

The Business Impact Of COVID19 On Pediatric Practices

Webinar #15



Panelists Include:

- Katrina Skinner, MD
- Hiral Lavania, MD
- Paulie Vanchiere
- Chip Hart

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What We Are Not Going To Talk About

1. COVID19 Testing Options
2. Amount of time providers/staff should self-isolate
3. Treatments for people affected
4. Predict how long this will last
5. Issues that are geographic-specific
6. Detailed Human Resource Issues
7. Nitty Gritty Details of PPP Loans

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Agenda

1. Thank You
2. Data Report
3. News Roundup
4. Things To Come
5. Homework Assignments



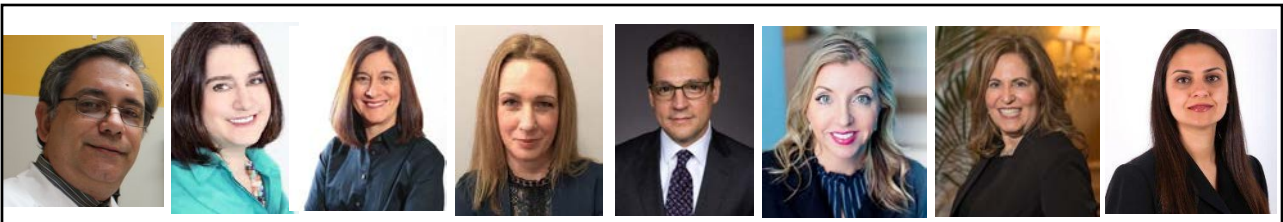
Did we guess right?



What are we going to be talking about?

- Return to school
- PPP
- Flu Clinic
- Tax Planning
- Telemedicine Payments
- Staff Management
- Permission Slips
- Parent Issues (COVID Vaccines)

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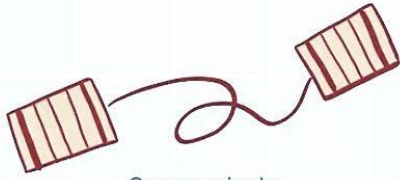


Special "Thank You" to these 22 guests who have shared their experiences...



How to Retain Great Employees

7



Communicate expectations clearly



Allow employees to use their talents and skills



Provide a platform for employees to speak their minds freely



Make staff members feel appreciated



Provide quality management or supervision

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~~DON'T QUIT~~

8

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What Have You Done Since Last Week?

9

Forum.PediatricSupport.com
3,257 community members as of this morning...

COVID 19 Business Impact Webinar #2 - March 26th More Details Here

all categories | all | Latest | Top | Categories | + New Topic

Category	Topics	Latest
Upcoming Events Share/learn about upcoming events related to COVID19	7 / week	<ul style="list-style-type: none"> Coronavirus stable for hours on surfaces 1 1h
Finance No margin, no mission... In order to be a successful medical practice, it is imperative that it take the steps necessary to remain financially viable. Here we can share and receive valuable information to help practices measure and monitor their financial health.	10 / week	<ul style="list-style-type: none"> Telemedicine Disclaimer 5 13h How To Handle COVID19 Infectious Waste 0 10h COVID19 Waste Management 0 10h
Site Feedback Discussion about this site, its organization, how it works, and how we can improve it.	1 / week	<ul style="list-style-type: none"> Carefirst - Covid19 0 19h
Humor Sometimes we have to lighten the mood a bit... feel free to share things to help bring a bit a joy or a laugh to others (keep it clean)	2 / week	<ul style="list-style-type: none"> Empire BCBS (NY) - Covid19 0 10h Policy Search 0 10h
Leadership Adversity doesn't build character, it reveals it... It also reveals our vulnerabilities! Leadership is an essential ingredient for any organization. Receive or share advice here on resources to empower everyone to be effective leaders within their practice.	2 / week	<ul style="list-style-type: none"> PCC's 2020-03 Pediatric Coding Web Lab [TELEMEDICINE CODING] 0 10h Billing & Coding 0 10h Wellmark - Covid19 0 10h Humana - Covid19 0 10h Wellmark - Covid19 0 10h

COVID 19 Business Impact Webinar #2 - March 26th More Details Here

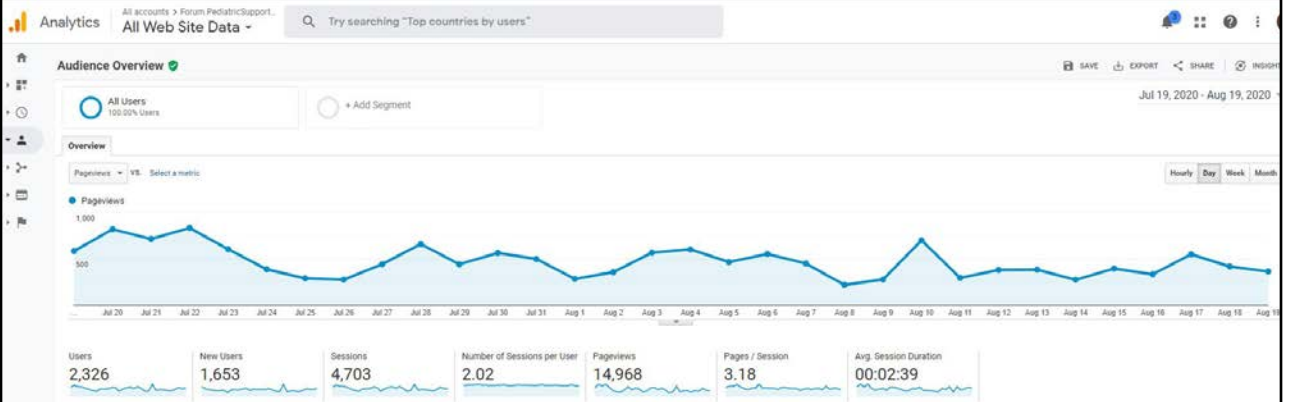
all categories | all | Latest | Top | Categories | + New Topic

Topic	Replies	Last Post
Coronavirus stable for hours on surfaces Medical Staff - efforted 4d	1	1h
Telemedicine Disclaimer telemedicine - abackland49 2d	5	13h
How To Handle COVID19 Infectious Waste DrobtWaste 10h	0	10h
COVID19 Waste Management DrobtWaste 10h	0	10h
Carefirst - Covid19 Policy Search - veddingrup 10h	0	10h
Empire BCBS (NY) - Covid19 Policy Search - veddingrup 10h	0	10h
PCC's 2020-03 Pediatric Coding Web Lab [TELEMEDICINE CODING] Billing & Coding - Chip 10h	0	10h
Wellmark - Covid19 Policy Search - veddingrup 10h	0	10h
Humana - Covid19 Policy Search - veddingrup 10h	0	10h

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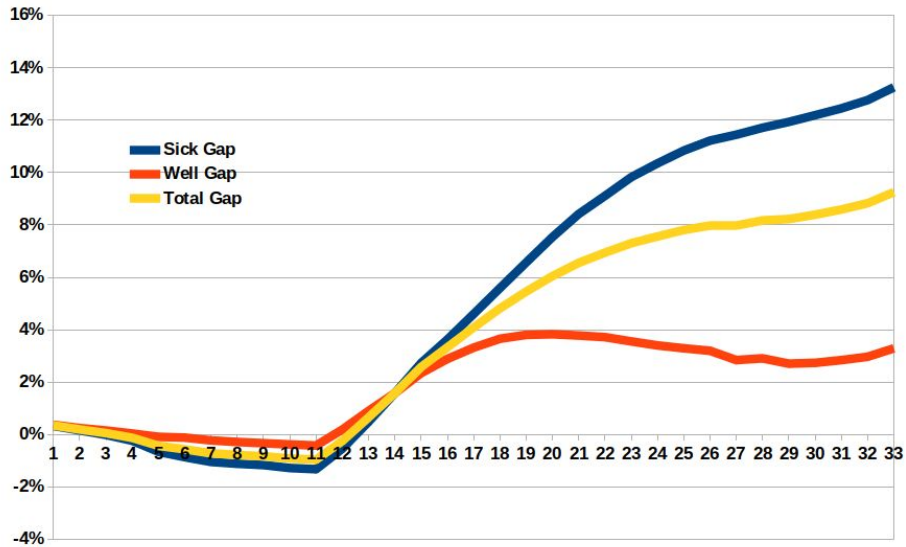
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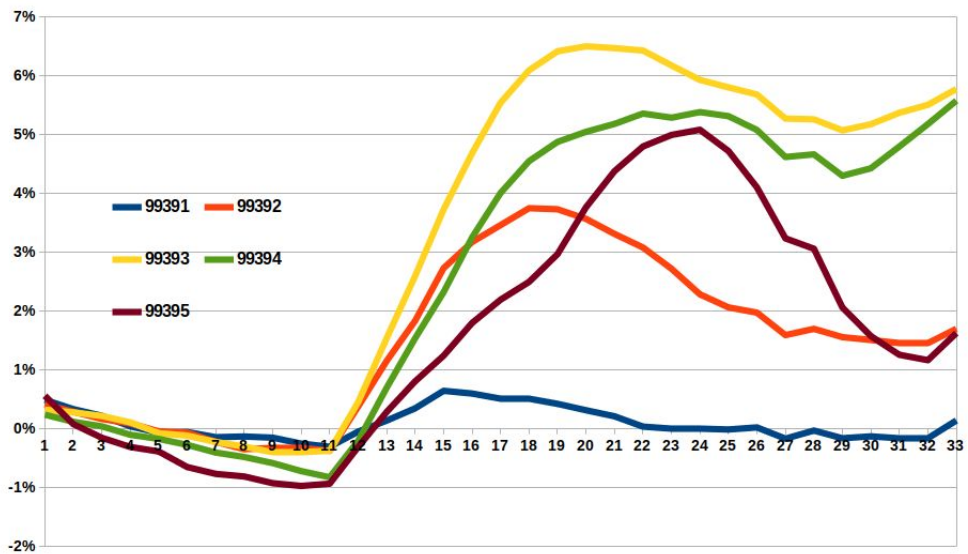
Latest Data From The Data Nerd...



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Latest Data From The Data Nerd...

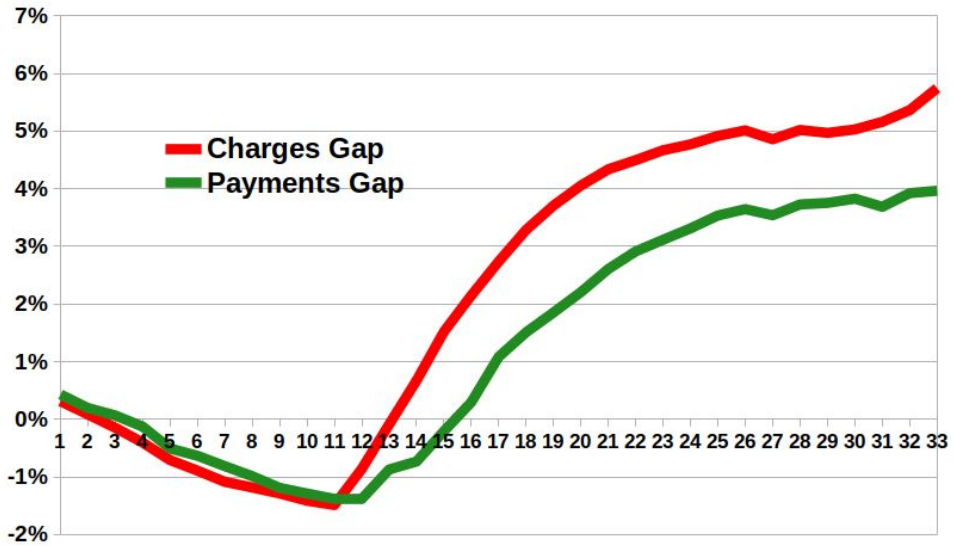


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Latest Data From The Data Nerd...

13

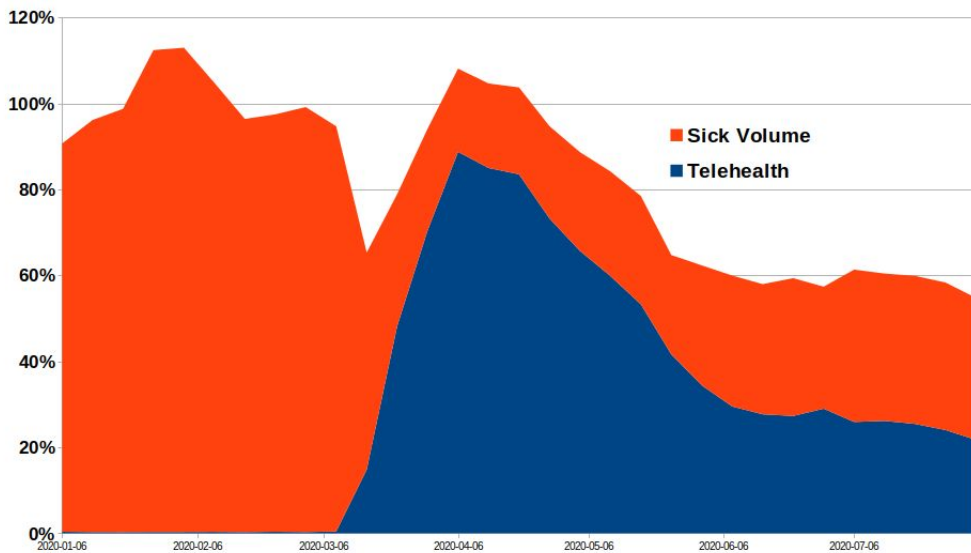


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Latest Data From The Data Nerd...

14

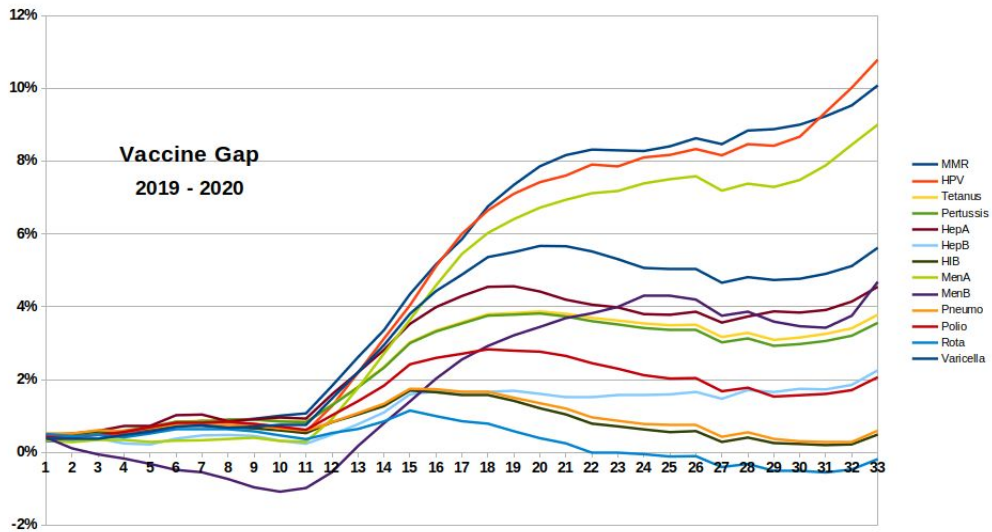


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Latest Data From The Data Nerd...

15



In The News...

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Certified Pediatric Office Executive

17



1. Budgeting For Pediatric Practices
2. Corporate Structures
3. Effective Interviews To Find The Right People
4. Effectively Marketing For Your Pediatric Practice
5. Equipment Lease Versus Purchase
6. Financial Key Performance Indicators (KPI's) In Pediatrics
7. How To Determine The Value Of A Medical Practice
8. How To Easily and Accurately Set Your Prices Using RBRVS
9. Physician Compensation Models
10. Physician Employment Options
11. Practice Financing: Lines Of Credit & Loans
12. Process Improvement In Your Practice
13. RBRVS- What It Is And How It Affects Practices
14. Reading Financial Statements
15. Reducing No-Show's In Pediatric Practices
16. SWOT Analysis For Pediatric Practices
17. The Business Of Immunization
18. True Cost Of Billing Department And Outsourcing
19. Using PCMH Components To Increase Efficiency & Productivity
20. Value-Based Contracts For Pediatric Practices

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Body of knowledge needed to run a successful Pediatric practice

- Physicians
- Administrators
- Office Managers
- Supervisors

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● OBTAIN CERTIFICATION

● ANNUAL LEARNING

● MAINTAIN CPOE



- Launched!
- 20 Core Courses
 - Video
 - Handouts
- Capstone Project
- 2 Courses Added every Month



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STChealth Initiates New Public-Private Partnership to Handle The Coming Massive Increase in Vaccinations

SO WHAT SHOULD STATES BE DOING NOW TO GET READY?

June 23rd, 11:32 AM EDT

Break down the remaining barriers to pharmacists as vaccinators, including restrictions on the minimum age of patients. (This will give an option to parents who fear taking their children to doctors' offices.)"

The average number of all vaccines shipped for use in U.S., per year (from 2006 to 2016) was 281 million. There's talk of administering COVID-19 vaccinations to 300 million Americans.

How do we prepare to take on a huge increase in the number of vaccinations administered each year? One major solution could come from the new **Pharmacy-Public Health COVID-19 Collaboration**. In April and May of this year, STChealth brought together a select group of state public health and major pharmacy immunization professionals. They met to start the process

<https://www.wfxg.com/story/42279771/stchealth-initiates-new-public-private-partnership-to-handle-the-coming-massive-increase-in-vaccinations>

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News Release

American Academy of Pediatrics Opposes HHS Action on Childhood Vaccines; Calls It 'Incredibly Misguided'

American Academy of Pediatrics Opposes HHS Action on Childhood Vaccines; Calls It 'Incredibly Misguided'

<http://bit.ly/AAP-Pharma>

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ECONOMY

U.S. weekly jobless claims jump back above 1 million

PUBLISHED THU, AUG 20 2020 8:31 AM EDT | UPDATED 5 MIN AGO



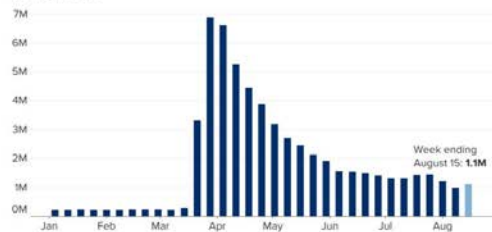
Fred Imbert @FOIMBERT

KEY POINTS

- The Labor Department said initial jobless claims for the week ending Aug. 15 came in at 1.106 million.
- Economists polled by Dow Jones expected a total of 923,000.
- "The modest jump is a stark reminder that claims will likely encounter some turbulence as they fall rather than gliding in for a soft landing," said Daniel Zhao, senior economist at Glassdoor.

Initial claims for unemployment insurance

Weekly in 2020

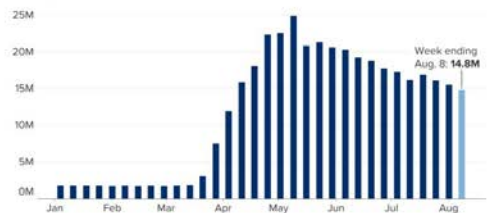


SOURCE: Department of Labor. Data is seasonally adjusted. Data through August 15, 2020.



Continuing claims for unemployment insurance

Weekly in 2020



SOURCE: U.S. Employment and Training Administration, Continuing Claims, retrieved from FRED, Federal Reserve Bank of St. Louis. Continuing claims data are based on the week of unemployment, not the week when the initial claim was filed. Data is seasonally adjusted. Data through Aug. 8, 2020.



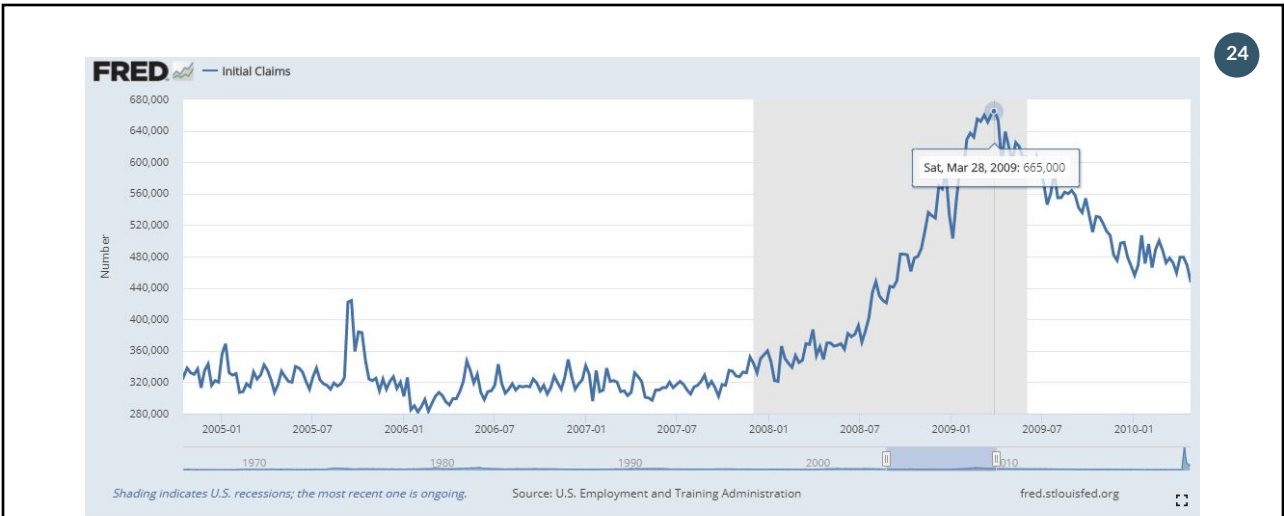
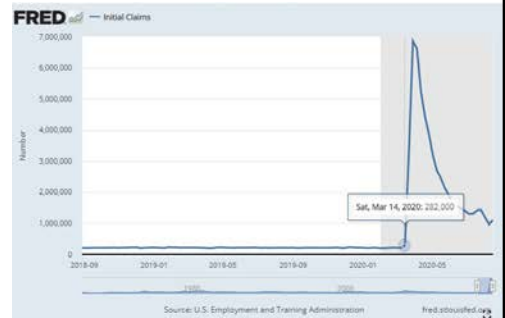
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Initial Unemployment Claims are still >5 times historic average.

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Last week was almost double the highest amount during last recession

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Key Findings

In this brief, researchers estimate how 20 percent unemployment—expected in the coming months—could affect health insurance coverage. Findings include:

- An **estimated 25-43 million people** could lose their employer-sponsored health insurance coverage.
- **More than half** of the newly jobless will obtain Medicaid coverage in states that expanded Medicaid under the Affordable Care Act (ACA), while **only about one-third** will receive Medicaid coverage in the 15 states that have not expanded the program.
- **Less than a quarter** of these workers and their dependents in expansion states will become uninsured, while about **40 percent in non-expansion states** will become uninsured.



How the COVID-19 Recession Could Affect Health Insurance Coverage

From *Health Affairs*, September 2020
Timely Analysis of Immediate Health Policy Issues

MAY 2020

Introduction

Thirty million workers that lost unemployment claims between March 15 and April 25,^{1,2} near-term forecasts suggest the unemployment rate will likely be between 15 to 20 percent by June.^{3,4} Economic forecasts at S&P expect the unemployment rate to reach 18 percent in May when they rate would be closer to the Depression-era peak of 20 percent in 1932 than the 10 percent peak following the Great Recession.⁵ One estimate by the Federal Reserve Bank of St. Louis has suggested the unemployment rate could reach as high as 30 percent.⁶ As workers lose their jobs, many will lose their employer-sponsored health insurance (ESI). Many of these workers will newly qualify for Medicaid coverage, particularly in states that expanded Medicaid eligibility under the Affordable Care Act (ACA).⁷ Others will purchase individual coverage on the health insurance marketplace, possibly with a subsidy to offset the premium cost (depending on their income), and some will be unable to replace their ESI coverage and will become uninsured.

In this brief, we estimate how health insurance coverage could change as millions of workers lose their jobs because of the slowdown in economic activity resulting from public health efforts to reduce the spread of the coronavirus. We present national and state-level estimates of coverage changes if unemployment rates rise from previous levels (based on 2.5 percent nationally) to 15 percent, 20 percent, or 25 percent. We provide this range of unemployment

scenarios given the uncertainty around how high unemployment will climb, and because states have different pre-COVID-19 unemployment rates, and will likely experience varying levels of economic disruption through the crisis. For each level of unemployment, we provide a base case scenario of coverage changes as well as a high (but also plausible) scenario, derived from two different estimation methods. We present an overview of our methods and main findings in the main body of the paper. We provide further details on our modeling assumptions and discuss uncertainties surrounding the estimates in the appendix.

We find the following:

• An estimated 100 million people under age 65 had ESI coverage before March 2020. If the unemployment rate rises to 20 percent, we estimate that 25 million people will lose their ESI coverage in our base scenario and 43 million would lose ESI in our scenario based on a higher estimate of responsiveness to unemployment rate changes.

• Among those people losing ESI in our base scenario, we estimate that 12 million (47 percent) will gain Medicaid coverage, 6 million (20 percent) will gain coverage through the marketplace or other private plan, and 7 million (29 percent) will become uninsured.

• Among those losing ESI in our high scenario, with 20 percent unemployment we estimate that 21 million will gain Medicaid coverage,

10 million will gain coverage through the marketplace or other private plan, and 12 million will become uninsured.

• Adults make up about 70 percent of people expected to lose ESI coverage in our base scenario but 81 percent of people expected to become uninsured.

• In expansion states, in our base scenario, among people losing ESI, more than half (about 6 million under a 20 percent unemployment rate) are expected to become uninsured in the high scenario with 20 percent unemployment, we estimate that more than 15 million will become uninsured.

• In nonexpansion states, in our base scenario, among those losing ESI coverage, about one-third (3 million under a 20 percent unemployment rate) are expected to gain Medicaid coverage while about 40 percent (3.8 million) are expected to become uninsured. In the high scenario with 20 percent unemployment, we estimate that more than 5 million will enroll in Medicaid and nearly 9 million will become uninsured.

All unemployment scenarios indicate that millions of people under age 65 will lose ESI coverage throughout the country. States that have not expanded Medicaid under the ACA will see larger shares of those losing ESI coverage becoming uninsured. Proposed policy recommendations such as temporary

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<https://www.rwjf.org/en/library/research/2020/05/how-the-covid-19-recession-could-affect-health-insurance-coverage.html>



Nothing Wrong With Being Over-Prepared

- Manage Your Cash -
- Manage Your Expenses -
- Defer Owner Bonuses Until End Of 2020 -

Worse case, the owner bonuses end up being much larger at end of the year...

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Budgeting

Goto Forum and search “Cash Flow”

Forum.PediatricSupport.com

Check Your Vaccine Invoice Due Dates!

The screenshot shows a forum post from Paulie on March 26. The post title is "Cash Flow Projection Spreadsheet" and it is categorized under "Finance". The post content says: "Many of us know how to plan out cash flow... I thought I'd help everyone get started with this basic spreadsheet... more details during our webinar this evening...". Below the text is a download link for "PML_Cash_Flow_Planning.xlsx (43.8 KB)". The spreadsheet is titled "PML Cash Flow Planning" and contains a "Back of The Napkin" Cash Flow Calculator. It includes a summary table and a detailed weekly cash flow projection from 3/29/2020 to 6/7/2020.

1	"Back of The Napkin" Cash Flow Calculator					
2	Today's Bank Account Balance	\$	35,000			
3	Outstanding Checks To Clear The Bank	\$	32,000			
4	Credit Card Balances	\$	7,500			
5	Est Available Cash	\$	15,500			
6						
7						
8		Estimated	Estimated	Vaccine Invoices	All Other Office	
9	Week Of	Weekly Deposits	Payroll Expense	Due	Rent Payments	Expenses Running Balance
10	3/29/2020	\$ 20,000	\$ 15,000	\$ 5,500	\$ 5,000	\$ 1,500 \$ 8,500
11	4/5/2020	\$ 20,000	\$ -	\$ 2,500	\$ -	\$ 1,500 \$ 24,500
12	4/12/2020	\$ 17,500	\$ 15,000	\$ 1,750	\$ -	\$ 1,500 \$ 23,750
13	4/19/2020	\$ 7,500	\$ -	\$ 1,750	\$ -	\$ 1,500 \$ 28,000
14	4/26/2020	\$ 7,500	\$ 18,000	\$ 1,500	\$ 5,000	\$ 1,500 \$ 12,500
15	5/2/2020	\$ 7,500	\$ -	\$ 2,000	\$ -	\$ 1,500 \$ 16,500
16	5/9/2020	\$ 5,000	\$ 15,000	\$ 2,500	\$ -	\$ 1,500 \$ 2,500
17	5/17/2020	\$ 5,000	\$ -	\$ 1,750	\$ -	\$ 1,500 \$ 4,250
18	5/24/2020	\$ 5,000	\$ 15,000	\$ 1,500	\$ -	\$ 1,500 \$ (8,750)
19	5/31/2020	\$ 5,000	\$ -	\$ 1,200	\$ 5,000	\$ 1,500 \$ (13,450)
20	6/7/2020	\$ 5,000	\$ 19,000	\$ 900	\$ -	\$ 1,500 \$ (23,850)

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Banks Ready To Process Forgiveness Paperwork?

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Why banks are putting PPP forgiveness on the back burner

By John Reosti August 10, 2020, 3:58 p.m. EDT 4 Min Read



The Paycheck Protection Program's forgiveness portal has debuted, leaving bankers and their borrowers with a big decision.

Those who participated in the \$659 billion program must determine if they are ready right now to navigate the complex system for having loans forgiven, or if it makes sense to wait and see if Congress intervenes and simplifies the process. That decision was complicated over the weekend when talks about a new round of stimulus collapsed, casting doubt on when — or if — PPP will get an overhaul.

A number of banks, including JPMorgan Chase, the program's biggest participant with \$29.2 billion in PPP originations, plan to hold off on processing applications. The \$3.2 trillion-asset banking giant will start the forgiveness process next month, said Kimberly Hooks, a vice president at Chase Business Banking.

New Legislation Would Grant Automatic Forgiveness of PPP Loans Under \$150,000

The smallest of small businesses may be able to avoid hassling with additional documents, worksheets and payroll/tax forms.

July 15, 2020 3 min read

A bipartisan bill called The Paycheck Protection Program (PPP) Forgiveness Simplification Act was introduced into the Senate that would allow small businesses who received a Paycheck Protection Program (PPP) loan of \$150,000 or less to receive automatic forgiveness after submitting a one-page attestation form. The one-page, and the small business would simply attest that the loan is eligible for forgiveness and that the business complies with the requirements of the Paycheck Protection Program found in the CARES Act.

The legislation would be beneficial to the smallest of small businesses that received PPP loans of \$150,000 or less, as well as banks who lent to smaller PPP borrowers, by reducing the paperwork and documentation requirement currently required on all PPP forgiveness requests. These "smaller" small businesses, sometimes called "micro small businesses," generally do not have in-house accountants and payroll departments to rely on for PPP professional assistance, and engaging an outside accountant or attorney for professional assistance isn't something they do on a regular basis. These smaller PPP borrowers include a significant number of sole proprietors, independent contractors and one-person operators, as well as persons who have a "day job" and a side hustle.



From Regional Bank:

Congress continues to consider additional changes to the PPP program via the HEALS Act with potential impact to the forgiveness phase. We believe there is a high likelihood that these changes could have a significant impact to the forgiveness application requirements for our borrowers.

PPP Forgiveness Application Process – holding for Congress

To protect our borrowers from the potential need to reapply, complete new and different forms, and load new documentation, UMB will wait to launch our PPP forgiveness application platform and we will not take applications at this time (emailed, printed, or otherwise). We will continue to monitor the proposed legislation, and will accept applications when we have increased clarity on the situation.



Expansion of PPP Loan Uses Eligible for Forgiveness

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The HEALS PPP would permit PPP loan proceeds to be used for the following expenses and remain eligible for forgiveness:

- Covered operations expenditures (which include payment for any software, cloud computing, and other human resources and accounting needs).
- Property damage costs (which include costs related to property damage and vandalism or looting due to public disturbances that occurred during 2020 that are not covered by insurance).
- Covered supplier costs (which include expenditures to a supplier pursuant to a contract for goods in effect prior to February 15, 2020, that are essential to the current operations of the entity).
- Covered worker protection expenditures (described as personal protective equipment and adaptive investments to help a borrower comply with federal health and safety guidelines related to the COVID-19 pandemic during the period between March 1, 2020, and December 31, 2020).

Change in Covered Period

Currently, the covered period for PPP loan is 24 weeks (or alternatively 8 weeks for borrowers who received their loans prior to June 5, 2020, and elected to use an 8-week covered period). The HEALS PPP would allow borrowers to select a covered period between 8 weeks after loan origination and December 31, 2020.

Simplified Forgiveness Application

The HEALS PPP would significantly simplify the loan forgiveness application process for many borrowers as follows:

- Loans under \$150,000 would be forgiven in full upon the borrower's attestation to a good faith effort to comply with PPP loan requirements and retention of relevant records for three years (subject to audit for fraud by the Small Business Administration, or SBA).
- Loans between \$150,000 and \$2 million would require certification by the borrower that information contained in record retention was accurate and complete, and the retention of records and worksheets for three years. These loans would be subject to SBA's current loan forgiveness procedures and would remain subject to SBA audit.ppport.com
- Loans over \$2 million would be unaffected.



Group Insurance Payments as Payroll Costs

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The HEALS PPP would clarify that employer-provided group insurance benefits other than health care benefits (e.g., life, disability, or AD&D) fall within the definition of forgivable payroll costs.

PPP Loan Cap

The HEALS PPP would cap any future PPP loans at \$2 million.

Second PPP Loan Availability

The HEALS PPP would allow eligible PPP borrowers to receive a second PPP loan, referred to as a "second draw."

To qualify, an entity must:


- Meet the SBA's revenue size standard, if applicable;
- Employ not more than 300 employees; and
- Demonstrate at least a 50% reduction in gross receipts in the first or second quarter of 2020 relative to the same 2019 quarter.

Increased Loan Amount Flexibility

A borrower who received a PPP loan that is eligible for an increased covered loan amount as a result of any interim final rule that allows for covered loan increases would be permitted to submit a request for an increase in the covered loan amount (regardless of whether the initial covered loan amount has been fully disbursed or the lender of the initial covered loan has submitted Form 1502 [a form required to be completed by lenders] to the SBA).

Paulie's Executive Summary:


- HEALS Act Not Finalized- Final bill to be passed
- Potential Second Round For Everyone (Second Draw)
- Simplified Forgiveness Process
- Most banks holding off on processing forgiveness of existing loans

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YOUR MONEY, YOUR FUTURE

PPP loan forgiveness starts this week. Why some businesses aren't rushing to apply

PUBLISHED WED, AUG 12 2020-3:31 PM EDT



Darla Mercado, CFP®
@DARLA_MERCADO


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KEY POINTS

- The Paycheck Protection Program offered small-business owners forgivable loans to keep their doors open. At least 60% of the proceeds must cover payroll costs to be eligible.
- More than 5 million businesses received funding, accounting for \$525 billion, according to Small Business Administration data as of Aug. 8 – the last day the program was available.
- The SBA opened its forgiveness portal to receive applications from lenders, but tax professionals advise clients to wait as further guidance is released.

Forgiveness of the loan will be deemed tax-free. However, business owners who take the loan won't be able to write off expenses that would otherwise be deductible if they use those PPP funds to cover the cost and then obtain forgiveness, [the IRS said.](#)

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PPP Implications?

35

PPP Loan Amount: \$150,000

		Scenario #1
A	Practice Income	\$ 2,000,000
B	Practice Expenses	\$ 1,850,000
C	Forgivable Loan Amount	\$ -
D	Deductible Expenses	\$ 1,850,000
E	Net Income	\$ 150,000
F	Corporate Taxes	\$ 48,000

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PPP Implications?

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PPP Loan Amount: \$150,000

		Scenario #1	Scenario #2	
A	Practice Income	\$ 2,000,000	\$ 2,000,000	<i>Actual</i>
B	Practice Expenses	\$ 1,850,000	\$ 1,850,000	<i>Actual</i>
C	Forgivable Loan Amount	\$ -	\$ 150,000	<i>Actual</i>
D	Deductible Expenses	\$ 1,850,000	\$ 1,700,000	<i>B - C</i>
E	Net Income	\$ 150,000	\$ 300,000	<i>A - D</i>
F	Corporate Taxes	\$ 48,000	\$ 96,000	<i>E X 32%</i>

Start planning with your tax accountant soon....

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CARES PROVIDER RELIEF FUND

Welcome to the CARES Act Provider Relief Fund Payment Attestation Portal.

This portal allows providers to attest to relief fund payments made for healthcare-related expenses or lost revenue attributable to COVID-19.

Overview | Set Up Optum ID | What You Need | Resources and Support

The Department of Health and Human Services (HHS) has announced \$175 billion in relief funds, including to hospitals and other healthcare providers on the front lines of the coronavirus response as part of the Coronavirus Aid, Relief, and Economic Security (CARES) Act and the Paycheck Protection Program and Health Care Enhancement Act. This funding, along with additional relief funding outside of the CARES Act, supports healthcare-related expenses or lost revenue attributable to COVID-19 and ensures uninsured Americans can get treatment for COVID-19. This site is open to all providers who want to apply for a Provider Relief Fund payment, regardless of network affiliation or payer contract. HHS is contracting with UnitedHealth Group to facilitate delivery of the funds.

HHS plans to make publicly available the names of payment recipients and the amounts received, for all providers who attest to receipt of a payment and acceptance of the Terms and Conditions or who retain payments for more than 90 days and are deemed to have accepted the Terms and Conditions. By accepting funds, the recipient consents to the Department of Health and Human Services publicly disclosing the payments that recipient has received from the Relief Fund.

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- Documentation Requirements In Forum?



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Financial Assistance > **Financial Assistance - All (485)**

- Financial Education >
- Government Benefits >
- Insurance >
- Loans >
- Tax Preparation >

help pay for childcare (11)	help pay for housing (52)	bus passes (3)
help pay for food (26)	help pay for internet or phone (12)	help pay for gas (4)
government food benefits (13)	help pay for utilities (20)	help pay for work expenses (6)
help pay for healthcare (232)	help pay for school (65)	
disability benefits (6)	books (9)	
discounted healthcare (4)	clothes for school (2)	
health insurance (15)	financial aid & loans (21)	
medical supplies (99)	supplies for school (6)	
prescription assistance (57)	transportation for school (1)	
transportation for healthcare (22)	help pay for transit (30)	

Type a search term, or pick a category





+ • DRIVE-THRU FLU CLINIC

Overview

- Scheduling Patients
- Flu Questionnaire
- Flu Clinic Flow
- What Will OFP Do?

Scheduling

- Verifying demographics/insurance
- Verifying CCOF and checking balances
- Do they need a well check/asthma check/med check?
- How many cars at a time?
- Parents and patients?

Flu Questionnaire


- When should parents complete it?
- What should be included
 - Patient name and DOB
 - Flu shot questions vs Flu mist questions
 - VIS sheets?
- If day of, will staff ask questions?
 - Limit patient contact

Flu Clinic Flow

- Talk with your landlord
- Vaccine coolers - CDC cold chain guidelines
- Number of staff members and designated roles
- Internet access – Wi-Fi extender vs hotspot
- Crash cart
- Weather
- How will the cars line up?
- Will walk-ins be accepted?

What Will OFP Do?

- Scheduling



2575 Peachtree Parkway, Suite 301
Cumming, Ga 30041
678-962-7337
844-662-3114
hlavania@onefamilypeds.com
www.onefamilypediatrics.com

1. Who is receiving a vaccine today? (Include parents if applicable) Note: We only have vaccines for 6mos to <65 years of age.

First Name: _____ Last Name: _____ Date of Birth: _____

Mobile Phone: _____

Type of Flu Vaccine Requested (FluMist is reserved for pediatric patients 2+ years only)

2. Patient #2 (Skip if not applicable)

First Name: _____ Last Name: _____ Date of Birth: _____

What Will OFP Do?

• Scheduling (Cont'd)

2 / 19

→ Initials	For Self Pay: Flu Vaccine is [] for adult, [] for children <19 years.
→ Initials	Please wear a short sleeve shirt or shorts (children under 7 years of age) so we can administer the vaccine in your car.
→ Initials	Vaccine Information Statement Provided (See below)

Influenza (Flu) Vaccine (Inactivated or Recombinant): What You Need to Know

Many Vaccine Information Statements are available in Spanish and other languages. See www.immunize.org/vis
Hojas de información sobre vacunas están disponibles en español y en muchos otros idiomas. Visite www.immunize.org/vis

1. Why get vaccinated?

Influenza vaccine can prevent **influenza (flu)**.

Flu is a contagious disease that spreads around the United States every year, usually between October and May. Anyone can get the flu, but it is more dangerous for some people. Infants and young children, people 65 years of age and older, pregnant women, and people with certain health conditions or a weakened immune system are at greatest risk of flu complications.

What Will OFP Do?

• Scheduling (Cont'd)

- 4 cars per 15 min slot
- Front desk will check online schedule
- Verify CCOF/outstanding balances/missing appointments

Pick a Service

[Manage Appointments](#)

Service

Flu Clinic

Drive thru Saturday Flu Clinic

[Book Now](#)

What Will OFP Do?

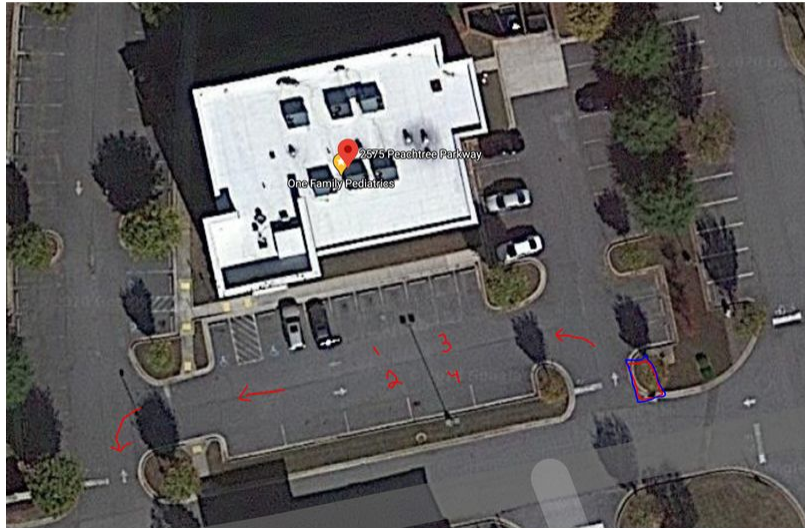
- Day Before
 - Verify insurance
 - Prepare and separate vaccines by family

What Will OFP Do?

- Day Of
 - Set up parking areas
 - Set up tent
 - Place crash cart under tent
 - Bring down vaccines, items required for vaccines, sharps container, PPE
 - Ponchos and umbrellas if it rains
 - Covid screening by front desk



What Will OFP Do?



Leadership

The deciding survival factor for an independent practice.



Can you learn new skills and
utilitize the tools that are
available to you?

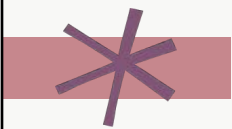




- Open-minded
- Influential
- Motivated, problem-solving
- Empowering
- Knows when to lead the charge

Leader Qualities

Set yourself up for success by developing these traits.



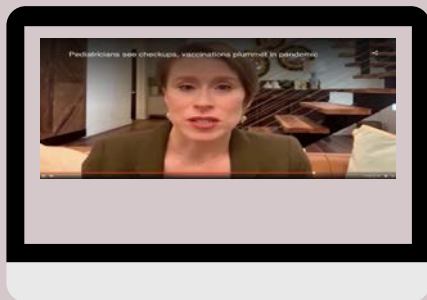
- Gather information and effectively disseminate it
- Advocate
- Develop and share your vision

Leader Behaviors

Practice these habits to stay out in front.

YOU HAVE NOT BECAUSE YOU ASK NOT.

James 4:2-3 and my Granny





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Takeaways From Last Twelve Weeks

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Webinar 1:

- Flexibility
- Communication
 - Prepare Staff
 - Prepare Providers
- Cash flow Planning
 - Budget
 - Call Landlords
- Telemedicine

Webinar 2:

- Cash Is King
- SBA Loans

Webinar 3:

- Review TM Claims
- Revenue needed in three weeks
- Be Proactive & Engage With Patients
- HR/Legal

Webinar 4:

- Find Opportunities To See Patients
- Leadership Is Essential
- State Medicaid Programs & Telemedicine

Webinar 5:

- Drowning means you're still alive!
www.PediatricSupport.com

Webinar 6:

- Advocacy

Webinar 7:

- Communicate with your patients!

Webinar 8:

- Recall, Recall, Recall!

Webinar 9:

- Prepare for the future

Webinar 10:

- This is a marathon, not a sprint.
- The AAP is advocating for you.



Homework

60

- Stay Healthy!
- Weekly Budgeting
- Responsibility Matrix
- Patient Recall List
- Contact the media
- Stay Connected: Forum.PediatricSupport.com