

Sample conversation **outline**

1

Enhancing support for current shared patients

- I. **Volumes of total shared patients to demonstrate existence of current, undeveloped relationship**
- II. **Current value proposition for these shared patients**
 - Access
 - Clinical quality (readmission rates, clinical mix, case mix index)
 - Patient satisfaction
 - Ongoing performance improvement projects
- III. **Benefits to referring partners**
 - Improved inpatient efficiency—reducing LOS, improving throughput
 - Reduced readmissions and readmissions penalties
 - Strengthened patient management
- IV. **What needs can we better support? What other performance data would be helpful?**
 - Potential suggestions: Post-acute care cost control, geriatric patient management, pre-op and post-discharge support for elective procedures

2

Identifying near-term clinical collaboration opportunities

- I. **Develop a joint operating committee or post-acute consortium**
- II. **Enhance patient information exchange**
- III. **Serve targeted patient populations (e.g., heart failure, dual eligible)**
- IV. **Joint program development, such as:**
 - Cross-continuum protocol development
 - Shared medical leadership
- V. **Where else can we help?**

Scoping the long-term ambition

- I. **Develop a preferred SNF partner network, including:**
 - Rationale for developing a network
 - Defining care, communication, and performance measurement standards
 - Navigating patient choice issues
 - Formalizing the affiliation agreement document



Download the Hospital Outreach [Agenda Pt. 1](#) and [Pt. 2](#) to create lasting relationships with hospital partners. For more resources, visit our website at [advisory.com/pacc](https://www.advisory.com/pacc) or reach out to our team at programinquiries@advisory.com