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10 MAY 15

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May 2015: TPI's News From 'Around The Net'

Hey Therapy Practice Leaders

We continue to **SEARCH THE NET** to find articles, research, videos, and other cool stuff that we hope will

- **INSPIRE** you to deliver greater
VALUE LEADERSHIP FOLLOWERSHIP
HIGH PERFORMANCE TEAMS
- **EDUCATE** you regarding
Health Care Reform Value Based Models Contracting
Market Trends
- **ENHANCE** your
Clinical Knowledge FOTO Outcomes Personal Growth
Employee Engagement

Here's
the **top 5**
Links of the Month



Our **Market Trends** and **Value** links this month are tightly aligned with our [www.therapypartners](http://www.therapypartners.com) BLOG post on The FUTURE of Private Practice – <http://bit.ly/TPIBlogFUTURE> – and the **Leadership** links support of our story about leadership development with University of Minnesota DPT students in Leadership Edge portion of this enewsletter

1. **Market Trends.** Value Based Models Increasing in Medicare. **42% of Medicare Payments Tied to Value in 2013.** There is a tremendous move afoot in the Medicare system for value based models, but they are primarily still contained within fee for service payments methods. Additionally, CMS announces that increasing payments will be tied to value through ACOs and bundled payment methodologies.
<http://bit.ly/medcrVALUE>

2. **VALUE – Business Strategy Around Value. Here is a great article about health care strategy from HBR written by Thomas Lee and Michael Porter, which we received from Dianne Jewell (@DianneJewellPT). Why Strategy Matters Now.** Porter and Lee state that times are changing. The days of health care providers gaining market share and business success from providing large volume of services, getting better contacts and securing all network contacts will soon be over. Narrow networks are growing with greater emphasis on quality and cost. Successful companies will create STRATEGY based on VALUE.

<http://bit.ly/STRATmatters>

3. **Value Based Models.** Aligning provider-facing incentives and consumer-facing strategies creates a combination as good as the old PB&J Sandwich. **For Alternative Payment Models to Work, Align Provider and Consumer Strategies.** This very short article – with several links imbedded for other references to value-based models – stresses the importance of providers and payors creating patient centered programs aligned with provider incentives.

<http://bit.ly/PayorALIGN>

4. **Leadership.** How do you prepare leaders in your practice (and yourself) to be leaders? In this very succinct article, Steven Doherty of the Oliver Group, points out the characteristics you need and questions that will re-focus your thoughts on leadership development. **Preparing Leaders for the Future.** Organizations that focus on developing leaders rather than managers will be the ones that have a competitive advantage through their people

<http://bit.ly/DevelLEADERS>

5. **Leadership.** Here is an AWESOME 8 minute video of a football coach providing inspirational and caring leadership with his team . **Determination and Leadership: The Football Field Death Crawl.** Take 8' and see how a leader (coach) inspires his key player to be a Self Starter Follower and role model leader.
<http://bit.ly/DeathCrawl>

- Jim

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1 comment • a month ago

[Therapy Partners TPI](#) — We have had success selling value with local health plans here in Minnesota. Jim

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