

## TCIV: ‘Cat-and-mouse’ games impact reimbursement

Managing partner [Harry Nelson](#) presented at the Treatment Center Investment & Valuation Retreat with Andrew Martin of the Behavioral Health Association of Providers and was recently quoted in Behavioral Healthcare Executive about his presentation.

From the article:

### **Compliance and culture**

Compliance and culture were among the topics covered by Harry Nelson, managing partner of the Nelson Hardiman law firm and chairman of the Behavioral Health Association of Providers (BHAP), and Andrew Martin, MBA, LAADC, chief operating officer of BHAP.

At a time for the industry in which suspicions are high thanks to the damage done by unscrupulous actors, operating in an upright manner and overcommunicating your organization’s values are critical, Nelson and Martin said.

The duo favor a strategic approach to compliance over one that is fear-based. They added that providers should operate with core values of transparency, accountability and integrity, and work to build a problem-solving culture that seeks continuous improvement and to identify potential problems early.

With that groundwork established, providers can boost their bottom lines by avoiding crowded market segments and developing a focus on specific clinical treatment models that fill gaps within the industry, an approach that is attractive to payers, employers and investors alike, they said.

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