

Direct Contractor - Hospital

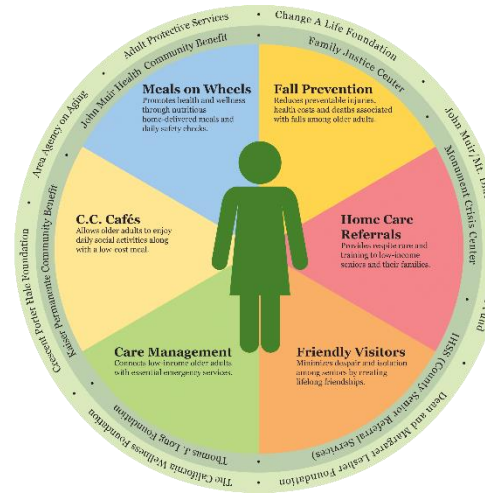
You Control Negotiations

▶ Determine:

- ▶ Service Offering
- ▶ Patients
- ▶ Duration
- ▶ Outcomes
- ▶ Billing - Fee for Service or Capitated

▶ Negatives:

- ▶ Long Negotiation Period
- ▶ Not a Priority



Setting the Appointment

Stay Focused

1. Opening Statement
2. Reason For the Call
3. Credibility Statement
4. Schedule the Appointment

