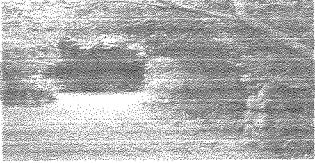



Abstract 3

**Innovate Independent Practice
Carving a New Path**




Kimberley Lamarche, RN NP, MHS:ANP, DNP (c)

 Canadian Association of
Nurse Practitioners

Evidence and Practice The Road to the Future
CAAPN 2007


*"...the way you live your life,
the perspective you select,
is a choice you make every single
day when you wake up.*

It's yours to decide..."
(Lance Armstrong)




Outline

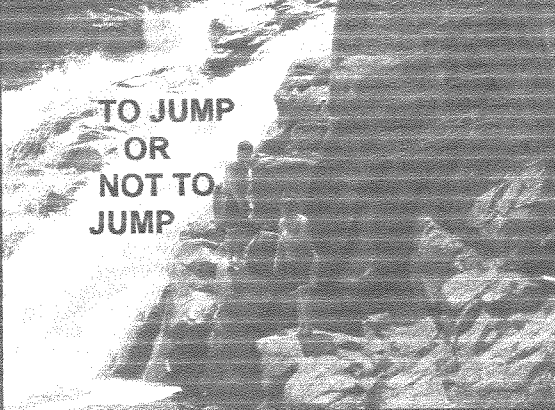
- Situation
- Options
- Legislative Issues
- Process
- Money, Money, Money
- Lessons Learned



Academia / Practice
Consultant? Joint Appointment?
District Health Authority?

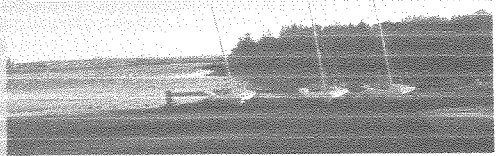


**TO JUMP
- OR
NOT TO
JUMP**





What's Involved?

- Procurement Business Number
(www.contractscanada.ca)
- Public Works and Government Canada
- Merx.com
- Business Plan
- Bid Solicitation / Technical Proposal



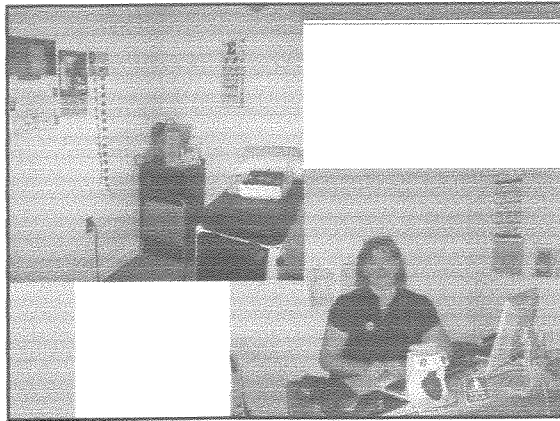
Sole Proprietorship

<http://bsa.canadabusiness.ca/gol/bsa/site.nsf/en/su06878.html>

The Canadian Coast Guard College is a unique institution which was established in 1965, in 1981 it was relocated Westmount, N.S., a purpose-built facility which is today one of the most modern and well equipped marine colleges in the world.

Five major facilities make up the College. They include the administrative/academic complex, residence, sports complex, waterfront training center, and marine engineering training building.




Collaboration



When Considering Remuneration....Think About:

Business Expenses	Home Office Expenses
CNPS Plus	Physician Compensation
Accountant	Clinical Tools
Tax Considerations	Vacation/Benefit Consideration



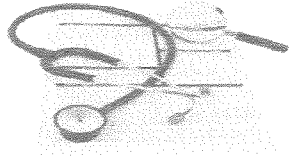
FINANCING NURSE PRACTITIONER SERVICES

Nurse practitioners offer a viable approach to improving access to primary health care services. However, at this time, there is no public policy in Canada supporting a strategy for funding nurse practitioner services over the long term. Such policies will have to reflect the nature of responsibilities and settings in which nurse practitioners work. They must also reflect the responsibilities and legal liabilities of the role of the nurse practitioner.

Five approaches to funding nurse practitioner services are suggested: budget/expense based funding; utilization based funding; capitated/population based funding; and needs based funding. The fee-for-service model, although presented here as one sort of a solution. The pros and cons of each are presented in the table below.

FUNDING APPROACH	DESCRIPTION	PROS	CONS
1. Budget/expense based	Specific costs of delivering services	<ul style="list-style-type: none"> • Built on administrative & financial information • Focuses services to highlight roles of nurse practitioners and other professionals 	<ul style="list-style-type: none"> • No link to health status of population served • Outcomes not captured & linked to a point of performance
2. Utilization based	Allocate funding according to practice of particular services	<ul style="list-style-type: none"> • Data available • Flexibility among regions 	<ul style="list-style-type: none"> • Not linked to assessment of health needs, services • Inflexible as needs change
3. Capitated/population based	Allocate funding for health services based on population demographics	<ul style="list-style-type: none"> • Encourages appropriate health human resource (HHR) use 	<ul style="list-style-type: none"> • Administrative complexity
4. Needs-based	Allocate funding among provider agencies based on assessment of relative health status and size of population served	<ul style="list-style-type: none"> • Targets resources and services to maximize population health 	<ul style="list-style-type: none"> • Absence of data
5. Fee-for-service	Direct billing to a client's health insurance plan for insured health services	<ul style="list-style-type: none"> • Promotes focus on volume or interventions 	<ul style="list-style-type: none"> • Distance from comprehensive care focus

NP and Physician "Incident To Billing"



Pros

- Independent practitioner
- Ability to target health needs of population
- Ability to set strategic direction
- Opportunity for faculty practice
- Financial security
- Tax implications
- Outcomes not captured & linked to a particular profession

Cons

- Responsibility of staffing
- Tax implications
- Liability concerns
- Long term job security
- Professional role

"Nothing is predestined: The obstacles of your past can become the gateways that lead to new beginnings."

Ralph Blum

Questions/Comments

