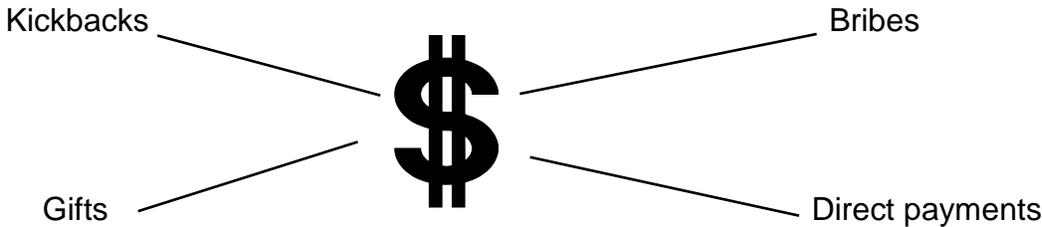


A BRIEF LOOK AT -

NON-SOLICITATION



All of the above are examples of receiving something from someone for client referrals to the Agency or “solicitation.” In other words, someone gives you money or a gift for getting as many clients as you can to the Agency. Or, another example is that YOU or someone at the Agency gives the client money or a gift to sign up with the Agency. Or, yet another example is that YOU or someone at the Agency gives the client money or a gift to transfer from the agency s/he is at now to come to your Agency.

And, doing any of these things could result in prosecution leading to a civil penalty of up to \$10,000 for each day of violation and each act of violation. Or, to put it a different way, every time this is done, the person doing this solicitation could pay a fine up to \$10,000!



Every payor source and regulatory body governing the Agency’s right to provide services to clients has rules about not soliciting or “non-solicitation.” These include:

Every payor source and regulatory body governing the Agency’s right to provide services to clients has rules about not soliciting or “non-solicitation.” These include:

TEXAS RULES AND REGULATIONS

CMS - Medicare

Texas Department of Aging and Disability Services

Equally, the Agency you are working for has a policy against soliciting clients. It says something like this: **“Agency does not reimburse or provide incentives to employees...for patient referrals to the Agency...Claims of solicitation and/or remuneration will be thoroughly investigated by management. Employees found in violation of this policy will be subject to discipline up to termination of employment.”**

Physicians, clients, and other legitimate sources may refer clients to the Agency but none should be as a result of payment for the referral. The Agency is relying on YOU to avoid even the appearance of solicitation!

A BRIEF LOOK AT -

NON-SOLICITATION



QUIZ

1. Solicitation means paying money to someone for a referral to the Agency.
 True
 False
2. Solicitation means giving a person a gift to transfer to the Agency.
 True
 False
3. Solicitation can result in a civil penalty up to \$10,000 for each violation.
 True
 False
4. The Agency has a policy against solicitation that could result in my being fired.
 True
 False

Signature

Date

**A BRIEF LOOK AT -
NON-SOLICITATION**



ANSWER KEY

1. TRUE
2. TRUE
3. TRUE
4. TRUE