

Understand Physician Reimbursement When Patients Receive Hospice Care

Depending on your relationship with your local hospice and the individual patient receiving hospice care, you can receive reimbursement. Call your local hospice if you have any questions about which “type of physician” you are.

<i>Type of Physician</i>	<i>Type of Service</i>	<i>Source of Reimbursement</i>	<i>Rate of Reimbursement</i>	<i>Who Bills</i>
Attending, Non-employee	Professional	Medicare Part B	80%/20%	Phys. bills Med. B Carrier
Attending, Non-employee	Technical	Hospice Daily Rate	Negotiated with Physician	Physician bills the Hospice
Attending, Non-employee	Administrative	Medicare Part B	80%/20%	Phys. bills Med. B Carrier
Attending, Employee	Professional	Medicare A	100%	Physician bills the Hospice
Attending, Employee	Technical	Hospice Daily Rate	Negotiated with Physician	Physician bills the Hospice
Attending, Employee (Medical Director)	Administrative	Hospice Daily Rate	Negotiated with Physician	Physician bills the Hospice
Consulting	Professional	Medicare A	100%	Physician bills the Hospice
Consulting	Technical	Hospice Daily Rate	Negotiated with Physician	Physician bills the Hospice

Attending physician, non-employee: The patient designates the physician primarily responsible for his/her care during the election process.

Attending physician, employee: If the attending is an employee of the hospice or volunteers with the hospice (e.g., as medical director or physician member of the interdisciplinary group) the physician’s professional services are billed to Medicare Part A by the hospice.

Consulting Physician: Any physician services other than those rendered by the attending physician are classified as consulting physician services.

Administrative Services: Include participating in the establishment, review and updating of the plan of care, supervising care and services, and establishing governing policies (physician member of IDG).

Professional Services: Actual procedures and billable care plan oversight services performed by the physician as designated by the appropriate CPT-4 code. These include physician consultation, physician interpretation of an x-ray, CT scan, or MRI, or physician interpretation of a laboratory test.

Technical Services: Include lab, x-rays, and any other non-professional services performed by the physician or other health care professional.

Source: Health Care Financing Administration (HCFA) – March 26, 1998, and 42 C.F.R. Section 418.304.

<i>Traditional Approaches</i>	<i>New Approaches</i>
XYZ treatment has a 5% success rate.	This treatment works for one in twenty people. For those people, they live an average of X number of months/years.
We can tip the odds in your favor by trying this treatment.	This treatment might give you a slightly better chance of survival than if we didn't do it.
Some patients experience XYZ side effects as a result of the treatment protocol.	You can expect the following side effects in relation to this treatment. I will work with you to manage these side effects as best I can. However, if the side effects become too troublesome, we can talk about other options, including stopping or changing the treatment.
This is what I recommend...	I can explore options with you, but decisions about how to care for you are yours.
Do you have any questions?	I've presented a lot of information to you, what questions do you have?
At some point we may have to look at hospice as an option.	With the disease you have, it is very likely that hospice care will be the best option at some time in the future. We can discuss this over time so that you can make decisions that best suit your needs.

Understanding Your Patient's Needs: Responding to Patient/Caregiver Inquiries

Listening to what your patient is saying or not saying is a crucial part to understanding their needs. Questions a patient may ask you are listed below, along with what they might be thinking and truly wanting to know.

<i>When a Patient/Caregiver Asks...</i>	<i>They Might Be Thinking...</i>
What are my chances?	Realistically, how likely is it that this will work?
What would you do if you were me?	I am overwhelmed, and I need help or guidance in making these decisions.
How long do I have?	I feel like I am dying... Or I am scared about facing death, but I don't have the words to express this... Or I really want to know what a realistic time line is so I can make good choices and get things in order...
What are the options?	This isn't working. I want to try something else.