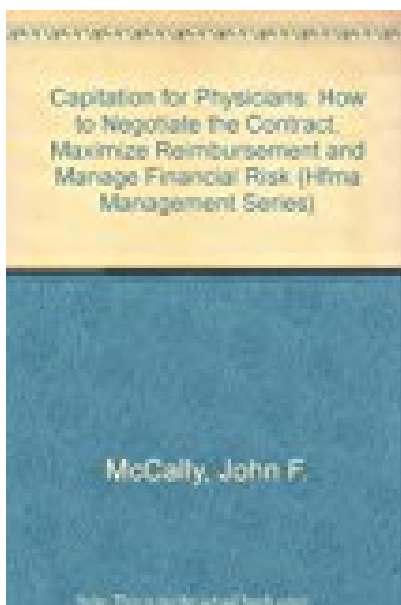


# Capitation for Physicians Understanding and Negotiating Contracts to Maximize Reimbursement and Manage Financial Risk

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## BOOK DETAILS

- Author : John F. McCally
- Pages : 196 Pages
- Publisher : McGraw-Hill Publishing Co
- Language : English
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## **BOOK SYNOPSIS**

Capitation directly effects physicians reimbursement and the way they practice. If not negotiated and managed properly, the provider could be out of business or forced to sell their practice to a healthcare system. Physicians and their office managers need to have a clear understanding of what capitation is and how it will effect their practice, how to negotiate with HMOs, and the risks of capitation. This book shows physicians how to negotiate and implement a capitated contract for a positive cash flow. It discusses the dynamics of capitated contracting, what to look for and how to negotiate with payors and how a capitated contract can effect cash flow and reimbursement.

### **CAPITATION FOR PHYSICIANS UNDERSTANDING AND NEGOTIATING CONTRACTS TO MAXIMIZE REIMBURSEMENT AND MANAGE FINANCIAL RISK**

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