The Future of Healthcare Financing

Length: 1.5 Hours

Target Audience: Mid-careerists to senior executives

Description: Financing, a driving force on the healthcare landscape, continues to become more complex. With budgetary pressures on Medicare and Medicaid, pay for performance and federal expectations for investment in technology without regard to costs, executives must constantly monitor the financing landscape. Given these pressures, many questions emerge.

Faculty: Moderator plus two panelists. The moderator should be an executive or consultant well versed in healthcare financing. Panelists should include a hospital CEO to provide the strategic perspective of managing an organization in the current financing environment and a hospital CFO to respond to the CFO’s role in monitoring the environment and interfacing with the CEO on developing an overall financial strategy.

Moderator
Frames the discussion regarding the primary drivers in the healthcare financing equation.

Panelists
The hospital CEO and CFO panelists should present a brief overview of their perspective of existing and emerging financing issues.

Topics for Discussion:

- The outlook for Medicare, Medicaid, and private insurance and their impact on organizational strategy and planning.
- The outlook for pay for performance and consumer-driven products and their impact on organizational strategy and planning.
- The current issues and challenges in providing charity care.
- Strategic approaches to monitoring and adjusting to financing issues.
Questions for Discussion:

1. How do you monitor changes to the financing environment?
2. What is the CEO/COO role around monitoring changes in reimbursement and creating strategies to address them?
3. In the face of mounting budgetary pressures on Medicare and Medicaid financing, what proactive steps are you taking to manage organizational costs?
4. What trends are you seeing in pay-for-performance expectations from both the CMS and private payers? Where is this going in our market?
5. How should organizations be preparing for pay for performance both strategically and operationally?
6. What trends do you anticipate in consumer-driven products?
7. How should organizations be preparing for consumer-driven products both strategically and operationally?
8. How do you keep the board and medical staff informed of the financing environment?

Materials for Distribution:


(Go to: Chapter Education Manual Appendix for handout)

Additional Resources:


