

**New! Home Care Association of New Hampshire
Partnering with the Kansas Home Care
Association**

Partnering with Physicians – The New Model: Strategies to Win Business and Improve Care Coordination



presented by **Michael Blackstone, MD,
Founder/CEO, Suture Health, Inc.**

Wednesday, May 7, 2014 * 2:00 – 3:30 p.m. EST

Webinar Overview: Too often agency-physician relations deteriorate into burdensome exchanges that must be endured, rather than fruitful alliances to provide optimal patient care. Understand why this happens and what you can do to promote partnerships with your referral sources.

Objectives: After attending this webinar, the home health/hospice participant will be able to:

- Outline why physician-homecare relations deteriorate and what can be done to transform challenges into opportunities.
- Discuss the physician psyche and how to become their “hero”.
- Explain how to properly communicate your value and sell your services.



Speaker:

**Michael Blackstone, MD
Founder/CEO, Suture Health, Inc.**

Michael Blackstone is a physician, earning his MD from the Louisiana State University Health Sciences Center in 2006. After serving as resident physician at the University of Alabama, Birmingham, Dr. Blackstone founded Suture Health, Inc. in 2009. In 2011, Suture Health launched SutureSign, an electronic signature platform designed as a network to maximize physician participation and value to post-acute providers, shortening the reimbursement cycle and driving new revenue to home health and hospice companies alike. Dr. Blackstone has presented his program on partnering with physicians at numerous home care conferences, including the 2013 NAHC Annual Meeting.

Target Audience: All post-acute providers, with a focus on home health management and sales people.

Convenience: Enjoy the convenience and cost-efficiency of a webinar – watch the speaker’s slide presentation on the internet while listening by telephone or through your computer’s microphone and speakers (VoIP). There is no limit to the number of attendees from your agency who may participate at your site using one phone line and a computer with internet access.

Registration Fee: HCANH Members: **\$169 per agency line; Non-Members: \$269 per agency line.** Registration fees are based on one phone/webinar connection; multiple site participation for your agency will require a separate registration fee for each connection.

Registration Procedure: Approximately five days prior to the webinar, a confirmation will be e-mailed to you. This confirmation will include a link to access the presentation handouts, the sign-in sheet, and evaluation, as well as a link enabling you to access the webinar.

Registration Deadline: Wednesday, April 30, 2014

Contact Hours: 1.5 hours will be awarded for attendees

Questions? Contact Chloe Roe, at 603-225-5597 or croe@homecarenh.org



Partnering with Physicians

Registration Fee: HCANH Members: \$169 per agency line
Non-Members: \$269 per agency line

Cancellations: Cancellations will only be accepted if received by Wednesday, April 30th. We consider an e-mailed registration to be a commitment for payment by the agency registering.

REGISTRATION FEE PER SITE/PHONE CONNECTION: Registration fees are for one (1) phone connection. For additional sites, please copy this registration form and send in with proper payment amount.

Agency Name _____

Contact Name _____

Address _____

E-mail Address _____

Phone _____

Payment Information: Visa MasterCard Check

Name on Card: _____ Card Number: _____

Exp Date: _____ Amount: _____ Date: _____

Signature: _____ 3-Digit Code: _____

Please complete the following information and mail or fax to:

**HCANH, 8 Green Street, Concord, NH 03301
Fax: 603-225-5817, Ph: 603-225-5597**