

➔ more online @
www.accc-cancer.org



ICLIO e-Newsletter

The first e-newsletter from the ACCC Institute of Clinical Immuno-Oncology offers articles such as “Assessing Immunotherapy Response—Why irRC Matters” and “Helping Your Patient Understand Immuno-Oncology.” Read more at accc-ICLIO.org.



New! Lung Screening Program Resources

Visit the just-launched ACCC website section on lung cancer focused on resources for establishing and growing a lung screening program. ACCC has partnered with the Lung Cancer Alliance (LCA) to create this information hub with sample forms, letters, useful links, and more at www.accc-cancer.org/lung.



2015 ACCC Innovator Award Winners Announced

Six member programs will receive this award at the ACCC National Oncology Conference, Oct. 21-23, 2015, Portland, Ore. Winning programs include an oncology prehabilitation program and a family program for parents with cancer and their children. Learn more at: www.accc-cancer.org/Innovator.



Oncology Care Model Resource Center

Want to keep current with this voluntary program? Go to www.accc-cancer.org/OCM where you will find the most recent updates from CMS, an OCM timeline, and more.

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Survey Finds that Sperm Banking Increases with Counseling for Cancer Patients

- About one-quarter (**23.4%**) of the men surveyed received fertility counseling; of those, **16.7%** underwent sperm banking—compared to **6.2%** of men who did not receive counseling.
- Of those who did not receive counseling, approximately **6%** preserved their sperm before and after initiation of a nursing education program.
- After the nursing education program was implemented, **17%** of men who received counseling preserved their sperm.

Source. Survey presented at the 110th Annual Scientific Meeting of the American Urological Association (AUA). Publication Number: PD52-11. www.AUAnet.org.

Emergency

Waiting Area

Emergency room use rising—despite ACA coverage expansion.

Source. American College of Emergency Physicians. <http://newsroom.acep.org/2015-05-04-ER-Visits-Continue-to-Rise-Since-Implementation-of-Affordable-Care-Act>.

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Payer Negotiation Tips for Oncology Practices!

- Monitor and manage your payer contracts just like you would your investments.
- Involve your whole staff in preparing for contract negotiations; look at insurers who reimburse the least and start with them.
- Build relationships with your payers by asking about their concerns and partnering on programs that improve the quality of care.
- Differentiate your practice by offering patient navigation, survivorship, and other patient-centered services.
- Know if your contract has an annual renewal option with a negotiation window; if you miss that deadline, the contract is renewed automatically.
- Beware of “silent PPOs” as they can access discounted rates for services without your authorization, preventing you from billing patients for amounts above the contracted fee.

Source. Colwell J. Payer Negotiation: A Little Preparation Goes a Long Way. Physicians Practice. www.physicianspractice.com/revenue-cycle-management/payer-negotiation-little-preparation-goes-long-way.



The Power of “Clowning Around”

New study highlights role medical clowns play in reducing anxiety, pain, and medical costs of children undergoing surgery.

Source. Study presented at the 110th Annual Scientific Meeting of the American Urological Association (AUA). www.AUAnet.org

Will Patients Pay Out-of-Pocket for Genetic Tests?



A recent survey on comprehensive tumor genetic profiling (CGP) found:

- **61%** of patients were aware of CGP
- **67%** indicated they believed CGP could improve their treatment
- **79%** were interested in CGP; younger respondents and those with private health insurance showed more interest
- Patients with less than a high school education were not as likely to pay out-of-pocket for any costs beyond those covered by insurance
- Individuals with an income of more than **\$50,000** AND private insurance were more likely to pay out of pocket.

Source. Fox Chase Cancer Center. ASCO 2015 Annual Meeting Abstract #1545.