks (CINs) of providers) are offering the following services to employers through DTE arrangements.

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Patient Access

By Debbie Kiehl, FACMPE, CRCR, Senior Manager | Coker Group



The purpose of this paper is to pinpoint how the lack of scheduling templates and standardization/ integration impedes patient access within the healthcare entity. In fact, the myopia of not looking beyond the scheduling component of patient access limits a patient's ability to schedule appointments in a timely and effective manner. Further, schedule standardization (where possible, owing to specialties) and integration play a significant role in patient satisfaction. Conversely, limited, blocked, or ineffective templates restricting patient access to providers is a dissatisfier. Now that patients are paying for a substantial share of their care, their expectations, whether right or wrong, are that they will see their providers when they need or want to. Patients are no longer willing to wait weeks to secure an appointment with their provider. Practices now must find ways to offer flexibility and timely appointments to patients while providing excellent quality care and patient satisfaction.

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**Value-Based Care Delivery Under MACRA: Live!
Practical Training Through HealthLeaders Media Virtual Workshop**



Thursday, March 23, 2018
 1:30-4:30 p.m. Eastern
Presented by:
 Ellis "Mac" Knight, MD, MBA
Level of Program:
 Intermediate
Cost:
 \$399

MACRA is an important but little-understood component of reimbursement for physicians, hospitals, and health systems. Many healthcare leaders, administrators, and clinicians still have unresolved questions about how these payments affect their bottom line and how best to deliver value-based care under MACRA. Train your entire leadership and revenue cycle teams on MACRA in this HealthLeaders Media virtual workshop.

During this interactive three-hour program, Coker Group Senior Vice President and Chief Medical Officer Ellis "Mac" Knight, MD, MBA, will teach participants the ins and outs of MACRA. Participants will have the opportunity to ask questions in real time about their own experiences. Polling questions will also help participants see how their responses compare to those of their peers.

REGISTER

The Tax Cuts and Jobs Act's Effect on Recruitment Incentives

The Tax Cuts and Jobs Act (TCJA) that became law on December 22, 2017, is beginning to have an impact on physicians, specifically with the recruitment incentives most health systems offer to new physicians. Traditionally, relocation or moving expenses provided to new physicians as a recruitment incentive were not considered direct income to the recruited physician since the payment is to a third-party moving or relocation company. Further, this consideration was appropriate when all of the respective moving expenses are those that are considered *Deductible Moving Expenses* per Internal Revenue Service guidelines.

Coker highly recommends that organizations seek the input and review of an outside independent valuator in their physician agreements. For more information, please call 678-832-2021 to speak with Randy Gott, senior vice president, or Justin Chamblee, senior vice president, at Coker Group.

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Does Your EHR Vendor Contract Leave Your Organization Vulnerable?

Coker Group is offering free vendor contract reviews to reveal unfavorable terms for hospitals and practices, and ensure they can protect themselves from these liabilities.



Current Executive Searches

Below you will find a list highlighting some of our current searches. If you are interested in more information about any of these positions, please [contact us](#) today.

- Chief Operating Officer, Hematology Oncology Associates (HOA), Medford, Oregon
- Chief Executive Officer, Midwest

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[Managing Financial Risk Through a Value-Based Clinical Care Delivery System](#)

[Long-Term Value Creation through Effective Post-Merger Integration \(and how football teams aren't that different from hospitals pursuing successful transaction strategies\)](#)

Orthopaedics at Rush, Chicago, IL

- Division VP Operational Finance, CHI Health, Omaha, NE

Candidates interested in learning more about these opportunities should forward a resume to:

Lee Perrett, Vice President
Coker Group
678-832-0431
lperrett@cokergroup.com

**Risk Adjustment in Healthcare:
Essentials that all Providers Should
Know (Co-Authored with Nuance)**

**Strategic Retreats for Hospitals and
Health Systems: Planning for Future
Success**

**Employed Physician Network
Turnaround - Sustainable Success: A
Follow Up**

**Revenue Cycle Turnaround -
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