

The Credentialing Solution

Everything Medical Staff Leaders and Medical Services Professionals Need to Know

Custom program: Duration and modules tailored to your organization



Sound credentialing and privileging are crucial to the success of any healthcare organization. However, challenges such as negligent credentialing, physician reentry, matching competencies to privileges, expanding scopes and roles for APPs, cross-specialty disputes, and the growing number of employed physicians can destabilize policies and practices and put the organization at risk. This session offers practical solutions to challenging credentialing and privileging issues, using interactive case studies and proven principles.

Why consider this course:

Medical staff leaders and professionals will gain the skills and knowledge needed to build and sustain a credentialing and privileging program that protects patients, ensures fairness for physicians, and addresses today's complex challenges.

- **Protect Yourself and Your Organization:** Minimize personal and organizational risk by understanding today's most common credentialing and privileging pitfalls—and how negligent credentialing cases are being judged.
- **Navigate Increasingly Complex Credentialing Decisions:** Gain practical guidance on low and no volume practitioners, telemedicine, employed physicians, and evolving scopes of practice.
- **Pressure to "Rush" a Provider Through:** Handle last minute demands to credential "by tomorrow" while managing red flags (e.g., malpractice history) without compromising standards.
- **Unclear Regulator/Accreditor Expectations:** Get clarity on what regulators and accreditors allow/expect for temporary privileges and privileging approvals—so you don't get caught out of compliance.
- **High stakes Gray Areas with No Easy Answer:** Build confidence in making fair, defensible decisions when credentialing issues aren't black and white—without eroding trust or safety.

Who should attend:

- CMO/VPMA
- Medical Staff & APP Leaders
- Credentials Committee Chairs & Members
- Department Chairs
- Board Members
- Medical Services Professionals
- Risk Managers
- Hospital Counsel
- Recruiters & Healthcare
- Administrators

Request a custom proposal:

Contact our sales team to discuss your goals, delivery options, and pricing.

Call **800-807-9819** or

Email **info@greeley.com**

“ Credentialing can be overwhelming and fraught with anxiety over risk exposure and missteps. Greeley is on your side with clear and useful education.

Keith Williamson, MD

Chief Medical Officer, United Regional

Course modules and what you will learn in each section:

The following modules are designed for a 12-hour course from our national seminar. For a custom education engagement we will work with you to select modules and modify them based on your needs.

MODULE	WHAT YOU WILL LEARN
Landmark Cases Establishing Legal Precedent	Explain the implications of landmark cases on credentialing practices today
Principles of Effective Credentialing & Privileging	Set up effective strategies for minimizing the risk of negligent credentialing lawsuits
Roles and Responsibilities in Credentialing	Define the roles and decision-making responsibilities of key stakeholders in credentialing and privileging and how they interact to ensure quality and due process
The Greeley Pyramid	Identify strategies for physicians to hold their peers accountable while helping them improve performance
If You Don't Ask, They Don't Have to Tell	Apply best practices for obtaining and evaluating application disclosures, verifications, and peer references to strengthen credentialing decisions and reduce risk
How do you know what to look for when Analyzing a Credentials File?	Identify common credential-file red flags and determine appropriate follow-up steps to resolve concerns and mitigate legal and patient-safety risk
Performance Monitoring for Credentialing and Privileging	Illustrate a practical approach to effective initial focused professional practice evaluation (FPPE)
Managing Imperfect Practitioners: Navigating the Path to Proficiency	Evaluate credentialing and privileging options for practitioners with nonstandard practice patterns (e.g., low volume, re-entry, limited scope) while maintaining fairness and patient protection
Dealing with the Evolving Landscape of Employed Practitioners	Formulate options for managing dual (management, medical staff) responsibilities related to employed physicians
How to Run a Meeting	Describe practical techniques for planning, leading, and documenting effective credentialing-related meetings to support sound decisions and reduce organizational risk
How to Create Privileging Criteria from A To Z: New privileges, technology, services, specialties, expanding scopes of practice	Identify best practices for aligning privileges with competency
How to manage temporary privileges and locum tenens	Gain practical strategies to apply compliant, defensible processes for temporary privileges and locum tenens—reducing risk, avoiding common pitfalls, and protecting patient safety
How to manage the expanding clinical role of APPs	Identify governance and privileging strategies to manage APP scope expansion, including competency validation, policy design, and liability considerations
Telemedicine: Credentialing by Proxy	Confidently leverage credentialing by proxy to expand telemedicine access

Featured Speakers



Patrice Burgess, MD



Frances Ponsieon, CPMSM, CPCS



Laura Rife, MD



Joe Cooper, MD



Sally Pelletier, CPMSM, CPCS



Raul Zambrano, MD