

February 6, 2025

You are invited to be part of a change in our practice! Dr. Hassell is adding what is sometimes called a concierge or retainer-based option, which is essentially membership-based healthcare. However, he will be using a hybrid model, adding Partnership Plans to our current per-visit payment option. Dr. Ellis' practice will not change, and will continue the traditional per-visit payment. Dr. Hassell and Dr. Ellis will continue to be available for each other's patients when one of them is out of the office.

What is concierge or “retainer-based” primary care?

Patients who primarily see Dr. Hassell will pay an annual membership fee rather than paying for each office visit or service. Once patients enroll in a Partnership Plan, it will cover their primary care for the year. In addition to our traditional services, the Partnership Plans include oversight visits when admitted to Providence St. Vincent Medical Center, home visits when necessary (except for the Essential Care plan), and scheduled telephone consults.

We will continue to provide old-fashioned, personal primary care: unhurried appointments, staff to answer your telephone calls, registered nurses in office, as well as close coordination, communication, and advocacy with specialists and other members of your health care team.

The addition of Partnership Plans reflects Dr. Hassell's experience working with patients who have partnered with him for health transformation for many years. The results have been rewarding on many fronts; participants tend to become more optimistic about their future and develop a richer relationship. Communication and accessibility improve, and it's easier to provide optimal care precisely when it's needed. Clinical results can also improve due to closer follow-up, higher levels of accountability for both physician and patient, and shared ownership of problems and solutions.

What are the Partnership Plans?

Dr. Hassell offers 4 tiers of primary care partnership plans with the same core services, but with different levels of visits depending upon your care needs as determined in an in-person office visit or telephone consult with Dr. Hassell.

1. **Essential Care Partnership** is the choice for patients without chronic health conditions:
 - Same or next day office or telephone appointments during business hours
 - Typically up to 5 per year
 - Physician available by telephone 24 hours a day, 7 days a week, by calling our office
 - Other services provided in our office such as EKG, lab specimen collection, ear cleaning, injection administration, cryotherapy, 24-hour Ambulatory Blood Pressure Monitoring (ABPM)
 - Oversight visits when in-patient at Providence St. Vincent Medical Center
 - Home visits are not included
 - \$2,640 / year

2. **Primary Care Partnership** is the choice for most patients for health maintenance:
 - Same or next day office or telephone appointments during business hours
 - Typically up to 12 per year
 - Physician available by telephone 24 hours a day, 7 days a week, by calling our office
 - Other services provided in our office such as EKG, lab specimen collection, ear cleaning, injection administration, cryotherapy, 24-hour Ambulatory Blood Pressure Monitoring (ABPM)
 - Oversight visits when in-patient at Providence St. Vincent Medical Center
 - Home visit during business hours (within 10 miles of the office) when necessary: up to one house call is included
 - \$4,800 / year

3. **Partnership Plus** is for those who can benefit from a higher level of active follow-up due to chronic health conditions such as cancer survivorship, type 2 diabetes, and heart disease, or for people with specific health transformation goals like weight loss. Those on this plan can often switch to our Primary Care plan as their risk factors are reversed or come under better control.
 - Same or next day office or telephone appointments during business hours
 - Typically up to 24 per year
 - Home visit during business hours (within 10 miles of the office) when necessary: up to two house calls are included
 - Other services offered are the same as the Primary Care Partnership
 - \$7,800 / year

4. **Custom Care Partnership** is designed around specific needs for chronic conditions. This is the best choice for patients who need additional levels of care.

How do the Partnership Plans work with insurance?

The Department of Consumer and Business Services certified our retainer medical practice (www.insurance.oregon.gov, (888) 977-4894, or dcbs.in@mail@state.or.us) and we are not considered insurance, nor do we offer insurance. The practice's services are limited and specified in the retainer medical agreement and members must pay for all non-specified services. The State of Oregon also specifies that annual fees can't be billed to insurance companies or Medicare, or submitted to health savings accounts (HSA) or flexible spending accounts (FSA).

For more information, see the attached brochure and FAQs. Please call our office at 503.291.1777 if you'd like more information or would like to schedule an in-person office visit or telephone consult with Dr. Hassell to determine which plan will be best for your health needs.

Thank you for trusting us with your health care!

Enclosures