



Compensating Providers for Facilitating Recruitment Efforts

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Providers' Roles in Facilitating Recruitment



- Provider based recruitment of participants is being utilized within the Vanguard Phase as one of three key recruitment strategies in the alternate recruitment sub-study and, to a more limited extent, in other recruitment approaches
- Providers' roles in Study recruitment range from allowing Study Center (SC) field staff to have a presence in their offices, to allowing SC staff to access medical records, to informing patients of potential eligibility for Study participation and facilitating an initial contact with SC to begin the screening process
- Providers will *not* administer informed consent, conduct screening or conduct research activities

Potential Approaches to Compensating Providers



- Monetary payments: Capitated payment or “finder’s fees” based on number of: (1) eligible participants referred or (2) number of participants enrolled
 - Potential for conflict of interest as providers’ own financial interests can be pitted against their moral obligations to patients
 - Controversial practice, not illegal but considered “unethical” by AMA’s Council on Ethical and Judicial Affairs (<http://www.ama-assn.org/ama1/pub/upload/mm/369/65b.pdf>). If capitated payments are used, this practice should be disclosed to participants.
- Monetary payments: Based on level of resources and effort expended and/or volume of patients who live in segments
 - Necessary to identify what is appropriate index for payment amounts
- Non-monetary Incentives: Can take multiple forms
 - Provisions of content for Continuing Medical Education Credits (CME), stipends for travel to professional meetings or CME training; Food; Purchase of supplies; Branded give-away items