2018 SMP/SHIP NATIONAL CONFERENCE

August 20–23 • Chicago, IL

Videos You Can Use

Montana SMP

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Outreach Panel- Medical Provider Videos and Partnersihps

Kris Gross and Renee Labrie-Shanks

- MT SMP wrote and produced a series of 4 videos available on YouTube
- They are branded with National Logo and phone for all to use

- Places and ways to use include:
 - Website, including partner websites (libraries, senior centers, etc)
 - Use in presentations where WiFi available
 - Use as part of volunteer training

- Episode 1: https://youtu.be/WCu2Ep8Z8HQ
- •
- Episode 2: https://youtu.be/QgNLjtC Qzk
- •
- Episode 3: https://youtu.be/JQfcAPfu6Fo
- lacktriangle
- Episode 4: https://youtu.be/zRB ZVnfK6U

They will be uploaded into Resource Library and available for all beginning next week.

Contact Montana SMP Program Manager Renee Labrie-Shanks with any questions.

rlabrie@missoulaagingservices.org

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Leveraging Medical Clinics as SHIP Partners

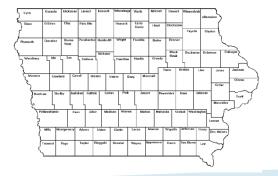
Kris Gross

Iowa SHIIP Director



Iowa SHIIP

- > Based in Iowa Insurance Division
 - >Centralized model
 - ≥140 sponsors sites
 - ≥363 volunteer counselors





Getting Ready & In the Door

Multiple Entry Points

- >Clinic manager
- >Care coordinator
- **≻**Pharmacy
- >Uncompenstated care



Internal Medicine or Family Practice

Long term relationship with general Medicare population

Incentives to Become SHIIP Sponsor Site

- ➤ Payer mix
- >ACO involvement
- ➤ Cost of staff time dealing with Medicare issues
- ➤ Cost of insured
- ➤ Prescription compliance related to patient health

Overcoming Barriers to Sponsorship

- >HIPPA
- ➤Operational issues
- > Build relationships with staff
- >Help staff understand what SHIIP can do



Get the Right People in the Room

Medicare Basics briefing critical Examples:

> Dealing with Part D restrictions LIS and MSP as resources Losing Medicaid benefits when Medicare eligible



Making It Work

Clinic Success

- >Identify a champion in the staff
- >System for referring patients to SHIIP
- ➤ Sharing information to do Part D comparisons
- > Mailing to patients turning 65
- ➤ Include LIS/MSP screening in charity care applications

Volunteer Counselor Preparation

- Understand clinic environment and incentives
- > Experienced counselors
- ➤ Pro-active—build referral process; nurture relationships; problem solve
- Training and materials to support volunteer counselors



For more information:

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