

**Average Visit Duration in Minutes**

Discipline	Hospice	Palliative Care	Typical Hospice
RN	66.00	75.00	60.0
LPN	-	-	60.0
CNA	56.00	72.00	70.0
SW	60.00	-	65.0
PC	60.00	-	40.0
Physician	-	-	40.0
On-Call	-	-	40.0
Admissions	72.00	-	90.0
Bereavement	62.40	-	
Volunteer	-	-	

**Total Cost Per Visit**

Hospice	Palliative Care	Typical Hospice
1,893.85	1,094.30	120.0
-	-	90.0
438.58	1,095.83	50.0
729.72	-	135.0
263.19	-	85.0
-	-	85.0
-	-	120.0
10.06	-	180.0
546.97	-	
-	-	

**Total Visit-Hour Cost**

Hospice	Palliative Care	Typical Hospice
1,721.68	875.44	120.0
-	-	90.0
469.90	913.19	42.9
729.72	-	124.6
263.19	-	127.5
-	-	127.5
-	-	180.0
8.38	-	120.0
525.93	-	
-	-	

**Total Number of Visits by Discipline**

Discipline	Hospice	Palliative Care
RN	1,000	400
LPN	-	-
CNA	1,500	100
SW	500	-
PC	500	-
Physician	-	-
On-Call	-	-
Admissions	100	-
Bereavement	250	-
Volunteer	-	-
<b>3,850</b>	<b>500</b>	

**Est. Visits for each Patient per Week**

Hospice	Palliative Care
0.14	1.87
-	-
0.21	0.47
0.07	-
0.07	-
-	-
-	-
0.01	-
0.04	-
-	-
<b>0.54</b>	<b>2.33</b>

**Total Visit Time by Discipline**

Discipline	Hospice	Palliative Care
RN	1,100	500
LPN	-	-
CNA	1,400	120
SW	500	-
PC	500	-
Physician	-	-
On-Call	-	-
Admissions	120	-
Bereavement	260	-
Volunteer	-	-
<b>3,880</b>	<b>620</b>	

**Est. Visit-Hours for each Patient per Week**

Hospice	Palliative Care
0.15	2.33
-	-
0.20	0.56
0.07	-
0.07	-
-	-
-	-
0.02	-
0.04	-
-	-
<b>0.54</b>	<b>2.89</b>

**HOW TO KNOW YOUR COSTS BY DIAGNOSIS AND OTHER DEMOGRAPHICS**

Use this report to monitor the primary method we use to deliver our compassion and care...the visit.

Number of Visits and Visit Durations are important and tell us if we are getting good value for our payroll dollars. Just because costs look good on a patient-day basis is no assurance that productivity is high.

Every quarter after you email your data to MVI for upload into the National Financial Data Set, use this report to update the cost fields for each discipline in your patient-management system. Use the Total Cost Per Visit-Hour if possible. Otherwise, use the Total Cost Per Visit. In order to have a true costing using this method, you will also need to either import or, in some way, input your patient-related costs such as medications, DME, medical supplies, therapies, etc. by patient. This will make it possible for your hospice to run costing reports by patient, diagnosis, payer, referral source, age, and other criteria from the patient-management system.

Listen to the audio CD [How to Get Your Costs By Diagnosis, Payer & Other Demographics](#) for more information.