



Dr. Lerla G. Joseph
Chair & CEO

For more than three decades I have invested in medical and related care to thousands of patients as a primary care physician. During this time period and prior to it as I prepared for this important role, I have remained constant in my passion to provide the highest quality, accessible care to patients and their families, and friends. There have been significant favorable changes in the practice of medicine resulting from factors such as technology, public laws and policies, introduction of new drugs and drug regimens, higher expectations of care by patients, specialization, preventive services and more.

The practice of medicine and health care also has become very competitive with diverse businesses entering the marketplace and expanding options for obtaining care. This trend has introduced more innovation in the provision of care and provider accountability in my opinion.

While competition should lower charges for services, realization of this is not apparent in the health care industry. Adding to the costs of care during the past two to three years has been the exorbitant expenses associated with patient treatment of COVID and its variants such as Omicron. COVID wrecked havoc to the health care system and it has adversely impacted most other industries worldwide.

Primary care will play a significant role in preventing and treating COVID. We know that recovery from

QUARTERLY HEALTH JOURNAL & GUIDE MARCH 2022

COVID will not be swift, however, and will require working together across disciplines at an unprecedented higher level. It is significant that primary care also will remain as the entry point for achieving and sustaining the most favorable health care status possible for individuals assuming that their DNA and circumstances align.

Making changes in our own backyard and practices to heighten our effectiveness represents a step forward that we cannot ignore. Patient and staff engagement is essential and its success will be based on factors such as: Feeling understood and recognized when goals are achieved; A clinical, professional and welcoming office atmosphere; Transparency; and The availability of tools and resources to support good outcomes.

I believe that the rise and use of direct contracting to support value-based care are timely and could prove to revolutionize how we deliver services for not only seniors but all segments of the population. I am excited and eager to learn more about CMS specifications for Direct Contracting and positioning CVCHIP to actively participate. I am concerned, however, about the stronghold of health disparities and have placed as a priority, participation in efforts to correct this deficiency as positive change has been slow.

CVCHIP, its member practices and partners merit applause and appreciation for their commitment to level the playing field so that care is available to the same extent to all irrespective of social economic status, age, gender and race.

Lerla

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***A CVCHIP/QUEST DIAGNOSTICS INITIATIVE**

Thursday 12:30-2:00 PM

Purpose

1. Establish a forum for CVCHIP to showcase its Vendors/Suppliers
2. Boost dialogue between CVCHIP Administrative staff and Participant Practices
3. Extend an opportunity for Participant Practices to share its unique characteristics

Agenda

12:30-1:00 PM—Quest Diagnostics Overview and Opportunities

1:00- 1:30 PM— CVCHIP/ACO Dynamics

1:30—2:00 PM—Practice Updates

**CONTACT MARILYN TO
SCHEDULE YOUR L&L
mhwestcon@aol.com
804.337.7575**



Dr. Rebecca Lee Crumpler is the first African American woman to receive a Medical Degree (MD) in the United States. She was born in 1831 in Christiana, Delaware to Absolum Davis and Matilda Webber.

Dr. Crumpler challenged the prejudice that prevented African Americans and women from pursuing medical careers. On March 1, 1864, Crumpler received a “Doctress of Medicine” from the New England Female Medical College. She was 33 years old. She remains the only African American woman to receive a medical degree from the school which merged with Boston University Medical School in 1874,

READ MORE: <https://www.womenshistory.org/education-resources/biographies/dr-rebecca-lee-crumpler>

ON POINT: MONTHLY PERSPECTIVES ON HEALTH CARE INCREASING AWARENESS ABOUT KIDNEY DISEASE IN MARCH



March is National Kidney Month! Join us as we raise awareness and focus on **building paths to better kidney care**.

Did you know? 37 million people in the United States are estimated to have chronic kidney disease (CKD). As many as 9 in 10 people are not aware that they have CKD. If you have diabetes or high blood pressure you are at higher risk for developing kidney disease.

NIDDK is building paths to better kidney care

NIDDK research is changing the ways we understand, treat, and prevent kidney diseases. Researchers are looking beyond a one-size-fits-all approach to provide better kidney care by identifying new treatments targeted to each person's disease type, environment, and lifestyle. [Learn more about NIDDK's kidney disease research.](#)

Build your path to better kidney care

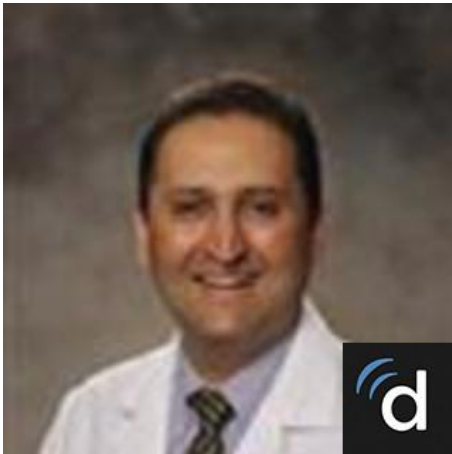
Three ways you can build your personalized path to better kidney care:

- **Be an active participant in your care.** Work with your health care team to create a treatment plan that fits your lifestyle, mobility, health status, and dietary needs.
- **Follow your care plan.** Take medicine as prescribed and stay up to date on vaccines. The COVID-19 and flu vaccines are especially important for people with kidney disease, who may be more likely to get very sick from COVID-19 or the flu.

SOURCE: National Institute of Diabetes and Digestive and Kidney Disease
READ MORE: <https://www.niddk.nih.gov/health-information/community-health-outreach/national-kidney-month>

FEATURED CVCHIP MEMBER

MARCH 2022



Saquib Samee, MD



Saquib Samee, MD, is a triple board-certified physician at Commonwealth Vein Center, with locations in Colonial Heights, Richmond, and McLean, Virginia. He holds board certification in cardiology, vascular medicine, and vein disease.

When treating vascular problems like varicose veins, Dr. Samee uses what he calls the Samee Approach, giving patients the best possible results while being as gentle and painless as possible.

After earning his Doctor of Medicine at Rawalpindi Medical University in Rawalpindi, Pakistan, Dr. Samee relocated to the United States to continue his medical training.

He completed his transitional internship training at State University of New York (SUNY) Downstate Health Sciences University in Brooklyn, New York City, and an Internal Medicine Residency at Deaconess Hospital, Forest Park campus in St. Louis, Missouri.

He was a recipient of the prestigious NIH Grant Research Fellowship in Cardiovascular Diseases at The Mayo Clinic and then continued his clinical training with a fellowship in cardiovascular disease and interventional cardiology at the University Of Connecticut School Of Medicine in Farmington, Connecticut.

In practice for more than 20 years, Dr. Samee draws on his training and experience to provide customized and compassionate care.

READ MORE: <https://www.commonwealthveincenter.com/>

SUSTAINING LEADERSHIP REQUIRES SPRING CLEANING EVERY NOW AND THEN AS A PROVEN INTERVENTION

M⁴ MARILYN'S MONDAY MORNING MESSAGE **VOLUME 7, ISSUE 8** Late Edition

SPRING CLEANING YOUR LEADERSHIP

Growing up my parents launched this enormous project to spring clean. I soon understood what this meant...removing clutter, rearranging, restoring and releasing accumulated dust and soil etc. As leaders, it is important in my opinion that we take the time to spring clean as well. For example clearing the deck of once brilliant ideas and practices that have lost their sparkle opens up our capacity to better respond to matters that lie ahead of us. Sooooooooooooooooooooo, I embrace and take actions like the following to keep my spring cleaning at a minimum and to keep my leadership shining:

1. Rely on technology and a myriad of communication platforms to keep me informed about what is happening
2. Build a resources network of leaders and others in the know about happenings in my own backyard and other locales throughout this nation and elsewhere
3. Enhance my understanding that everything that I do and do not do count
4. Take leave from my comfort zone in order to grow my knowledge and experiences
5. Keep on the front burner adequate sleep, exercise and nutrition to help upgrade or sustain my health status
6. Apply the SWOT technique to all that I do to help determine where I am, where I want to go and how I am going to reach there
7. Find wisdom in mistakes or failures and then leaving them on the back burner
8. Celebrate when my spring cleaning of my leadership is less than the year before

Have a great week and recall that spring is approaching. You may want to begin now polishing the plan to get the job done!

Marilyn

A FEW CREDENTIALS

Marilyn H. West, Chair & CEO
M. H. West & Co., Inc.
MANAGEMENT & EDUCATION CONSULTANTS

- Greater Richmond Business Hall of Fame
- 2016 Female Executive of the Year, Style Weekly
- Board of Directors, Venture Richmond
- Board of Trustees, Ferrum College
- Board of Trustees, Waynesburg University
- Board Member, Go Virginia
- YWCA Outstanding Women's Award
- Member, Richmond Metropolitan Transportation Authority (Chair)
- Member, Richmond Ambulance Authority



NEXT ISSUE:
Monday, March 7, 2022



ACO & PAYER LEADERSHIP SUMMIT

A premium forum for value-based health care delivery and contracting...

The Commonwealth's Dr. Lerla G. Joseph Among Summit Experts

Richmond, VA — MarcusEvans Group, a global multifaceted media, corporate marketing and information company, employing 3000 professionals in 59 worldwide locations, organizes an ACO (Accountable Care Organization) & Payer Leadership Summit in San Diego California on March 17 and March 18, 2022. The Summit is expected to senior level executives throughout the nation and elsewhere from both public and private health insurance plans, ACOs, integrated hospital systems and independent physician groups and innovative suppliers and solution providers together. The Summit's content is aligned with key ACO & Payer related challenges and interests, relevant market developments, and practical and progressive ideas and strategies adopted by successful pioneers.

Dr. Lerla Joseph, Chair & CEO of Central Virginia Coalition of Healthcare Providers LLC (CVCHIP) has been tapped to participate as an esteemed collaborator--leading voices and indispensable insights. Heightened my interest in this summit is emphasis on "SOCIAL DETERMINANTS OF HEALTH Integrating social service interventions into practice to create meaningful community health partnerships to achieve better patient outcomes.

Dr. Joseph's career has been hallmarked by her concern for the practice of quality healthcare and service to communities of disparity. Her first employment was in the city of Detroit, MI, where she worked in a community clinic with one of the nation's first Medicaid HMO's, Total Health Care. In subsequent years she has worked in private practice in urban and rural settings. She is owner of the Charles City Medical Group, Inc., a small medical practice for 27 years.

Dr. Joseph is passionate about health care and the role of independent physicians in the delivery of health care. She believes that the physician-patient relationship is a sacred trust and can best be preserved by well-trained, well-informed, compassionate and dedicated physicians. In the changing health care environment, a collaborative relationship between physicians and ancillary health care providers and the patients is the key to successful improvement in quality, outcomes and cost containment.

Dr. Lerla G. Joseph is a graduate of the Wake Forest University School of Medicine, formerly Bowman Gray School of Medicine in Winston-Salem, N.C. She completed her residency in Internal Medicine at Howard University School of Medicine under the leadership of Dr. John Townsend, where she served as Chief Resident of Medicine. She is Board Certified in Internal Medicine by the American College of Physicians.

About CVCHIP, LLC

Central Virginia Coalition of Healthcare Providers, LLC (CVCHIP) is an Accountable Care Organization that promotes accessible, high quality and affordable care to seniors through a network of primary care physicians, specialists and other professionals. Participating members who have performed well in providing valued-based care have received recognition and a financial return for more than five years. Richmond-based, CVCHIP's membership is open to qualifying practitioners throughout Virginia and other locales.

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SUMMIT

WEBSITE: <https://www.f1.acopayerleadership.marcusevans-summits.com/delegate>



HELPS DRIVE DOWN
MEDICARE COSTS THROUGH
VALUE-BASED CARE

SEE MORE ABOUT CMS AND
DIRECT CONTRACTING



JOIN
CVCHIP TODAY...
SEE HIGHLIGHTS ON THE NEXT PAGE



CMS Redesigns Accountable Care Organization Model to Provide Better Care for People with Traditional Medicare

PRESS RELEASE: Feb 24, 2022

Building on the Biden-Harris Administration's priorities for a better health care system, today the Centers for Medicare & Medicaid Services (CMS) announced a redesigned Accountable Care Organization (ACO) model that better reflects the agency's vision of creating a health system that achieves equitable outcomes through high quality, affordable, person-centered care. The ACO Realizing Equity, Access, and Community Health (REACH) Model, a redesign of the Global and Professional Direct Contracting (GPDC) Model, addresses stakeholder feedback, participant experience, and Administration priorities, including CMS' commitment to advancing health equity.

In addition to transitioning the GPDC Model to the ACO REACH Model, CMS is canceling the Geographic Direct Contracting Model (also known as the "Geo Model") effective immediately. The Geographic Direct Contracting Model, which was announced in December 2020, was paused in March 2021 in response to stakeholder concerns.

"The Biden-Harris Administration remains committed to promoting value-based care that improves the health care experience of people with Medicare, Medicaid and Marketplace coverage," said CMS Administrator Chiquita Brooks-LaSure. "To fulfill that commitment, CMS, through the Innovation Center, is testing new models of health care service delivery and payment to improve the quality of care that people receive, including those in underserved communities. The Innovation Center is making improvements to existing models and launching new models to increase participation in our portfolio, and CMS will be a strong collaborator to health care providers that participate in those models."

As CMS works to achieve the vision outlined for the next decade of the Innovation Center, CMS wants to work with partners who share its vision and values for improving patient care, guided by three key principles. First, any model that CMS tests within Traditional Medicare must ensure that beneficiaries retain all rights that are afforded to them, including freedom of choice of all Medicare-enrolled providers and suppliers. Second, CMS must have confidence that any model it tests works to promote greater equity in the delivery of high-quality services. Third, CMS expects models to extend their reach into underserved communities to improve access to services and quality outcomes. Models that do not meet these core principles will be redesigned or will not move forward.

READ MORE: <https://www.cms.gov/newsroom/press-releases/cms-redesigns-accountable-care-organization-model-provide-better-care-people-traditional-medicare>

MARCH 2022

REMINDERS



CELEBRATIONS

Monthly Holidays

American Red Cross
Brain Injury Awareness
Colorectal Cancer Awareness
Deep Vein Thrombosis (DVT)
Developmental Disabilities
Awareness
Irish-American Heritage
Malignant Hypertension
Awareness & Training
National Ethics Awareness
National Eye Donor
National Kidney
National Nutrition
National Social Work
National Women's History
Spiritual Wellness
Women's History



JOIN THE CVCHIP

MONTHLY CHAT

VIA ZOOM

WEDNESDAY, 7:30 AM

MARCH 23

(Visit cvchip.org and **Page 10**
for more details)



ENCOURAGE PATIENTS TO:

**Wash Hands; Watch Distance;
Wear Masks and Vaccinate**

TAKE THE TIME TO ACT ON THE FOLLOWING:

- **CONNECT REGULARLY WITH**
CVCHIP QUALITY ASSURANCE
OFFICER – Shakara Elam
- **SHARE**
Success Stories and Best
Practices
- **RECOMMEND**
Board Members, Partners and
Practices for CVCHIP
- **VISIT FREQUENTLY**
(cvchip.org)
- **SCHEDULE**
Lunch and Learn Session

CELEBRATE REGULARLY, SUCCESSFUL



PRACTICES AND BOARD MEMBERS

PRACTICES

Adult And Pediatric Medical Associates, PC
 Cardiac Connections Home Health Care
 Central Virginia Family Medicine, P.C.
 Charles City Medical Group Inc
 Commonwealth Vein Center
 Divine Health Care LLC
 Al Family and Urgent Care
 East Coast Physicians PC
 Family Medical Center PC
 Family Medicine Health Care PLLC
 MD Fort Norfolk Plaza Medical Associates, LLC
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 MD Lindley Smith
 MD Wellness And Health Center
 Old Hampton Family Medical Associates PC
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 D Primary Care Specialists, Inc.
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 Lindley T. Smith. MD
 Makini Ainsworth, MD
 Leo C. Bowers, MD
 Anna Peoples, Pharm
 James Newby, II, MD
 Narita C. Snead, MPH

NEW PRACTICES

| | |
|-------------------|-----|
| Narita C. Snead | MPH |
| Saquib Samee | MD |
| Ravinder S. Kohli | MD |

BOARD MEMBERS

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 Lindley Smith, MD
 Edward G. West, MBA
 Tania Akers-White, MD

2021-2022



COMING SOON

- CVCHIP Roundtable On Direct Contracting
- CVCHIP CEO Visits To Member Practices
- Discussion of CVCHIP 2022 Member Experience With Emergent ACO
- Bi-Weekly CHAT-March 23, 2022 at 7:30 AM
- CVCHIP Member Recognition Day

RECOMMENDED RESOURCES SITES

www.heart.org/en/affiliates/virginia/norfolk
www.mastercenter.com
www.communitytransformersllc.com
<https://www.vhwda.org/>
www.cms.gov
www.cvchip.org
www.vdh.virginia.gov
www.dmas.virginia.gov
www.nmanet.org
www.cdc.gov

**THANK YOU EVERYONE FOR
YOUR CONTINUING SUPPORT**

2022 IS TAKING SHAPE AS ANOTHER GREAT YEAR

(It Will Be Reflected In Part from the Shared Savings
To Be Distributed for the 6th Consecutive Year)

WE CAN CONTINUE TO TRAVEL TO THE



**“Individually, we are one drop.
Together, we are an ocean.”
Ryūnosuke Satoro**

SEND NEWSLETTER TOPIC SUGGESTIONS TO

Marilyn H. West, Editor

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