## What is the best payment financing strategy for your hospital?

Rethinking how to collect patient financial responsibility is imperative to providers in the shifting healthcare landscape. Hospitals can mitigate the impact of patient financial responsibility on hospital revenue with a variety of financing strategies. See the table below for a comparison of the three main strategies hospitals are considering today.

Program	Collection Results	Hospital Resources	Best Fit Hospitals	Program Pros	Program Cons	
Payment Plans	\$\$\$	<b>ŤŤŤ</b>	<ul> <li>Strong cash position</li> <li>Expert revenue cycle department</li> </ul>	<ul> <li>Comfortable</li> <li>Self-administered by hospital staff</li> </ul>	<ul> <li>Difficult to manage</li> <li>May take years to recoup unpaid balances</li> </ul>	
			No cash acceleration. Liabilities remain on hospital balance sheet.			
Recourse Lending	\$\$\$	<b>†</b> †	<ul> <li>Investment grade hospitals</li> </ul>	<ul> <li>Cash acceleration</li> <li>Lower fee vs. non-recourse lending</li> </ul>	<ul> <li>Patient default exposure</li> <li>Recourse reconciliation is painful</li> </ul>	
			If the patient defaul	If the patient defaults, the <b>hospital</b> takes back the account balance		
Non-Recourse Lending	\$\$\$	Ť	• All hospitals – no reserve required	<ul><li>Cash acceleration</li><li>Higher netback vs. recourse lending</li></ul>	<ul><li>Higher fee vs. recourse</li><li>Need to understand underwriting</li></ul>	
			If the patient defaults, the <b>lender</b> is on the hook, not the hospital			

Contact iVita Financial today to discuss non-recourse patient payment financing options for your patient population or to request a data study identifying the financial improvements that can be gained with a non-recourse leading program iVita Financial provides are interest, non-recourse payment plan programs that can grow with patients as they need can