

How “The Game” is played.

Give participants \$100 in Monopoly money in the following denominations:

- One \$50 bill
- Two \$10 bills
- Four \$5 bills
- Ten \$1 bills

Tell the person(s) playing that you’ve just billed Patient John Doe’s insurance company for \$100 for services provided in the Emergency Room

Then ask them to allocate the \$100 to the following six areas on the game board (see next page):

- Salaries and benefits for staff
- Supplies
- Other (Utilities, audit costs, etc.)
- Deductions from Revenue (negotiated discounts, plus charity care—or care provided to those who have no ability to pay)
- Bad Debt (care provided to those who CAN pay something, but they choose not to and ignore their bills)
- Capital...the “pot o’ gold” at the end of the rainbow representing dollars available to help buy new or replacement equipment and to fund continuing education for your staff

You’ll need to do some homework with your CFO to find out the exact allocation for your facility. For my hospital, Baylor Scott & White Medical Center-Irving, the current allocation of \$100 is:

Deductions from revenues (insurance negotiated discounts; charity care): \$70

Salaries and benefits: \$15

Other (utilities; audit): \$7

Supplies: \$4

Bad Debt: \$3

Capital: \$1



CAPITAL

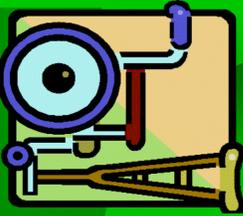


BAD



DEBT

SUPPLIES



DEDUCTIONS
FROM REVENUE

Plus Contract



SALARIES & BENEFITS

OTHER

- Utilities
- Purchased Services
- Professional Fees
- Allocations from BHCS
- Other Operating Expenses

