

Are you in the right pond, fishing with the right bait?



Agenda

1. Select a smaller pond – use a fish finder
2. Throw the net – staff relationships and peer to peer
 - ✓ Selection criteria screening of interested providers
 - ✓ Family practice
 - ✓ Medicare claims
3. Bait the hook– pairing of practices and providers
 - ✓ Interest in CLAS
 - ✓ Willing office manager or staff to complete pre- and post-assessment and Theme 3
 - ✓ Willing provider – physician or mid-level to complete training
 - ✓ Incentive for mid-level - CME better bait
 - ✓ Those interested usually complete within a week (take the hook)
 - ✓ Intense contact and follow-up when they commit (reel them in)
4. Fishing license expiring
5. Guided fishing tour – health system collaboration
6. Master anglers – how we caught them - focus group
7. Snags
 - ✓ Physician's CME, not a baited hook
 - ✓ Some of the big ones got away (large school of fish)
 - ✓ Time commitment of providers
 - ✓ Provider's perception of minority population
8. When to cut your line
 - ✓ When use of resources outweighs the catch
 - ✓ When you have no nibbles from your contact or provider
 - ✓ When you have a hole in your net
9. Our fishing luck:
 - ✓ Recruited practices - 21
 - ✓ Pre-assessment completed – 21
 - ✓ Theme 3 completed (practices) – 17
 - ✓ Theme 2 completed (providers) – 21
 - ✓ Theme 1 completed
(Practices with one provider completing Theme 1) - 16

