

# NAMSS PASS™ State Association Cooperative Outreach Program

The goal is to create a program whereby the State Associations can benefit from their efforts to encourage their members to participate in NAMSS PASS.

## **Expectations of State Associations:**

In order to be eligible for the incentives listed below, state associations are expected to:

1. At start of program, provide NAMSS with list of members to include first and last name, title (if known), facility, work email and work address (for tracking participation and determining incentives earned)
2. Distribute monthly promotional NAMSS PASS emails to their members
3. Distribute NAMSS PASS flyers at their annual and quarterly meetings
4. Promote the NAMSS PASS Training webinars on a monthly basis

## **Expectations of NAMSS:**

1. Provide content for monthly NAMSS PASS emails to be distributed by state leadership
2. Host monthly NAMSS PASS training webinars and provide schedule to state leadership
3. As funding allows, attend state association meetings to present NAMSS PASS
4. Maintain an up-to-date NAMSS PASS resources section of the NAMSS website with downloadable flyers for distribution at state association meetings

## **Incentives for Participating:**

Participation will be tracked based on hospitals represented by the state association membership (states' hospital entities). The "promotional period" is defined as December 31, 2014.

1. During the Promotional Period, for every 10 states' hospital entities that become Contributing Entities reward a \$500 coupon code good for a NAMSS online education course. This coupon is given to the State Association leadership for them to decide which of their members would receive the coupon.
2. During the Promotional Period, if a State Association achieves 50% or more of states' hospital entities participating with NAMSS PASS, then all State Association members will receive the NAMSS member pricing for NAMSS PASS. This helps the State Association to promote the value of their state membership.
3. During the Promotional Period, facilities that become Contributing Entities receive a 20% discount in perpetuity on their applicable NAMSS PASS fees, subscriptions or letter credits. They will receive this discount as long as they remain a Contributing Entity. Applicable fees are defined by the current NAMSS PASS Fee Schedule. This discount is in addition to any other discounts earned by the healthcare entity (e.g. ECP, volume discounts, etc.) up to a maximum of 50% total discount.
4. If a State Association achieves and maintains 80% or more of states' hospital entities participating with NAMSS PASS every year, the State Association receives annual NAMSS PASS Sponsorship Funds that can be used to help offset their State meetings' expenses. This is based on 5% of Service Fees attributed to that State's Contributing Entities with a maximum of \$1,000 and will continue for three years from the date they achieve the 80% level. This time period can be extended at the option of NAMSS and WIN/Staff.

## **Getting Started:**

Getting started is easy! Just contact Andy Lock at [andy.lock@namsspass.com](mailto:andy.lock@namsspass.com). You will be asked provide a list of members to include first and last name, title (if known), facility, work email and work address so we can begin tracking state participation. You will then begin receiving monthly NAMSS PASS emails to be forwarded to your membership.