



**Daniel Maison,  
MD, FAAHPM,  
Vice President of  
Medical Services**

“Working for hospice, I am reminded daily why I became a doctor. Whether it is alleviating someone’s chronic pain which has plagued them for years or comforting the loved one of a dying patient, hospice medical practice embodies many of the reasons I went into medicine.”

Dr. Daniel Maison is a nationally recognized expert in hospice care. Dr. Maison is board certified in Internal Medicine and Hospice and Palliative Medicine. He is a Fellow of the American Academy of Hospice and Palliative Medicine, one of only 60 in the United States and sits on National Committees for the National Hospice and Palliative Care Organizations.

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## For and About Medical Directors

**611 Medical Directors: It Takes a Village: Engendering Community Physician Support for End-of-Life Care 58 Minutes, 0.9 contact hours**

Hospice is entirely dependent on referrals from physicians. Physician buy-in is essential for the survival of your hospice. This course will explore how to generate and sustain buy-in from the physicians served by your hospice. Real life examples and practical applications of the concepts taught will be presented. Common challenges as well as ways to overcome those challenges will be explored. Further, this presentation will discuss how to assess the effectiveness of your current efforts as well as gauge the success of future efforts.

**610 Medical Directors: Physician’s Role in Organizational Culture Change During the Implementation of Open Access 55 Minutes, 0.9 contact hours**

Hospices are now greatly expanding the scope of services provided. Many are embracing Open Access. Effective coordination with the physician staff before, during, and after the roll out of open access is essential to the success of the endeavor. This session will explore how to approach the implementation of open access with a special focus on the physician’s role in this process. Likely challenges as well as potential solutions will be presented. Real life examples will be used to illustrate and reinforce the concepts taught.

**612 Medical Directors: Plumbing The Depths: Local Physician Recruitment for your Hospice Program 47 Minutes, 0.8 contact hours**

Hospices are now further integrating physicians into their clinical practice. With new opportunities come new challenges. Physician recruitment is one of the main road blocks to establishing an effective Medical Services Department. Often times, the physicians you need are in your own backyard. This program will explore strategies to effectively recruit physicians to work for your program. Challenges and strategies to overcome these challenges will be presented. Real world examples will be shared to illustrate and reinforce concepts taught.

**613 Medical Directors: Staff Empowerment Through Extemporaneous Educational Opportunities 60 Minutes, 1 contact hours**

Hospices are under increasing financial pressures. Often times, the first programs to be scaled back are educational resources. Whether internal classes or sending staff to conferences, programs are often faced with tough choices with which things to fund. This program will explore the likely multiple opportunities for staff education that occur daily on an informal basis. Specific examples of likely missed chances for education will be presented as well as ways to best take advantage of your staff’s knowledge and the potential positive impact on all of your staff by best utilizing these extemporaneous opportunities.

**609 Medical Directors: The Medical Director’s Role in Organizational Excellence 48 Minutes, 0.8 contact hours**

The environment in which hospice finds itself is rapidly evolving. From changes in regulation to external market factors to changes in healthcare as a whole, the challenges presented are enormous. This session will explore the potential benefits to furthering and more completely integrating physician presence into the day by day operation of your hospice. Challenges as well as strategies to overcome these challenges will be presented. Real world examples will be used to reinforce and demonstrate the concepts.

# For and About Medical Directors

<h2>Ordering is Easy:</h2>	<b>Hospice Average Daily Census</b>	<b>Price/Course Per Provider #*</b>
<b>Step 1:</b> Determine your ADC as of TODAY	1 - 40	\$60
<b>Step 2:</b> Select the courses you wish to order:	41 – 99	\$108
<input type="checkbox"/> 611: Medical Directors: It Takes a Village: Engendering Community Physician Support for End-of-Life Care	100 - 200	\$180
<input type="checkbox"/> 610: Medical Directors: Physician’s Role in Organizational Culture Change During the Implementation of Open Access	201 - 500	\$240
<input type="checkbox"/> 612: Medical Directors: Plumbing The Depths: Local Physician Recruitment for your Hospice Program	501 - 1000	\$300
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