

STRATEGIC PARTNERING BETWEEN TREATMENT PROVIDERS

ZACHARY RANDOLPH, MA, MAC, CASAC-II, CAMS-1

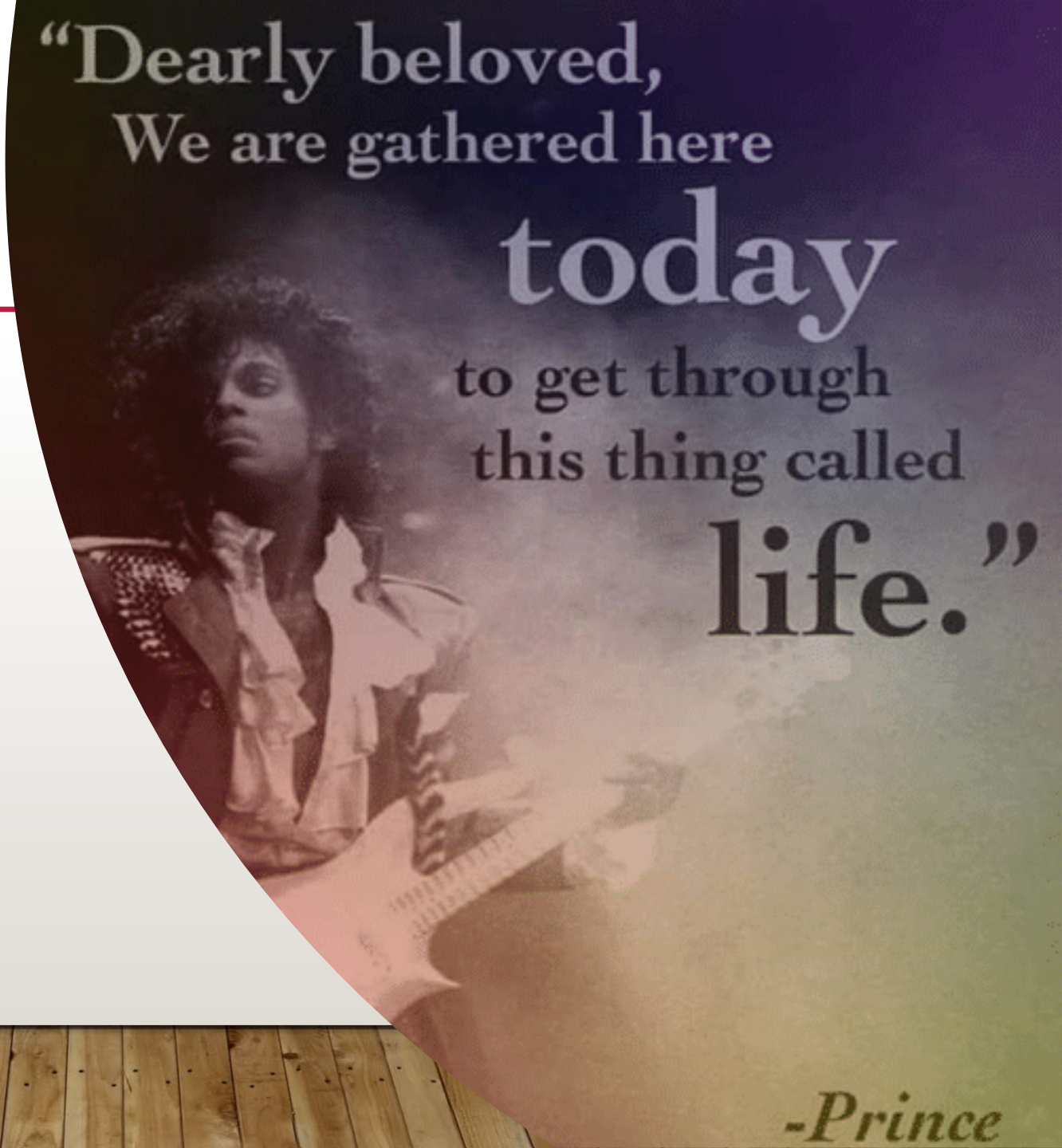
TINA BUCKLEY, ADVANCED CASAC

ROBIN K GAY, CASAC-II



WE ARE GATHERED HERE TODAY...

- Do we really need to “partner”?
- What types of partnerships are helpful?
- Why do we need to partner in the first place?
- Who do we want to partner with and to what extent?
- When do we want to establish and how long do we want to maintain these relationships?
- How does it benefit our field and what has been our experience?



“Dearly beloved,
We are gathered here
today
to get through
this thing called
life.”

-Prince

DO WE
HAVE TO?



THE “WHAT” OF STRATEGIC PARTNERING



- “Handshakes, and nods”
- Memorandum of Understandings
- Contracts
- Mergers
- ...and more acronyms than we can shake a stick at!

INFORMAL
“HANDSHAKES,
AND NODS”

WHEN YOU'RE AT WORK



TRYING TO STAY POSITIVE

MEMORANDUM OF UNDERSTANDINGS (MOU)

A Memorandum of Understanding...

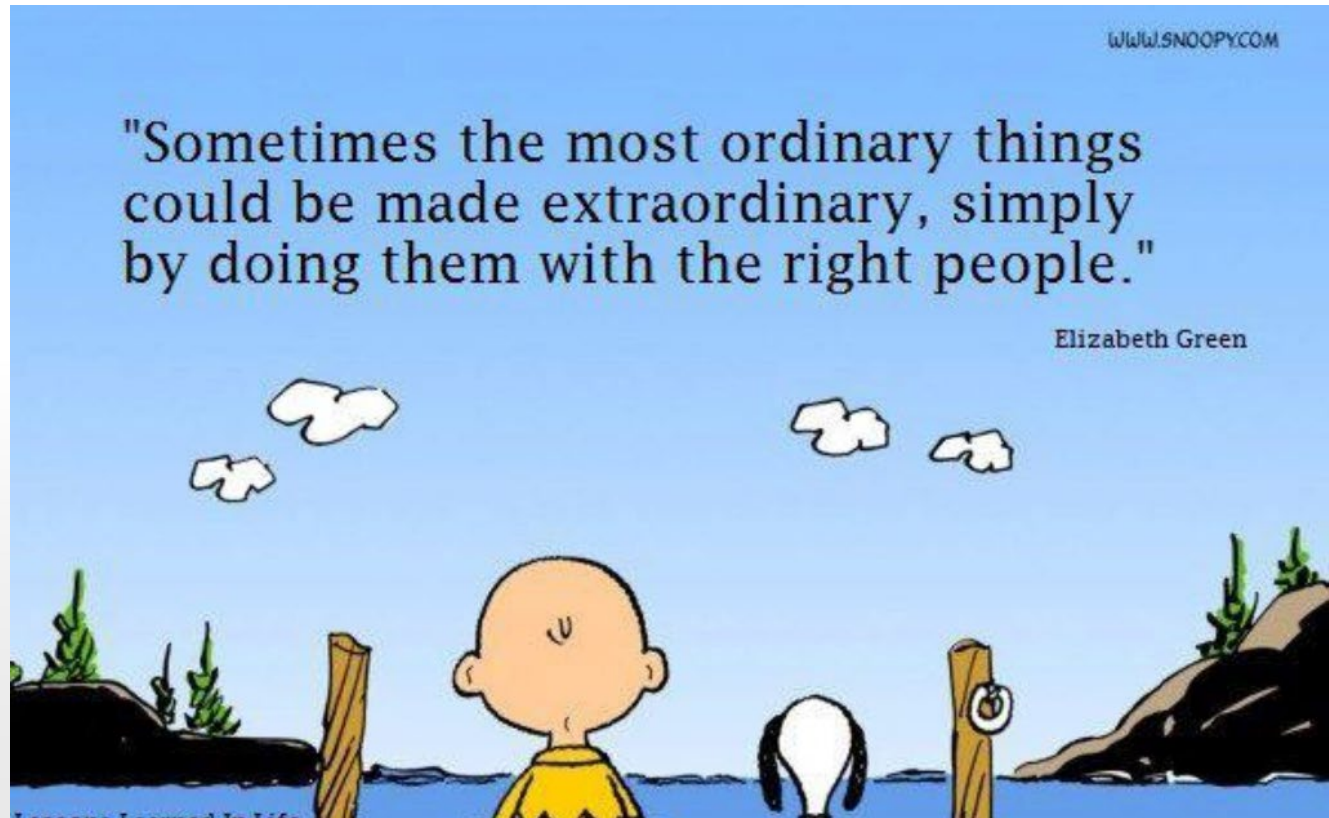
- * Outlines the details of an agreement.
- * Between two or more parties.
- * Intend to work together toward a common goal.
- * Abbreviated and referred to as an MOU.
- * Less complex and detailed than a contract, while providing a framework.
- * Great to confirm and solidify the terms of a verbal agreement.

CONTRACTS

Meaning and Definition of a Contract

- Treitel in *The Law of Contract* defines a contract as: an agreement giving rise to obligations which are enforced or recognised by law.
- Beatson, in *Anson's Law of Contract*, defines it as: A legally binding agreement made between two or more persons, by which rights are acquired by one or more to acts or forbearances on the part of the other or others.
- Section 2(a) of the Contract Act, 2000 (of Nepal) also defines the term 'Contract'. According to it, 'Contract' means an agreement, which is enforceable by law, concluded between two or more parties to do or not to do a work.
- A contract is thus essentially a commercial agreement, an agreement between two parties which is enforceable in law. It is based on the promises that the two parties make to each other.

MERGERS



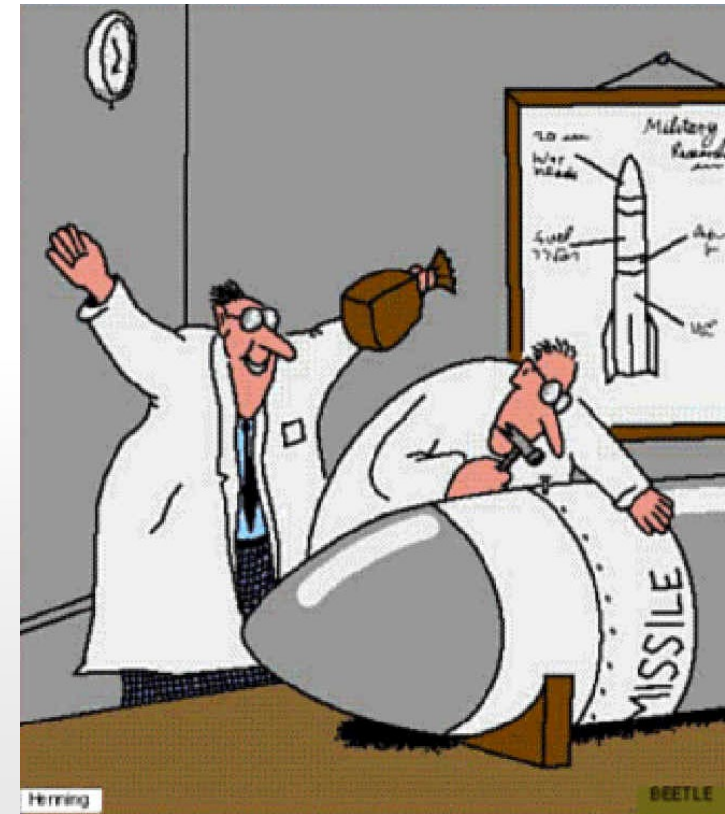
BENEFITS (THE “WHY”)



BARRIERS (THE “WHY NOT”)



TIMING IS
ALMOST
EVERYTHING (THE
“WHEN”)



ROSE HILL JOINS ST. JOSEPH'S (THE “WHO”)



RESULTS (WHAT REALLY HAPPENED)



[INSERT ROBUST
DIALOGUE HERE]
(ADD LEVITY
WHEN POSSIBLE)

