

# The Hospice Medicare Advantage Carve-In Preparation Guide

**SURVIVAL**

# 19.3

# It's about...

**1** ..... low costs...

**2** ..... quality...

**3** ..... coverage...

**4** ..... reality...your present numbers...

**5** ..... making it a “No Brainer” to contract with you...

**6** ..... their plan to get you addicted to patient-volume...

**7** ..... “out-managing” managed care... and **THRIVING!**

# It's about low costs... #1 #1 #1

Your Hospice must be highly profitable and in a position of strength as money is the language of Managed Care. You must be able to provide a SUPERIOR service or experience for LESS cost than the Hospice Medicare Benefit...and be profitable at the same time or you can't survive... You must help the MA providers make money and manage their MLRs!

# It's about quality...

MA providers (and perhaps you, depending upon your deal) receive Bonus Payments based on quality. Your Hospice must contribute to these bonuses. High-quality will only come from the quality of your People as a direct result of the quality of your People Systems. Perfect Visits with Perfect Documentation is key...

# It's about coverage...

MA providers prefer to contract with larger Hospices. Historically, MA providers are required to contract with a percentage of providers (sometimes 30-50%). As a result, there are many alliances, affiliations, mergers and various business combinations happening. The key is to try to only do deals with organizations that have Indirects below **31%** and profits at or above **14%**. Have “escape” clauses in your contracts AND make sure the “hooks” aren't so deep you can't get free from a bad alliance.

# 3

# It's about reality...your present numbers...

Your current numbers are your truth... MA providers will want to see them...and you will be judged by these numbers. You must demonstrate *expert knowledge of costs* and professional perspective via Benchmarking. These can be improved dramatically in 5-8 months with effort.

# It's about making it a “No Brainer” to contract with you...

You must make the decision to contract with you a “No Brainer” with UNDENIABLE value. Often this translates to “cost avoidance” for MA providers. In our many years of experience with Managed Care, providers love to “dump” their high-cost patients into Hospice. This will force a Hospice to develop expertise in CAP management. We have dealt with this many times.

# 5

# **It's about their plan to get you addicted to patient-volume...**

And then decrease your reimbursement... Most Hospices will innocently and ignorantly increase Indirect costs and not structure costs to fluctuate with patient-volume, especially their compensation systems. Then they will be reactive, facing a merger or other form of unplanned end due to economic pressures. The point is to anticipate this and be totally prepared! The best strategy is to be highly-profitable with large reserves.



# It's about “out-managing” managed care... and **THRIVING!**

Using the latest Best Known Practices (BKPs) is your only option to stay ahead of slow moving MA providers and other Hospices. BKPs are your competitive advantage. There are always new practices used by organizations that live in the extremities of the Bell-Curve to imitate! MVI benchmarks 769 Hospices *monthly* to discover & systemize BKPs for our clients! Such BKPs will put your Hospice in the 90<sup>th</sup> percentile statistically. The world is not over! **You can do this!**

# It's about...MVI helping!

23 years ago, MVI predicted this type of event and more importantly knows what to do like few other entities... MVI was created around Managed Care and Expert Cost Systems... 1,000+ Hospices later, tons of deals & dealings with Managed Care and a clear plan of action, in 5-8 months a Hospice will be ready for success with MA providers if the Model® Steps are implemented... We will help get you to 14% or higher profitability and quality to the top percentiles as well as help you sort out coverage alliances. And you will be *transformed* as a person in the process of experiencing the BKPs!

## **Fear not our prices...**

We have rounding error pricing for core services with unlimited support. Even our highest level service, Magic! will automatically get you to 14% or higher profits if the methods are used! *100% of the time!*

**[mvi@multiviewinc.com](mailto:mvi@multiviewinc.com) or 828-698-5885**

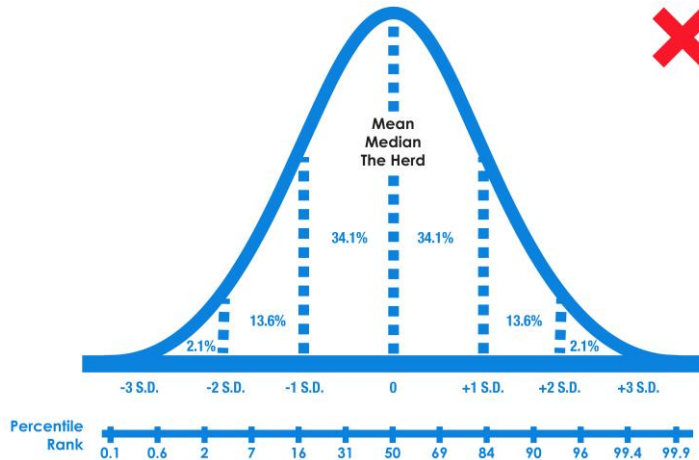
## About MVI in 181 Words...

Perhaps no other organization has *meticulously* considered and cared enough about the Hospice and Homecare experience to breakdown and systematize everything from phone interactions to clinical visits to revolutionary bereavement to the enormous utilization of volunteers to the economic welfare of the mission. After working with over 1,000 Hospices and Homecare entities, MVI starts with Benchmarking to gain *professional perspective* and guides an organization all the way through the Model<sup>®</sup> with its establishment of 1) Clear, 2) Impressive and 3) Sustainable Standards. Then via *Extraordinary People Development*, an organization with near-flawless quality is created, where it can go days, sometimes weeks, and even “thousands of visits” between complaints, service failures or documentation errors. Economic results are often 200% above the median and are a *natural byproduct* of radically increased **QUALITY** which perfectly positions an organization for Managed Care and Medicare Advantage. This is the reality in the Hospice and Homecare world IF the practices of the 90<sup>th</sup> are adopted. In a healthcare world that is falling apart, there can be something that actually works... This can and should be your organization!

### **MVI in 1 Phrase...**

Pursuit of the Truth about Life...

The highest levels of quality, census and economics ever recorded in the history of the Movement are happening NOW...regardless of organizational size, region of the country, competition or other demographic as evidenced by benchmarking.  
**Exactly what is needed for the Hospice Medicare Advantage Carve-In!**



**You can choose where you want to be on the Bell-Curve!**

