EXPANDING THE PRACTICE SPECTRUM

2016 STATE LEADERSHIP CONFERENCE
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Working with Insurers to Foster Better Care and Demonstrate the Value of Psychology

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Legal and Regulatory Affairs (LRA) has worked on insurance issues for over 2 decades

- Past approach: confrontational
  - Still do that if necessary
  - Various complaints against other insurers not here today

- But finding that often fastest, most effective approach is a collaborative
• In last few years, we’ve collaboratively resolved major issues with all companies here— who represent the 3 largest national insurers
• In fact, all presenters helped us resolve major member issues just in past 2 weeks
• But brought them here – not about problems – but to talk about expanded opportunities/role for psychology in promoting goals of health care reform:
  – Better, more-cost efficient, patient care
  – Higher patient satisfaction
• Ample evidence that BH interventions are critical to meeting those goals
• This has shifted dynamic
  – Enlightened insurers have moved from viewing psychologists as a cost to be controlled
  - To being a vital solution/resource for reaching these goals
• They also see psychologists – both outside & inside company – as experts at:
  – Assessment and measurement
  – Making collaborative systems work
  – Patient engagement & satisfaction
With new dynamic, LRA & APAPO exploring -- thru this forum & regional Summits – creating partnerships with insurers

That benefit our common responsibility: psychologists’ patients -- the companies’ subscribers

By combining psychologists’ skill set uniquely aimed at goals of health care reform

With expertise & resources of enlightened insurers

→ Re-envisioned health care delivery