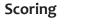
## **Key Questions / Considerations Payer Contracting Termination**

Survey Questions		Scoring Options		Your Score
1	How does aggregate reimbursement compare to other payers?	1 2 3 POOR	4 5 EXCELLENT	
2	When was the last increase?	1 2 3  OVER 5 YRS	4 5 W/IN LAST 2 YRS	
3	What's the percentage of the payer mix?	1 2 3 NOT SIGNIFICANT	4 5 CRITICAL PAYER	
4	If possible, calculate the estimated cost to manage the contract (administrative burden) on an annual basis. How does this compare to other contracts?	1 2 3  VERY COSTLY	4 5 NOT COSTLY	
5	What is the projected financial impact to the practice (potential revenue loss annual basis) if the contract is terminated?	1 2 3	4 5 SUBSTANTIAL	
6	How will this business be replaced (estimate) if the contract is terminated?	1 2 3	4 5 REVENUE DECREASE	
7	Are terms in the contract acceptable?	1 2 3  VERY UNFAVORABLE	4 5 NO HUGE ISSUES	
8	How would termination impact the practice's payer contracting long term strategy?	123 POSITIVE IMPACT	4 5 NEGATIVE IMPACT	
9	How difficult would it be to terminate the agreement (overall impact)?	1 2 3 RELATIVELY PAINLESS	4 5 SUPER DIFFICULT	
10	What is the impact to the practice's competitive position in the market?	1 2 3	4 5 VERY IMPACTFUL	
9	How difficult would it be to terminate the agreement (overall impact)?	1 2 3 RELATIVELY PAINLESS	4 5 SUPER DIFFICULT	







10-23 = High Potential Termination Target 24-37 = Medium Potential Termination Target 38-50 = Low Potential Termination Target

Total Points: \_\_\_\_