

Dayle Sharp PhD, DNP, McPH, FNP-BC

University of New Hampshire

- ▶ Decreasing Barriers for  
Nurse Practitioner  
Social  
Entrepreneurship

# Disclosure presenter



## No (potential) conflict of interests

- ✗ 1. Relations that could be relevant for the meeting**
- ✗ 2. Sponsorship or research funds**
- ✗ 3. Payment or other (financial) remuneration**
- ✗ 4. Shareholder**
- ✗ 5. Other relation**

# Introduction

## US Nurse Practitioners

- More than 248,000 nurse practitioners licensed in US
- 77.8% deliver primary care
- Since 2008, there has been a 43.2% increase in NPs practicing in rural areas

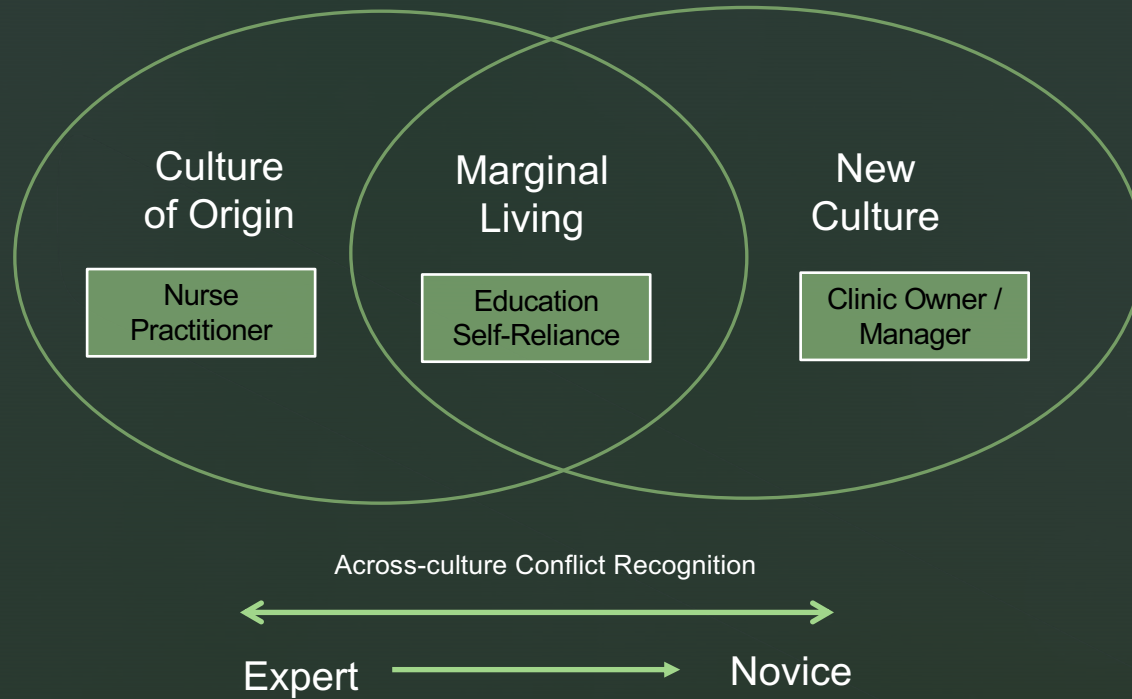
## Rural Residents

- US -19.3%
- World - 45%

- Social entrepreneurs and their endeavors are driven by social goals, a desire to benefit society with an aim to increasing the social value and wellbeing of a community



# Theory



From, "Theory of Cultural Marginality," by H. Choi, in M. J. Smith & P. R. Lieht (Eds.), *Middle Range Theory for Nursing* (2<sup>nd</sup> ed.), 2008,, Benner, P. (1984) . *From Novice to Expert: Excellence and Power in Clinical Nursing Practice*, Menlo Park, CA, Addison-Wesley.

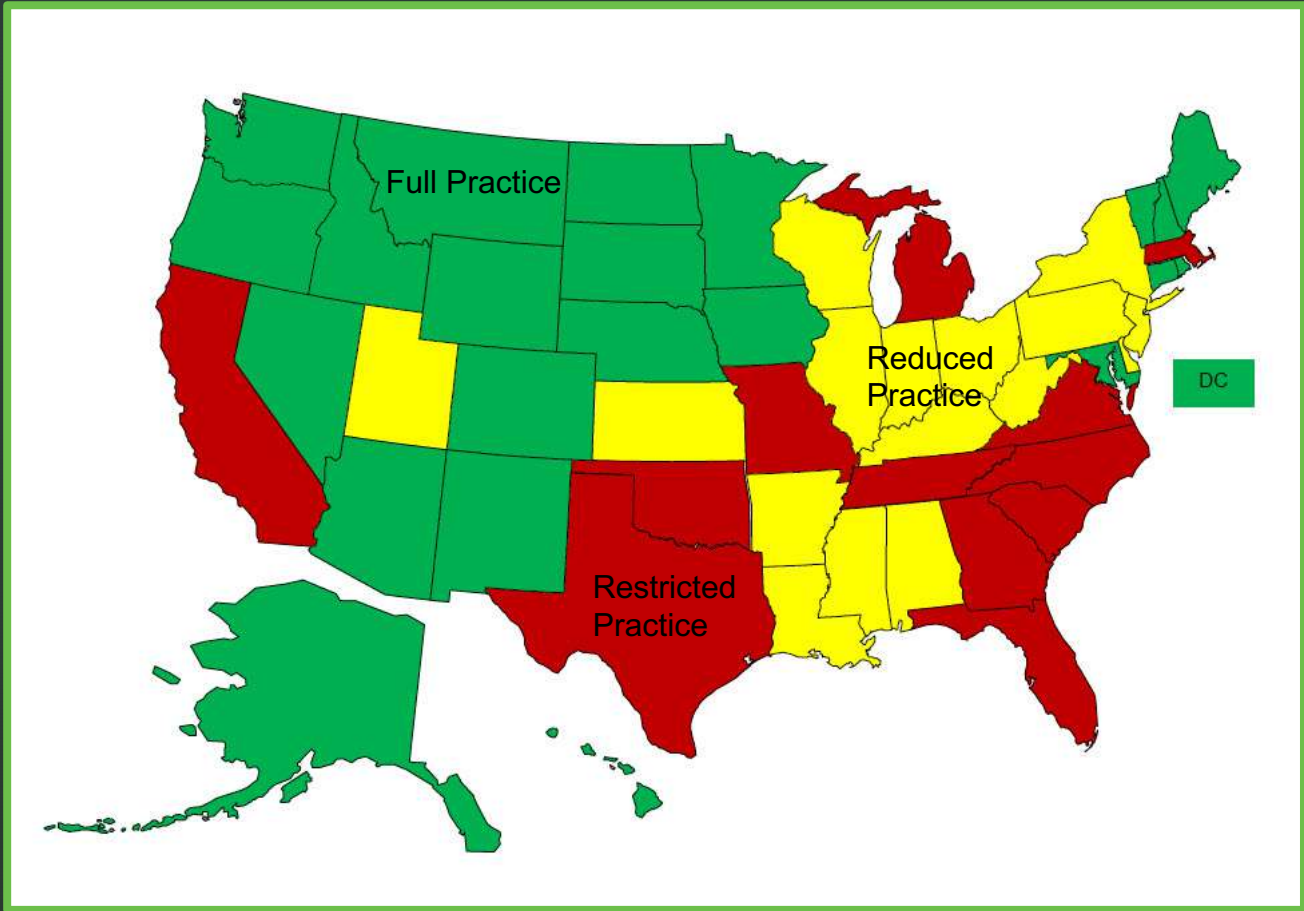


- Scope of Practice
- Business Skills
- Role Conflict

## Scope of Practice

- “When patients come in from other states that do not recognize nurse practitioners then the clinic only receives the co-pay”





# Business Skills

- “ You never realize how much business you were not taught. Even to the point of coding it was mostly trial and error. We had to start from scratch ... providing patient status to insurance companies, Medicare numbers.”

- States reimburse NPs from 75 to 100% of the physician rate
- Medicare reimburses NPs at a rate of 85% of the physicians fee
- Medicare pays NPs 80% of the 85% of the physician fee schedule rate for a procedure.

- “I am barely making my overhead, and I am still not paying myself a salary after a year and a half, and so I still need to have outside employment. It is slow going ... I don't know what the long term sustainability of my practice is going to be.”

# Role Conflict

- “We are doing billing, we are doing the database ... we remodeled the outside of the clinic, .... When you owe your own place you give up a lot of care time.”
- “The farther I get from patient care the less I like it.”

- “If I am not here, nobody is here, there wasn’t a clinic here before.”
- “almost a religious mission that somebody has to be there to take care of the community.”

# Enablers

- Lawyers
- Accountants
- Business Startup Counselors
- Mentors

# Disablers

- Lack of Business Skills
  - Finance
  - Legal Issues
  - Running Day-to-day Operations



- SE in Business Schools
  - Management
    - Organization
    - Human Resources
    - Strategy
  - Finance and Accounting
  - Business Ethics

# American Academy of Nurse Practitioners

Background Join Upcoming Webinars **Recorded Webinars** Free Resources FAQ

The NP SAN hosts and records live webinars, also called Lunch n' Learns, on topics related to *patient & family-centered care, data-driven quality improvement and sustainable business operations*. Each live webinar provides participants with forty-five minutes of lecture and fifteen minutes for an active question and answer discussion. **The recorded webinars below are available, at no cost, to AANP members and non-members and do not include continuing education (CE) credit.**

- [+ Patient and Family-Centered Care Design](#)
- [+ Continuous, Data-Driven Quality Improvement](#)
- [- Sustainable Business Operations](#)
  - [■ Strategic Use of Practice Revenue](#)
  - [■ The Science of Joy and Burnout](#)
  - [■ Before You Start Your NP Business \(Part 1\)](#)
  - [■ Starting Your Own Business - Part 2](#)
  - [■ MIPS: What You Need to Know in Year 2 - A conversation with CMS](#)
  - [■ Creating Long-Term Practice Success - Part 3](#)
  - [■ From Graduation to Employment: Steps to Success](#)
  - [■ Novice NP Workforce Transition & Turnover Intention in Primary Care](#)
  - [■ Aligning Data and Policy Goals: The Relationship between NP Compensation and Value with CMS Change Tactics](#)

The Nurse Practitioner Support and Alignment Network is a program of NCC and supported via a National Cooperative Agreement with CMS.

- # U/G Nursing Programs

  - New York University College of Nursing
  - Northern Ireland Centre for Entrepreneurship (NICENT)

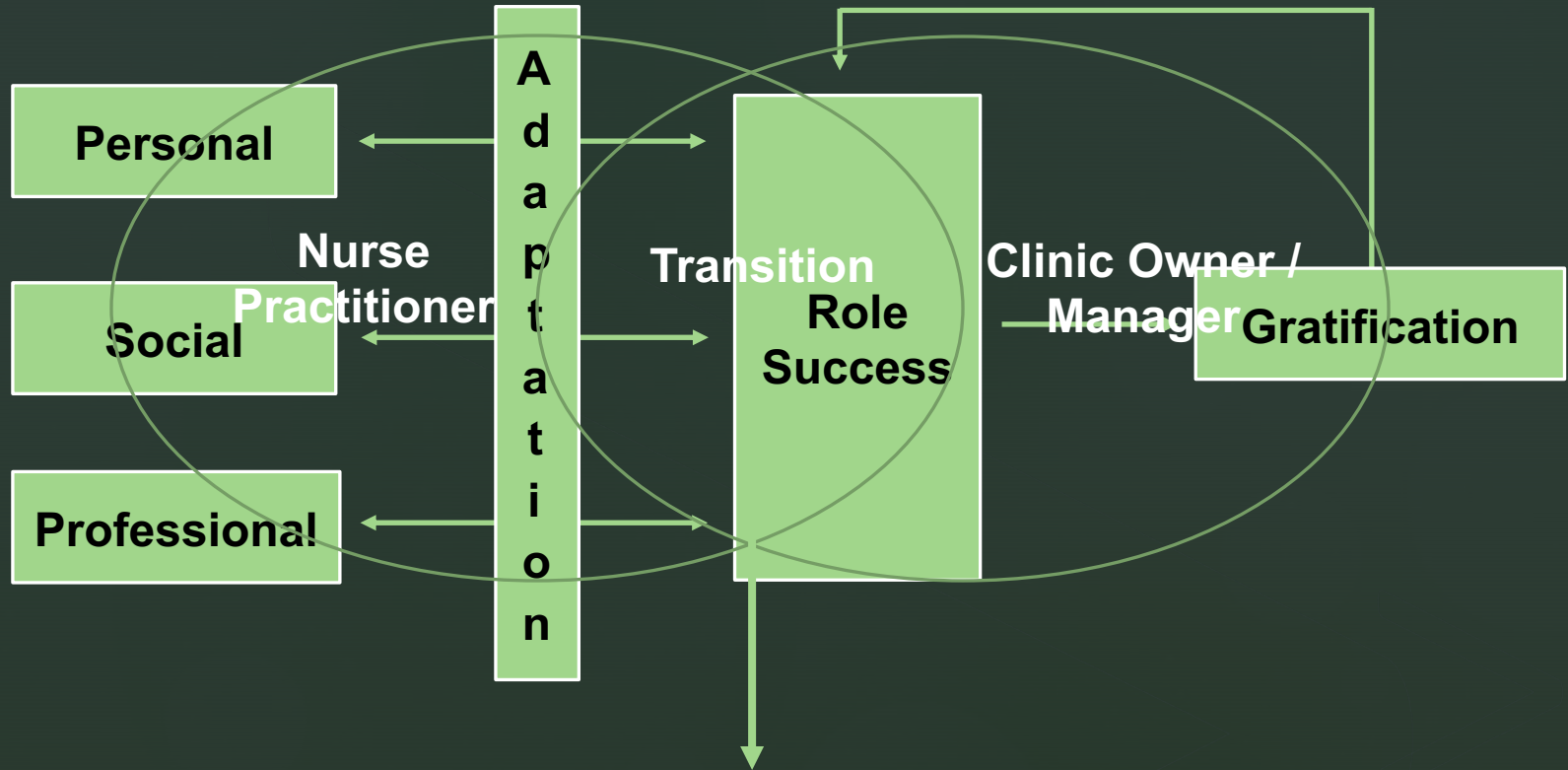
# ▸ Graduate Nursing Programs

- New York University
- Drexel University
- Center for Nursing Entrepreneurship at the University of Rochester in New York
- Skoll Centre for Social Entrepreneurship at Oxford University

# Nursing Curriculum

- Finance
- Legal Regulations on Practice
- Leadership
- Clinic Management

# Transition



- “A key assumption of social entrepreneurs is that individuals who are poor are not helpless or dependent, but rather are partners and co-designers of solutions”

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