ANCO FAX News

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INTRODUCTION

The ANCO FAX News focuses on ANCO's core activities—advocacy, clinical and professional

education, membership benefits, and *Association* news. While membership mailings, FAX broadcasts, and ListServ postings continue, the *ANCO FAX News* summarizes this information in a regular forum of important news to members. Contact the ANCO office for additional information regarding any item published in the *ANCO FAX News* or to contribute items.

The ANCO FAX News is sent to member

practices (via FAX) and Corporate Member contacts (via e-mail). The next regular ANCO

FAX News will be published on February 24th.

Comments on and contributions to the ANCO

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FAX News are always welcome and encouraged at

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There is information in the ANCO FAX News for every member of your practice or organization. Pass it along!

Physician Members

□ Nurse & Office Managers

□ Office Staff

Colleagues & Representatives

ADVOCACY

[Editor's Note: ANCO meets regularly with national, regional, and statewide organizations to discuss issues of importance to oncology practices and people with cancer.

We continually seek input from members on agenda items for these meetings. Send your issues to the ANCO office.]

ACCC, ASCO, ASH, and National Legislative & Regulatory Issues

[Editor's Note: ANCO is a member of the Association of Community Cancer Centers (ACCC) and a state/regional affiliate of the American Society of Clinical Oncology (ASCO). ANCO and the American Society of Hematology (ASH) have

agreed to share information with members. We regularly participate with these organizations on matters of national importance to oncology practices.]

Bimal J. Patel, M.D., ANCO *President*; Peter Paul Yu, M.D., ANCO *Board Member, Past President,* and *Chair–Elect,* ASCO *Clinical Practice Committee*; and, José Luis González, ANCO *Executive Director*, represented ANCO at ACCC's 14th Annual Oncology Presidents' *Retreat* in Washington, D.C., on February 3rd-

The Association of Northern California Oncologists (ANCO) is an association of oncologists and hematologists dedicated to promoting high professional standards of oncology by providing a forum for the exchange of ideas, data, and knowledge. The material contained in the ANCO FAX News is intended as general information for ANCO members. Because diagnostic, treatment, contracting, coding, and billing decisions should be made on a case-by-case basis, any such information contained in the ANCO FAX News may not apply in any given situation. Members are encouraged to contact their own consultants or advisors to obtain specific advice on matters relating to contracting, coding, and billing. The information contained in the ANCO FAX News should not be used as a substitute for such advice.

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4th. Discussion topics included:

• Electronic medical records (EMRs) in oncology

• CMS's quality care and pay-forperformance plans, the 2006 *Oncology Demonstration Project*, and NCCN guidelines

• *Medicare Administrative Contractors* (MACs), state-level Medicaid issues, and trends in private insurance reimbursement for community oncology

Please contact the ANCO office for additional information about these presentations.

Bimal J. Patel, M.D., ANCO *President*; Peter Paul Yu, M.D., ANCO *Board Member*, *Past President*, and *Chair-Elect*, ASCO *Clinical Practice Committee*; John A. Keech, Jr., D.O., ANCO *Board Member* and *Past Chair*, ASCO *Clinical Practice Committee*; and, José Luis González, ANCO *Executive Director*, represented ANCO at the ASCO *Clinical Practice Committee* meeting in Washington, D.C., on February 3rd. Highlights included:

• 2006 Legislative Outcomes/Outlook. The House of Representatives passed the Deficit Reduction Act freezing the 2006 Medicare Physician Fee Schedule Conversion Factor at the 2005 level. The Act does not reform the sustainable growth rate methodology used annually to calculate the conversion factor. Therefore, the 2007 Conversion Factor will likely represent at least a 6% reduction. CMS will mass adjust all 2006 paid claims with dates of service on or after January 1st using the new, higher allowables.

Representative Thomas plans on introducing changes to the *Competitive Acquisition Program* (CAP) in order to make it more attractive to oncologists. It is estimated that 3-6 vendors have submitted bids to become CAP vendors. The program is likely to be implemented starting in July 2006 with physicians having an election period from mid-April to mid-May. • 2006 Oncology Demonstration Project. ASCO has recommended that gynecological oncologists be added to the covered specialties for the 2006 Oncology Demonstration Project. ASCO asks that all Medicare Part B carrier-specific reimbursement issues relative to the Oncology Demonstration Project be reported to the ASCO office.

• ASCO Guidelines. Some of ASCO's guidelines are being updated (e.g., antiemetics, CSFs, GI and breast tumor markers, breast cancer surveillance, prostate cancer, chemotherapy/radiotherapy protectants) and some new ASCO guidelines are being developed (e.g., for in fertility preservation, survivorship, larynx preservation, PET scanning, and central venous catheter care).

• Specialty Pharmacy Distribution of New Drugs. Some expensive new oral anti-cancer drugs are only available via select specialty pharmacies. Industry argues that this will make access to these new agents easier since local pharmacies may not wish to inventory such expensive and relatively rarely used drugs. ASCO has communicated physician discomfort with this practice to the manufacturers. Individual members with concerns about this practice should also contact the manufacturer of the specific drug.

• ASCO/AOHA Support Services Study. The data from this *Study* will help ASCO address long-term payment for oncology care by identifying currently provided oncology care services that are not codified and reimbursed. Members that received a copy of the survey instrument are urged to complete and return it as soon as possible. Assistance from ASCO is available upon request.

ANCO and ASCO continue to work towards ensuring that people with cancer have access to quality cancer care in the community. Here are resources available to practices:

• The 2006 *Medicare Physician Fee Schedule* for California is available at

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www.medicarenhic.com/cal_prov/ fee_sched.shtml#60.

• 2006 drug administration CPT codes are available on the American Medical Association website (www.amaassn.org/ama/pub/category/3113.html; select What's New). ASCO's crossreference sheet between the 2006 CPT codes, Medicare's 2005 G-codes, and the 2005 CPT codes for drug administration and FAQs for 2006 Drug Administration, are available at www.ancoonline.org/mma.html.

• HCPCS code additions, changes, and deletions are accessible via CMS at www.anco-online.org/mma.html.

• 2006 drug reimbursement remains at ASP plus 6%. 1Q06 Average Sales Prices (ASP) may be downloaded at www.cms.hhs.gov/ McrPartBDrugAvgSalesPrice/ 02_aspfiles.asp#TopOfPage.

• Regarding the **2006** *Oncology Demonstration Project*, visit www.anco-online.org/mma.html for the following resources:

✓ ASCO's 2006 Oncology Demonstration Project Fact Sheet, FAQs, G Codes, and How to Determine the Impact of the 2006 Oncology Demonstration Project on Your Practice

✓ ASCO's Disease-Specific Documentation Templates (with additional documentation templates from Florida posted on ANCO *News On-Line* on January 31st)

✓ ASCO's new webpage dedicated to the 2006 *Oncology Demonstration Project* is at www.asco.org/2006demo.

✓ ASCO & NCCN Treatment Guidelines

✓ CMS's Documentation and Coding Guidelines, Medlearn Matters Article Describing Coding and Billing Requirements, and Instructions to Carriers

Visit www.asco.org/mma, www.ancoonline.org/mma.html, or call/e-mail ASCO's billing and coding hotline at (703) 299-1054/practice@asco.org for up-to-date information on changes in coding for drug administration services, as well as billing and payments for drugs. And, join ASCO's Grassroots Advocacy Network at www.asco.org/grassroots_survey.

In January 2006, the Medicare Payment Advisory Commission (MedPAC) reported to Congress on the Effects of Medicare Payment Changes on Oncology Services. Visit www.medpac.gov to read the entire report. According to LegisLink's summary, the MedPAC report:

• confirms that, during the first half of 2005, practices could buy most drugs at prices below the Medicare payment rate.

• appears to imply the adequacy of drug administration payment amounts.

• noted a narrowing of the range of discounts offered to purchasers.

MedPAC also reports that significant changes have occurred in community oncology. Practices:

• changed their drug purchasing activities and spent more time and effort shopping for lower priced drugs and appear to be making decisions on certain drugs based solely on acquisition price.

• kept smaller inventories of drugs on hand which allowed them to respond more quickly to changes in drug prices.

• lowered costs by changing their mix of employees (i.e., cutting back hours, using less expensive staff), reducing health and pension benefits for employees, outsourcing certain tasks like coding to free up clinicians' time, and hiring pharmacists to oversee the purchase and mixing of drugs.

MedPAC also found that increasing numbers of Medicare patients without supplemental insurance are being sent to hospital outpatient departments for chemotherapy. Physicians reported they might have to close satellite clinics due to Medicare payment changes, which will further exacerbate access issues particularly for rural beneficiaries.

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Finally, while MedPAC reports that most oncologists could purchase most drugs at a rate below the reimbursement level, it acknowledges that every practice contacted was unable to purchase some drugs below reimbursement.

Medicare Prescription Drug Plan (PDPs; MedicareRx; Part D) coverage was effective January 1st. Medicare beneficiaries who are interested in obtaining more information about enrollment, coverage, and more details should contact 800-Medicare (or 800-633-4227), the *Health Insurance Counseling and Advocacy Program* (HICAP) at (800) 434-0222, or visit www.medicare.gov. The following resources may also be helpful to member practices:

• ACCC's Medicare Part D presentation, *Choosing Directions: Oncology Reimbursement at the Crossroads*, and the Bayer/Onyx presentation entitled *Demystify Medicare Part D Prescription Drug Benefits* are available at www.ancoonline.org/mma.html.

• ASCO's Medicare Part D Fact Sheet is available at www.anco-online.org/ mma.html. Please contact ASCO's *Cancer Policy and Clinical Affairs Department* at (703) 299-1050 or publicpolicy@asco.org to share your experience with Medicare Part D.

According to a summary of CMS's *Open Door Forum* on MedicareRx prepared by the *Lash Group Healthcare Consultants* (an ANCO Corporate Member):

• If a drug was covered by Medicare Part B in 2005, it remains covered by Part B in 2006.

• The point of sale of a drug as of January 1st can determine whether a drug will be covered and can be billed under Part B or Part D. In general, if the physician is providing the drug out of his/her pharmacy stock, it should be billed under Part B.

• There seven oral anti-cancer agents that are covered under Part B and reimbursed by the DMERC.

• Oral anti-nausea drugs will be covered under Part B if they are to be administered (including selfadministered) within 48 hours of the patient's chemotherapy.

It is CMS policy that:

• Part D plans cannot require rejection of a claim for Part B coverage before allowing coverage of a drug. Plans must take further steps to explore potential coverage and may need additional evidence for coverage.

• Part D plans cannot pay for drugs covered by Part B.

• Patients, providers, and pharmacists may need to provide specific medical history, medication history, and recent prescription utilization information so that the plan has sufficient information to make a reasonable coverage determination. Each case depends on specific patient-level, drug-specific, condition-specific, and plan-specific information.

- Drug formularies vary by plan, as do patient premiums and copays.
- State Medicaid coverage of drugs excluded from Medicare coverage varies, as do the medical necessity criteria.

CMA, MOASC, and State Legislative/Regulatory Issues

[Editor's Note: ANCO and the Medical Oncology Association of Southern California (MOASC) are members of the California Medical Association's (CMA) House of Delegates and Council on Legislation. ANCO and MOASC cooperate on several joint ventures and coordinate activities in the advocacy and membership benefit arenas. Each is represented at the Board meeting of the other.]

Noteware Government Relations represents ANCO (and MOASC) in Sacramento. They report:

• Assemblymember Loni Hancock has agreed to author a bill that would require a patient's informed consent when a physician chooses to prescribe, furnish, or administer any drug for an off-label indication. The proposed legislation would require a physician to inform the patient that the drug has not been approved by the FDA to treat the condition; explain the nature, degree, duration, side effects (and the degree to which these may be controlled), and risks of the medication; inform the patient about any division of opinion existing as to the efficacy of the medication; give a description of the effect of the medication on the human body; tell the patient the dosage deemed necessary to treat the condition; give the median age group for which the medication is prescribed; offer any medical alternatives to the medication (and , if alternatives are available, then to explain why the medication is recommended instead); and, inform the patient that he or she is free to withhold consent at any time. The bill has not yet been formally introduced, but stakeholders have already begun to meet with Assemblymember Hancock regarding her pending legislation.

CMA is sponsoring legislation to stop the 5% DHS/MediCal provider rate cut. CMA has sample letters on its website that physicians can use to tell legislators and the *Governor* to stop the cuts by supporting SB912.

CMA is cosponsoring the *Healthcare* Information and Management Systems Society's conference entitled Physicians Adopting Computer Technology on March 25th at the San Francisco Airport Marriot. Attendees will receive step-by-step guidance on selecting and implementing electronic medical records. Visit www.calphys.org/ html/cc057.asp for more information.

NHIC/Medicare & DHS/MediCal

[Editor's Note: ANCO meets with National Heritage Insurance Company (NHIC) that administers Medicare in California and the Department of Health Services (DHS) that administers MediCal in California.]

NHIC/Medicare will update **California's** *Physician Fee Schedules* upon instructions from CMS once *President* Bush signs the *Deficit Reduction Act.* They expect that to occur before mid-February. Specifically, G0332 will be reimbursed at a national rate of \$69 and will be adjusted geographically. Local rates will be included in the updated *Physician Fee Schedule*.

NHIC/Medicare advises ANCO that the 2006 Oncology Demonstration Program is only open to hematologists (specialty 82), medical oncologists (specialty 83), and hematologists/oncologists (specialty 90). It is not open to internists. Some ANCO members may be classified in the NHIC/Medicare system as internists and may have their 2006 claims for the Oncology Demonstration Program denied. Physicians may contact NHIC/Medicare Customer Service at (877) 527-6613 to determine how they are classified. Internists may change their specialty by completing the applicable sections of Form 855I. Please be advised that it may take up to 60 days for any changes to be implemented. Verify your NHIC/Medicare specialty classification today!

DHS/MediCal has approved coverage of azacitidine (Vidaza; S0168 in conjunction with CPT code 96401; 100mg) effective February 1st for myelodysplatic syndrome (MDS). Providers will be reimbursed per 75mg injection.

United Government Services (UGS), the Medicare Part A fiscal intermediary for California, has formulated a new draft Local Coverage Determination (LCD) for darbepoetin alfa. The draft LCD is open for comment through March 17th. It may be viewed at www.ugsmedicare.com/providers/lmrp/ DraftIndex.asp

EDUCATION

[Editor's Note: ANCO regularly organizes clinical and professional education meetings throughout the year and throughout Northern California.]

Medicare Reimbursement for Oncology 2006

ANCO's annual Medicare update programs took place from January 24-26th in San José, Fresno, and San Francisco, respectively. Roberta Buell, M.B.A., Patricia Falconer, M.B.A., and NHIC/Medicare staff presented the latest information on changes in general Medicare reimbursement and Medicare reimbursement for oncology. The speakers described these changes ANCO FAX News

as well as provided information on how to analyze their impact on and implement them in your oncology practice. Visit www.ancoonline.org/medicareupdate2006.html to download the presentations.

ASH Highlights 2005

ANCO's annual ASH Highlights 2005 will take place on Wednesday evening, February 22nd at the Hotel Nikko in San Francisco. Faculty from Stanford (Steven Coutre, M.D., Peter Greenberg, M.D.), UC Davis (Joseph Tuscano, M.D.), and UC San Francisco (Charles Linker, M.D.) will review the clinically most important research results presented at December's ASH Annual Meeting. This meeting will be moderated by

Steven Coutre, M.D., *Stanford*, and accredited by ASCO. Meeting announcements and registration forms were mailed in late January and are available at www.ancoonline.org/ash.html.

ASCO's Prostate Cancer Symposium: A Multidisciplinary Approach

ASCO's Prostate Cancer Symposium: A Multidisciplinary Approach will be held February 24-26th, in San Francisco. This three-day Symposium is co-

sponsored by ASCO, the American Society for Therapeutic Radiology and Oncology (ASTRO), the Prostate Cancer Foundation, and the Society of Urologic Oncology (SUO) and is designed for individuals with clinical or research interests in the evaluation and management of prostate cancer. Visit www.asco.org/asco/ downloads/Prostate_Program_ Announcement_FINAL.pdf for more information and to register.

5th Annual Allison Taylor Holbrooks/Barbara Jo Johnson Breast

Cancer Conference: Breast Cancer—Real Questions, Real Answers

ANCO is pleased to partner with the Allison Taylor Holbrooks Breast Cancer Research Fund and the Northern California Cancer Center on Breast Cancer—Real Questions, Real Answers. This year's program takes place at the Golden Gate Club (The Presidio) in San Francisco on March 4th. Speakers will present new and practical information about living with a diagnosis of breast cancer. For additional information or to register, visit www.nccc.org.

ACCC's 32nd Annual National Meeting: Strategies & Tools for Quality Care

ACCC's 32nd Annual National Meeting: Strategies & Tools For Quality Care takes place March 14-17th at the Crystal Gateway Marriott in Arlington, Virginia. This meeting will examine the challenges ahead for hospital cancer programs and oncology practices. Visit www.accccancer.org/MEET/meet_ annual.asp for additional information and to register.

Additional Education Meetings

Other meetings of possible interest to ANCO member practices are:

February 14-19th *Cancer and Kinases: Lessons from the Clinic* Keystone Symposia Santa Fe, NM

February 17th-21st 26th Annual Clinical Hematology & Oncology Conference Scripps Cancer Center San Diego

February 23rd, June 14th Living with Lung Cancer

ANCO thanks

APP/Abraxis Oncology, Bayer Oncology/Onyx Pharmaceuticals, Berlex Laboratories, biogenIDEC, Cephalon Oncology, Genentech BioOncology, GlaxoSmithKline, International Oncology Network/ Oncology Supply Millennium, Novartis Oncology, Ortho Biotech/Tibotec Therapeutics, Schering Plough Oncology, and Oncology Pharmaceutical Services

for supporting clinical and professional education.

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Cancer*Care* Telephone Education Workshop

February 28th Chronic Myelogenous Leukemia (CML): Update from the ASH Annual Meeting CancerCare Telephone Education Workshop

March 6-8th Spring Conference California Hospice Foundation Berkeley

March 6-10th *Molecular Targets for Cancer Prevention* Keystone Symposia Tahoe City

Please contact the ANCO office for more information about these meetings.

ASSOCIATION NEWS

Board of Directors

The ANCO *Board of Directors* met on January 26th to discuss and/or act upon the following issues:

• Election of *Officers* (Bimal J. Patel, M.D., *President*; Richard A. Bohannon, M.D., *Vice President*; L. Wayne Keiser, M.D., *Secretary*; and, Stephen T. Hufford, M.D., *Treasurer*).

• FY2005 financial report.

• FY 2006 budget.

• National and California legislative/regulatory issues, proposed California legislation, and public and private payer issue updates.

• Clinical and professional education, and *Annual Meeting* plans for 2006.

- Membership benefits and surveys.
- ANCO's ASCO *State Affiliate Grant Application* on emergency planning/preparedness.

Contact the ANCO office for additional information on any of these items.

The ANCO *Board of Directors* meets regularly by teleconference and occasionally in person to

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discuss issues affecting the *Association*, clinical and professional education, and ways to better serve the membership. *Board* meetings are open to individual physician members. The **next regularly scheduled ANCO** *Board of Directors* **teleconference** will take place on March 7th. Please call José Luis González, *ANCO Executive Director*, at (415) 472-3960 if you wish to participate in a future meeting.

Individual Member News

The ANCO Directory of Members & Membership Information 2005 was published and mailed in June 2005 to all physician members; nurse and office manager contacts; and, Corporate Member representatives. Additional copies are available from the ANCO office upon request. The next *Directory* will be published in June 2006.

The following **update**(s) to the *Directory* should be inserted in the appropriate location(s):

ALPHABETICAL DIRECTORY OF PHYSICIAN MEMBERS

Caroline Behler, M.D. Jonathan Benjamin, M.D. Eric Collisson, M.D. Anand Dhruva, M.D. Amir Goldkorn, M.D. Harvey James Hamrick, M.D. Andrea Harzstark, M.D. Juliana Karrim, M.D. Qing Li, M.D. Amy Mimi Lin, M.D. Amy Ying-Ju Lin, M.D. Raymond Liu, M.D. Jason Lukas, M.D. Martha Man, M.D. Supriya Rajpal, M.D. Rosendo So-Rosillo, M.D. Matthew Sorensen, M.D. Samuel Tolman, M.D. Derrick Wong, M.D. Yifah Yaron, M.D. University of California, San Francisco Box #1270 San Francisco, CA 94143-1270 Telephone: (415) 353-2421 FAX: (415) 476-0624 behlerc@itsa.ucsf.edu jbenjam@itsa.ucsf.edu

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Corporate Member News

ANCO thanks the following **Corporate Members** for their generous support that enables ANCO to grow and expand its services for the oncology community in Northern California, and to provide its members and their patients with substantial benefits in the areas of advocacy, education, and information dissemination:

AMGEN • APP/Abraxis Oncology Bayer Oncology/Onyx Pharmaceuticals Berlex Laboratories • biogenIDEC Bristol-Myers Squibb Oncology Cephalon Oncology • Chiron Corporation Clarient Diagnostics • Enzon Pharmaceuticals Genentech BioOncology Genitope Corporation • Genomic Health GlaxoSmithKline International Oncology Network Lash Group Healthcare Consultants Lilly Oncology • Matrix Oncology MedImmune Oncology • MGI Pharma Millennium • National Oncology Alliance Novartis Oncology Oncology Pharmaceutical Services Oncology Supply OTN • Onmark Ortho Biotech/Tibotec Therapeutics OSI Pharmaceuticals • Pfizer Oncology Pharmion • Roche Oncology Sanofi Aventis Oncology Schering-Plough Oncology • SuperGen Wyeth Oncology

We especially wish to thank and welcome *Clarient Diagnostics* and *Pharmion* as new Corporate Members in 2006.

AMGEN is supporting Incorporating New Concepts in the Adjuvant Therapy of Breast Cancer into Your Practice, a series of audio conferences featuring Larry Norton, M.D. These audio conferences are being offered on various dates/times through March 17th. Visit www.larrynortoncme.com for additional information and to register.

Genentech BioOncology is supporting *Understanding Community Oncology Coding Guidelines for Optimal Patient Care*, a series of web conferences designed for oncology practice administrators and community oncologists featuring Risë Cleland and Michele Weiss. The web conferences are being offered on various dates/times through February 23rd. Visit www.cmesignup.com/coding2006 for additional information and to register.

Pfizer Oncology reports that the FDA approved Sutent (sunitinib), a new targeted anti-cancer treatment for patients with gastrointestinal stromal tumors (GIST), a rare stomach cancer, and advanced kidney cancer. Sutent is a tyrosine kinase inhibitor working through multiple targets to deprive the tumor cells of the blood and nutrients needed to grow.

Oncology Pharmaceutical Services is organizing a free webcast on Wednesday, February 15th, entitled Financial Management of Your Oncology Practice with Ricky Newton. For more information and to register, visit www.legislink.com/opes.

Institutional Member News

ANCO thanks the following **Institutional Members** for their support:

- Stanford University Medical Oncology
 University of California, Davis,
- Cancer Center
- University of California, San Francisco

The 8th Annual Northern California Tumor Board at Silverado will be presented by the Stanford University School of Medicine from March 10-12th. Tumor boards on breast, gastrointestinal, genitourinary, gynecological, and thoracic cancers; hematological malignancies and lymphoma; and, supportive and palliative care will be presented by faculty from Stanford, UC Davis, UC San Francisco, and the community. Registration and case submission materials can be downloaded from www.anco-online.org/ education.html or obtained from Jennifer Schafer at (650) 724-2288 or schafer@stanford.edu.

UCSF's *Pain Management and End-of-Life Care* takes place in San Francisco on June 4-5th. (This

program will be repeated on November 16-17th.)This course is designed for all physicians, nurses, and pharmacists who care for patients in pain or with life-threatening illness. It meets California's requirement that physicians take 12 hours of CME in pain and palliative care. Visit www.cme.ucsf.edu/cme/CourseDetail.aspx? coursenumber=MDM06P26 for more information.

Membership Dues for 2006

Membership renewal notices for 2006 were mailed to all members the week of December 5th, 2005. Return your 2006 membership dues to ANCO now to ensure your inclusion in *The ANCO Directory 2006*. Be sure to provide ANCO with the name(s) of office and/or nurse manager contact(s). Those not renewing their membership by June 1st will be deleted from the *Directory of Members*, will no longer be eligible for participation in ANCO's discounted pharmaceutical pricing programs, or receive any other ANCO benefits. Contact the ANCO office if you did not receive or misplaced your membership dues renewal notice.

ANCO seeks new members. All members of a practice should join ANCO. Provide the ANCO office with the names and addresses of colleagues you would like invited to join ANCO.

A larger ANCO is a stronger ANCO!