



# Lunch & Learn



# Time and NP Practice: Naming, Claiming and Explaining the role of the Nurse Practitioner

Tess Judge-Ellis, DNP, ARNP, FNP-BC, PMHNP-BC, FAANP

December 12, 2018

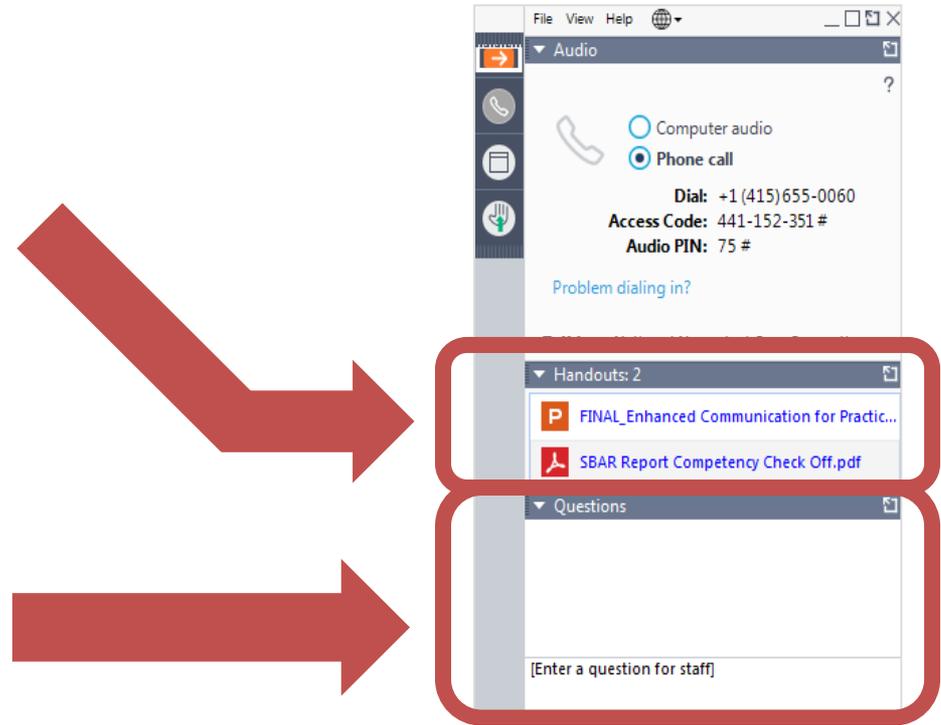
Presented in partnership by:



# Housekeeping Items

To **download materials**, go to the Handouts section on your GoToWebinar control panel.

To **ask a question**, type it into the Question pane in the GoToWebinar control panel and it will be relayed to the presenter.



# Steps to Receive Free CE Credit

- Participants who qualify for CE credit:
  - Attend **55 minutes** of presentation
  - Access & connect to presentation slide-deck
  - Phone-in ONLY attendees **DO NOT** qualify
- Participants who qualify for CE will receive a detailed email on how to obtain CE credit using the AANP CE Center
- **This webinar was originally presented on 5/30/2018. If you participated in the original webinar and received continuing education credit, you may not claim duplicate credit for participating in this repeated presentation.**
- Questions can be directed to: [jreyes@aanp.org](mailto:jreyes@aanp.org)

# National Investment in Quality Improvement

- Changes to the health care system are here
- Nurse practitioners (NPs) will play a key role during the critical transition from Fee-for-Service to **Value-Based Reimbursement**
- **NNCC** and the **AANP** have partnered together to create the **Nurse Practitioner Support & Alignment Network (NP SAN)**:
  - Prepare NPs for the upcoming changes to the health care system
  - Provide free continuing education & professional development centered around value-based health care practices
  - Offer key training opportunities that ready practices for **Value-Based Reimbursement**



# Preparing NPs for Value-Based Reimbursement

## What is the Quality Payment Program?

Began in 2017 as a result of the Medicare Access and CHIP Reauthorization Act of 2015 (MACRA) and requires CMS by law to implement an incentive program referred to as the *Quality Payment Program*, that provides for two participation tracks:

Merit-based Incentive  
Payment System (MIPS)]

MIPS

*If you decide to participate in MIPS, you will earn a performance-based payment adjustment through MIPS.*

**OR**

Advanced Alternative  
Payment Models (APMs)

Advanced  
APMs

*If you decide to take part in an Advanced APM, you may earn a Medicare incentive payment for participating in an innovative payment model.*



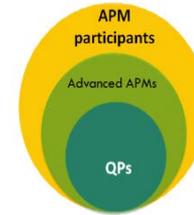
# MIPS

vs.

# APMs



## MIPs vs. APMs Timeline



- Designed for individuals & small practices
- Four (4) performance areas
- Replaces all current incentive programs
- Exempt if practice DOES NOT meet low volume threshold.

- Higher risk model
- Risk is shared throughout the APM
- Number of acceptable payment models is limited
- Rules to being considered a qualified provider (QP)



# Where Can I Go to Learn More?

1. **CMS QPP website** [www.qpp.cms.gov](http://www.qpp.cms.gov)
2. **NPI Lookup for participation status** <https://qpp.cms.gov/participation-lookup>
3. **AANP** <https://www.aanp.org/legislation-regulation/federal-legislation/macra-s-quality-payment-program>



# Time and NP Practice: Naming, Claiming and Explaining the Role of Nurse Practitioners

Tess Judge-Ellis, DNP, ARNP, FNP-BC, PMHNP-BC, FAANP

Thad Wilson, PhD, RN, FAAN, FAANP

# Objectives

At the end of this activity, the participant will be able to:

- A. Explain the uniqueness of the NP using the AANP statement
- B. Identify skills and actions of the NP that may take time, yet yield cost savings
- C. Create a well-honed, clear, concise “elevator speech” to explain the unique role of the NP

# What is it about time and the NP?

***“ You take too much time with your patients.”***

~ practice administrator

***“I wish I had more time with my patients!”***

~ nurse practitioner

***“You take time and you listen, that is why I like seeing you”***

~ patient comment

# Changing Landscape of Practice

- What matters
  - Reducing cost
  - Improving outcomes (especially for highest cost patients)
  - High patient satisfaction
- Current system solutions
  - Patient centered medical home
  - Chronic care models

# An Opportunity in Chaos (in other words)

Why naming nursing, claiming resources, and explaining to others that what we do is nursing offers and (we would argue) is offering solutions to the chaos.

# Naming a personal nursing philosophy

We already do this...so lets name it so we can claim it!

*“What sets NPs apart from other health care providers is their unique emphasis on the health and well-being of the whole person. With a focus on health promotion, disease prevention, and health education and counseling, NPs guide patients in making smarter health and lifestyle choices, which in turn can lower patients’ out-of-pocket costs.”*

- AANP statement on the uniqueness of nursing

# “...unique emphasis on the health and well-being of the **whole person**”

- How do you see “the whole person?”
  - Think about that for the rest of the day.
  - Think about your most meaningful patient encounters.
  - How does your system/your team support the whole person care?
  - This is one core nursing concept that NPs bring to the table makes nursing care complex.
  - It is a core part of our education...from the very beginning.

# “...unique emphasis on the **health and well-being** of the whole person”

- Health is not (entirely) the absence of disease.
- What is your definition of health? (write it down)
- Health is:
  - Expanding consciousness
  - A state of being and becoming
  - Adapting successfully to life's stressors
  - A set of interrelated systems striving to maintain balance between various stimuli

*“It is the nature of the nurse-patient relationship that unites the practice of nursing...nursing actions occur within the context of a unified commitment. That commitment is to a caring relationship focused on understanding the meaning of the current situation for the people involved and appreciating the pattern of evolving forces shaping health, so that appropriate actions can be realized.”*

# NPs guide patients in making smarter health and lifestyle choices

- Does every patient need this?
- What sophisticated assessment skills are a part of this NP-patient partnership?
- How are you a guide?
- What sort of complexity and sophistication is involved in:
  1. Building relationship
  2. Assessing the whole patient
  3. Introducing health and wellness
  4. Guiding

# Think about your NP practice

It is complex.

It is simple.

It is high-level nursing practice.

# Claiming for time to practice nursing

Examples of the elevator speech

# Nursing practice takes time

- Brooten study:
  - 333 logs of NP-patient interactions
  - 5 different groups of patients (low birth weight infants; women with unplanned C-sections; high risk pregnancy or hysterectomy; elderly patients with cardiac or surgical diagnosis)
  - Outcome: Patients who took up the most time saved the most money
  - Most common intervention: surveillance
  - Second most common: case management and health teaching

# Explaining the essence of advance nursing practice

Some questions others ask about us and some we ask of ourselves and how to answer them.

# What does an NP do?

*“NPs develop strong relationships with patients, families or communities. We work with these individuals or groups, emphasizing health and well-being of the whole person to promote health, prevent disease, and guide smarter health choices. This process may include screening like exams, laboratory, and procedures and medical interventions like prescriptions and procedures.”*

- Example elevator speech

# Why do you take so much time?

*“NPs take the time to develop strong relationships with patients. Although this may take a little more time, patient satisfaction and patient outcomes are better. As patients develop relationships with NPs, they are more inclined, based on NP support, to make better health and lifestyle choices, which should help us meet our quality indicators.”*

“You take time and listen...that is why I like seeing you!”

*“Our time together is important to me, too. We get the chance to develop a relationship and, through that relationship, I can better assist you in creating a healthier future. I enjoy moving beyond health problems and exploring health promotion and disease prevention. I also appreciate being able to provide health education and counseling.”*

# Owning nursing...

What does this mean to you?

Thoughts and discussion

# Thank you!

Tess-judge-ellis@uiowa.edu

[October 2017](#) Volume 13, Issue 9, Pages 583–589

[Next Article >](#)

Access this article on  
[ScienceDirect](#) ▶

# Time and NP Practice: Naming, Claiming, and Explaining the Role of Nurse Practitioners

[Teresa \(Tess\) Judge-Ellis](#), DNP, FNP-BC, [Thad R. Wilson](#), PhD, FNP-BC



DOI: <https://doi.org/10.1016/j.nurpra.2017.06.024> |  CrossMark



 Article Info

Abstract **Full Text** References

## Article Outline

- I. [Background](#)
- II. [Naming, Claiming, and Explaining the NP Role](#)
  - A. [Naming](#)
- III. [NP-Patient Relationship](#)
  - A. [Claiming](#)
  - B. [Explaining](#)
- IV. [Conclusion](#)
- V. [References](#)
- VI. [Biography](#)

## Highlights

- Health care delivery models are changing.

## Article Tools

 [PDF \(268 KB\)](#)

 [Email Article](#)

 [Add to My Reading List](#)

 [Export Citation](#)

 [Create Citation Alert](#)

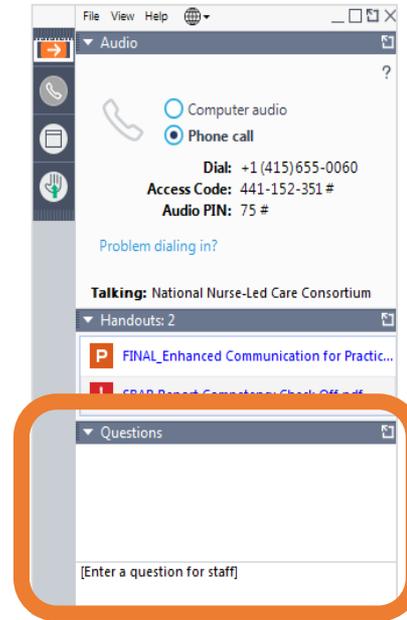
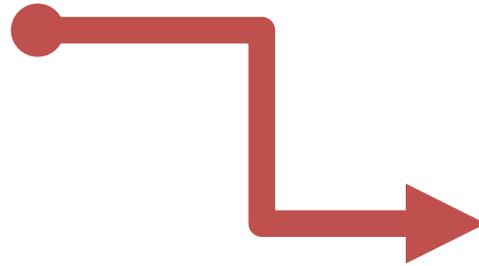
 [Cited by in Scopus \(1\)](#)

 [Request Permissions](#)

 [Order Reprints](#)  
(100 minimum order)

# Any Questions??

Please **submit questions** via the question pane in your GoToWebinar control panel or raise your hand to ask a question.



# Other QPP or NP SAN Questions?

For more information on the **QPP** or the **Nurse Practitioner Support and Alignment Network (NP SAN)**:

- Email **Joseph Reyes** at [jreyes@aanp.org](mailto:jreyes@aanp.org)
- Email **Cheryl Fattibene** at [cfattibene@ncc.us](mailto:cfattibene@ncc.us)
- Visit us **online** at <https://www.aanp.org/practice/np-san>
- **Stay up to date** on the latest CE opportunities:  
[http://bit.ly/NPSAN\\_subscribe](http://bit.ly/NPSAN_subscribe)

*For more information regarding Full Practice Authority (FPA), please contact AANP's State & Government Affairs office: [statepolicy@aanp.org](mailto:statepolicy@aanp.org)*

# Coming Up

## Nursing Leadership: Current Status and What Lies Ahead



January 9, 2019@1pmEST

Joseph Reyes, MS.Ed,  
AANP

[Register Here](#)

