

Building a Legally Compliant Referral Network

Webinar Presented by Jeffrey Baird, Esq. of Brown & Fortunato
Tuesday, December 10, 3:30-4:30 p.m. EST



The lifeblood of the successful DME supplier is a continuous flow of repeat and new patients. It is important for the supplier to build up a strong network of referral sources. This network can be comprised of physicians, home health agencies, hospitals, pharmacies and other providers.

There are multiple federal and state anti-fraud laws that govern relationships between health care providers...when one of the providers is a referral source. This program will discuss the applicable laws, including the federal anti-kickback statute, the federal Stark physician self-referral statute, the federal beneficiary inducement statute, and an example of state anti-fraud statutes.

The program will discuss (i) the types of arrangements with referral sources that fall within statutory exceptions and "safe harbors" and are, therefore, safe and (ii) the types of arrangements that need to be avoided.

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