



Indiana Hospital Association

Webinar: Should You Consider a Direct to Employer Plan?

Featured Presenters



Christian Puff is an attorney in Hall Render's Dallas office. She works most frequently with provider groups and health systems as well as provider-owned plans. She regularly counsels providers in disputes, such as reimbursement and contract, and provides solutions for overpayment and

recoupment issues with provider clients. In addition, she advises on discount and pharmacy benefit program matters with provider-owned plans.



Jon D. Rahman, M.D. is a board certified anatomic and clinical pathologist, having practiced at St. Elizabeth Medical Center in Dayton, Ohio. After leaving the practice of pathology, he has focused on the administrative side of health care and has had consulting engagements with the University of Chicago and Health Alliance

Medical Plans, Urbana, Illinois. Most recently, he served as system vice president and chief medical officer for St. Vincent Health. Dr. Rahman was responsible for system quality, patient safety, patient experience, risk management, and corporate compliance. He currently leads his own consulting service in assisting health care organizations and providing physician leadership coaching and mentoring.

Date: Thursday, July 11

Time: Noon - 1 p.m. ET (45 minutes plus Q&A)

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Dial-in: 888-390-3983

Suggested Audience:

C-level hospital executives, human resources professionals, risk managers

Topics include:

Why consider a direct to employer (D to E) program?

- You control the relationship with the employer, not the insurance carrier
- Potential of producing NEW incremental net revenue

What are the current market conditions and demands?

- Employers and employees are frustrated with rising costs
- Employers need to manage risk
- Employers looking for new solutions

What are the necessary elements to build a successful D to E plan?

- Full service, administrative infrastructure
- Access to high-quality stop loss underwriters
- Distribution model

How do you proceed forward with success?

- Embrace the concept
- Build a plan customized to and for you
- Understand your market

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Questions?

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