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## **Building a Sustainable Hospital Employed Physician Network**

### **Webinar #T4017**

#### **DATE AND TIME**

March 9, 2017  
12:30 - 2:00 p.m. CT

#### **OVERVIEW**

Many healthcare systems have experienced considerable financial loss with their employed physician networks (EPN). This presentation will examine a few key reasons for this trend and discuss ways healthcare systems can turn this situation around. Hospital EPNs can operate effectively and efficiently, however, clear and realistic expectations must be set by both parties.

As payment models migrate from volume to value, more care will be delivered and managed in the outpatient, ambulatory setting. This will require clinics and systems to function efficiently and engage in strategic deployment of available technologies in an effort to better manage and coordinate care. This presentation will engage the audience by contemplating practical applications ("real world") of successful EPNs, the foibles of "failure," and the KPIs necessary to sustain a successful model. It will also contemplate the deployment of technologies (e.g. remote patient monitoring and others) to ensure patient management and adherence to care protocols reducing readmission for chronic care and reducing the cost of care.

#### **TARGET AUDIENCE**

Board members, CEOs, CFOs, CMOs, physicians, hospital legal counsel and those interested in practical applications for successful EPNs.

#### **OBJECTIVES**

1. Identify the items that create havoc for employed physician networks—historically and the here/now.
2. List components of the employed model requiring urgent focus during a turnaround.

3. Identify the value of objectively measuring and monitoring employed models both in the turnaround Stage 1 and as they move forward in their repaired stage.
4. Define key attributes of a successful EPN.
5. Identify actual issues when key attributes experience "failure."

#### **FACULTY**

**Jeff Gorke, Senior Vice President**  
Coker Group

As senior vice president of Coker Group, Jeff Gorke's primary focus is strategic and operational work assisting clients in macro and micro structural change to enhance processes and programs and improve profitability. He assists clients with operational assessments, physician compensation reviews, employed physician network turnarounds (with quantifiable results) and financial and revenue cycle assessments. Jeff manages strategic and operational components concurrently to improve planning, governance, and top-line management while assuring operational sustainability by driving programs from efficient day-to-day management to billing/collections and data mining for physician groups and healthcare systems. Mr. Gorke has no real or perceived conflicts of interest that relate to this presentation.

#### **PRICE**

\$195 per connection for members.

\$390 per connection for non-members.

Note: The fee is for one phone line with unlimited participants. For example, 10 employees can participate for only \$19.50 ea!

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information  
contact:**

Jon Borton, Vice President, Educational Services  
Nebraska Hospital Association  
3255 Salt Creek Circle, Suite 100, Lincoln, NE 68504  
(402) 742-8147 Direct • (402) 742-8191 Fax  
jborton@nebraskahospitals.org • nebraskahospitals.org

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