DPC: Unique, Affordable Primary Care – Two Hour Timed Agenda

Welcome to Direct Primary Care: Unique, Affordable Primary Care.   As agents and brokers you are experiencing both the best and worst of times in the history of healthcare. While you have many product options available for your clients, those options are often hard to discern among conflicting reports and information currently available. In this seminar, we will look at the historical perspective behind today's primary healthcare trends and examine Direct Primary Care (DPC) as feasible product approach to finding real and affordable primary care for your clients, while understanding its product role within the Affordable Healthcare Act. At the conclusion of this seminar you will be able to:

- Define primary care using today's healthcare standards.
- Recognize the historical significance of the evolution of primary care.
- Identify five (5) drawbacks inherent within the current approach to primary care.
- Demonstrate a basic understanding of The Patient Protection and Affordable Healthcare Act 1301(a)(3) as it applies to primary care.
- Define Direct Primary Care and distinguish five (5) benefits of this model.
- Demonstrate an understanding of the seminar concepts through Pre/Post assessment.

This is a two-hour (2), highly-participatory, facilitated seminar with hands-on activities, group learning and discussion opportunities.

Timeline	Topic	Content
8 minutes	Introduction, facility logistics, course objectives and pre-assessment	1. Participant Agenda 2. Course Objectives 3. Pre-Assessment
8 minutes	What is Primary Care?	1. General definition 2. Specific healthcare issues covered within the primary care model
8 minutes	Primary Care Historically	1. The historical perspective of the direct care/direct pay relationship. 2. The role of catastrophic insurance coverage in shaping today's primary healthcare coverage.
12 minutes	The Quagmire of Primary Care	Participants will work together to identify five (5) difficulties with the current primary healthcare system. 1. Open group discussion.
10 minutes	The Patient Protection and Affordable Healthcare Act 1301(a)(3)	1. Definition and description of the Medical Exchange concept.
10 minutes	BREAK	
20 minutes	The Concept of Direct Primary Care (DPC)	1. Working in small groups, the participants will have 10 minutes to list 15 things they know or believe, collectively, about Direct Primary Care. a. The group will then subdivide their collective list into topic areas; i.e., legislation, patient involvement, use of electronics, etc. 2. The facilitator will then define the Direct Primary Care model

Timeline	Topic	Content
		and identify the scope of primary care under the model. a. Following this definition and identification, the group will debrief their pre-knowledge with the information given by the facilitator to identify both gaps and greater knowledge of DPC.
8 minutes	Identifying the Benefits of DPC	Participants will work in small groups to develop a list of five (5) benefits they would expect to see within a DPC plan.
8 minutes	Focus on Benefits of DPC Debrief	Group debrief including capturing the identified general benefits as well as those not identified by participants.
10 minutes	Expanding Your Vision: What Should You Look for in a DPC Plan?	Group discussion facilitated to identify specific elements an agent might look for in evaluating plan offerings to find proper client matches.
10 minutes	The Cost of DPC Plans	1. Identifying the general costs. 2. Analyzing what those costs may and may not include.
10 minutes	Question and Answer Session	1. Open group discussion
8 minutes	Post Assessment and Close	1. Post-Assessment 2. Closing remarks 3. CE Certificate instructions