

Negotiating Reimbursement Rates

(with the same confidence of your pumpkin-spiced latte order)

October 14, 2022
Autism Law Summit



Last time you got a rate increase?





What I've Learned ...

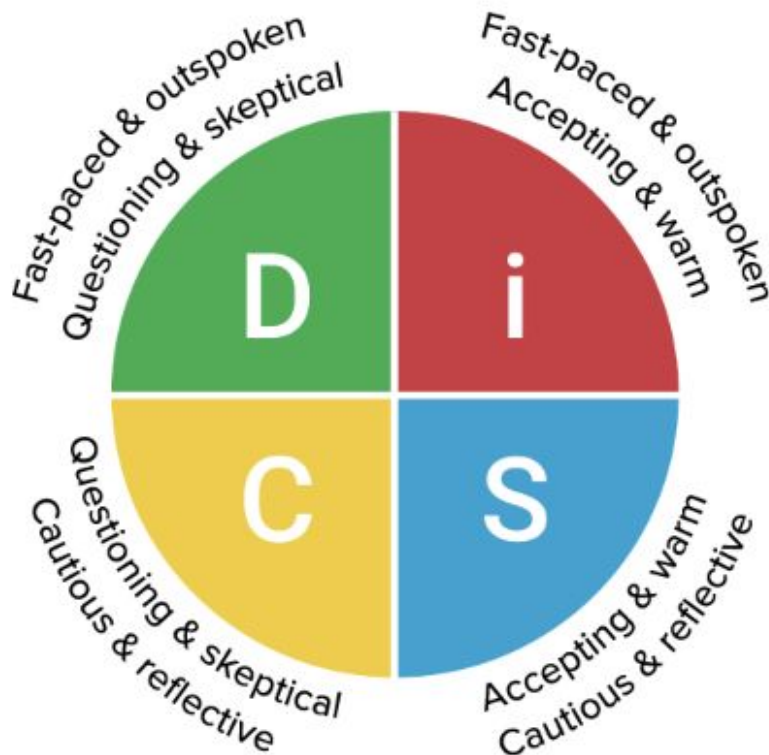
- *Build relationships*
- *Know what you want (& your alternatives)*
- *Understand payer's rate policy*
- *Communicate why your org is special*



Family Occupation Recreation Dreams



DiSC: communicating in a way my network rep will understand



**What is
'wild
success' in
your role?**

**What keeps
you up at
night?**

Rate Negotiation Frequency Policy Examples



- Annually
- Once every 3 years
- *We've relaxed frequency requirements (we understand wages are going up)*



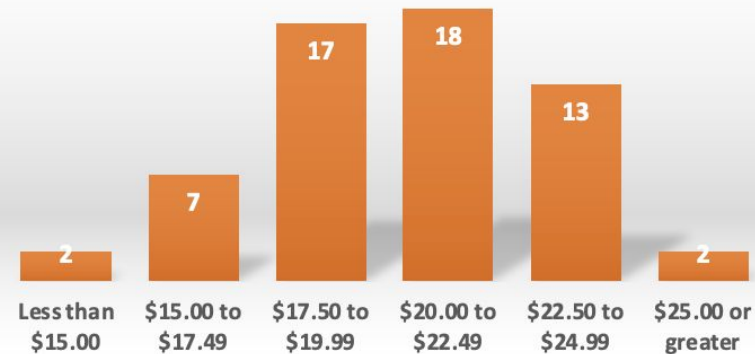
Benchmark:

Behavior Technician Rates

Hourly Reimbursement



Hourly Wages



Source: Bixpli, March 2022; n=59

Best Alternative to Negotiated Agreement (BATNA)



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Insurer Network Adequacy = Biggest Success Driver in Rate Negotiation*

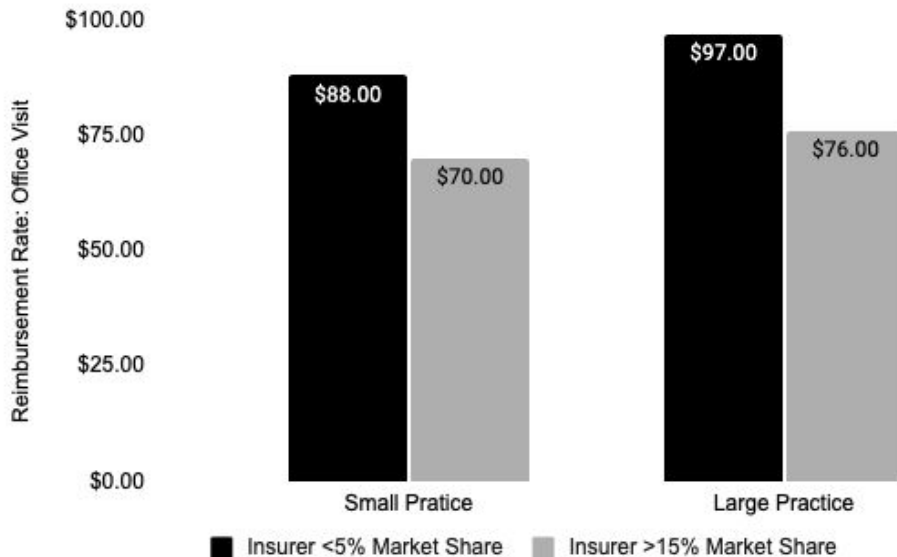


*Note: *JM's experience; non-scientific; N=9*

How Big is Your Insurer?

“Differences in providers’ and insurers’ bargaining power are a major contributor to variation in commercial health care prices”

Effect of Insurer Market Share on Physician Practice Rates



Source: Health Affairs, 2017 ([link](#))
Health insurer market share data, KFF ([link](#))

For every payer, I list ...

- *Network/Contract Rep*
- *Their DiSC Style, F.O.R.D., important to them?*
- *Contract effective date*
- *Rate negotiation frequency policy*
- *Date of last rate increase (& amount)*

“I’m Special”



Potential data ...



Average rate increase?

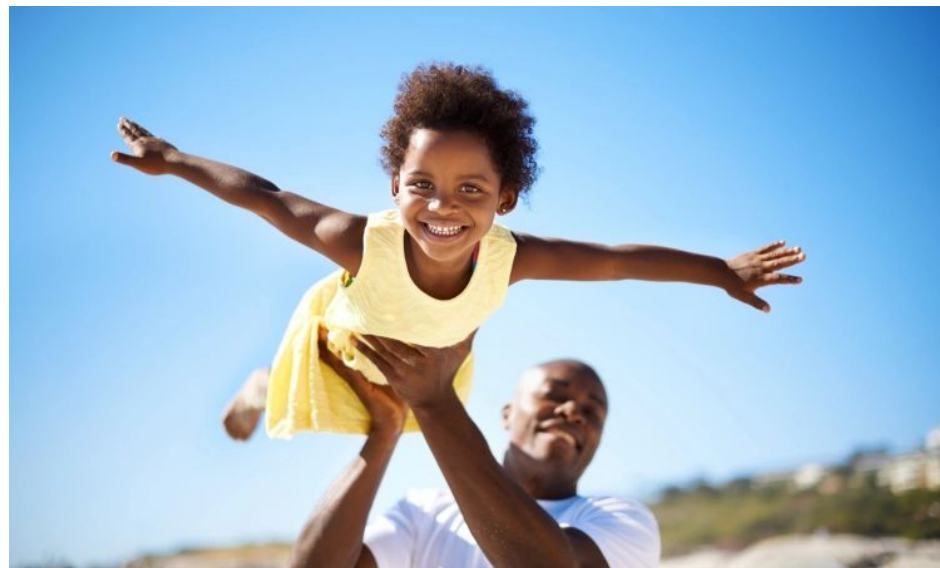
3-10%*

*Note: *Per a distribution of rate increase possibilities (n=9; JM's experience, non-scientific)*

Path to \$300,000/year

- **One Payer = 30% of revenue**
- **10% rate increase = 3% incremental profitability**
- **\$10 million provider @ 3% = \$300,000/year**

How would you invest \$300,000?



Accountability Buddy

- Exchange contact info with person next to you
- Write them an email (schedule for November 14):
 - *“What have you done to negotiate your rates?”*
 - *“How would you spend that money?”*

The background of the slide is a vibrant blue field filled with various geometric shapes in red, yellow, and green. These shapes include squares, circles, and semi-circles, some of which are nested or overlapping, creating a complex, abstract pattern.

Thank You!

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