



NATIONAL ASSOCIATION OF
Community Health Centers, Inc.

2010 TRAINING

Maximizing Revenue and 3rd Party Reimbursement In Health Centers

Register and Reserve Your Place!

Maximizing Revenue and Reimbursement is offered by the National Association of Community Health Centers (NACHC) to help educate key staff in the unique and complicated reimbursement systems available to FQHCs and health centers. This seminar provides tools and techniques that will support your efforts to ensure that billing and collections procedures result in acquiring all revenues due for services provided in your health centers.

This comprehensive two-day training is designed to help participants:

- Learn critical steps to establishing effective billing and collections systems.
- Provide management reports that allow optimal oversight and cash flow.
- Formulate recommendations on how to improve operations.
- Improve operations to maximize revenue.
- Understand cost-based reimbursement.

Health centers often serve patients at multiple sites, including new sites. The Maximizing Revenue and 3rd Party Reimbursement in Health Centers training can also assist health centers that are confused about how to have new sites licensed, deemed under the FTCA, and added to their 330 scope of project. The basic guidelines of what can be billed, to which payers, and how much the health center can expect to be paid will also be covered.

Presenters:

Curtis Degenfelder, *Managing Director, RSM McGladrey, Santa Monica, CA*

Michael R. Taylor, *President, Precision Resources, Inc., Hartford, CT*

Ray Jorgensen, *President and CEO, PMG, Inc.*

New Orleans, LA February 10–11, 2010

Hampton Inn & Suites
1201 Convention Center Blvd.
New Orleans, LA 70130
Tel: 866-311-1200

Room Rate: \$119/night single/double (plus taxes).

Hotel Reservation Cut-Off date:

January 26, 2010

Pricing Information

- Earlybird Registration Fee: \$375 if registration received by February 1, 2010
- Regular and On-Site Registration Fee: \$425 if registration received after February 1, 2010

Registration cutoff date (Last day one can register online): February 5, 2010

San Francisco, CA May 5–6, 2010

Sheraton Fisherman's Wharf
2500 Mason Street
San Francisco, CA 91433
Tel: 888-627-7024

Room Rate: \$149/night single/double (plus taxes).

Hotel Reservation Cut-Off date:

April 15, 2010

Pricing Information

- Earlybird Registration Fee: \$375 if registration received by April 26, 2010
- Regular and On-Site Registration Fee: \$425 if registration received after April 26, 2010

Registration cutoff date (Last day one can register online): April 30, 2010

Duration of Training: 2 days

National Association of Community Health Center, Inc.
Maximizing Revenue and 3rd Party Reimbursement in Health Centers

DAY I

- 8:00 am Registration and Continental Breakfast
- 8:30 am Establishing Billing Systems in Health Centers Objectives: This session is directed at developing health center staff, new billing and management staff, and seasoned staff seeking new ideas. Attendees will learn the critical steps needed to establish effective billing and collections processes. Included is licensure and credentialing, billing numbers, provider agreements, encounter forms, charge schedules, sliding fee scales, remittance advices and much more.
- 10:45 am Break
- 11:00 am Understanding Reimbursement in Health Centers Objectives: Session will review all types of reimbursement typically encountered by health centers and will cover essential functions required to accurately record revenue, manage accounts receivable and provide management reports that allow optimal oversight and cash flow for all types of payers. Includes evaluating revenue trends, understanding characteristics of receivables, diagnosing collection issues and maximizing collection efforts.
- 12:30 pm Lunch Provided
- 1:30 pm Understanding Reimbursements in Health Centers (Con't)
- 3:15 pm Break
- 3:30 pm Improving Operations to Maximize Revenue Objective: Productive and efficient operations enable service to a larger volume of patients, and optimize income. Work with presenters and other attendees on this group exercise formulate recommendations on how to improve operations and efficiencies at the Happy Health Center. Suggestions and ideas for improvements will be shared with all participants for possible practical application in your own health center environment.
- 5:15 pm Adjourn Day One

DAY II

- 8:00 am Registration and Continental Breakfast
- 8:30 am Understanding Cost-Based Reimbursement Objectives: Participants should leave this session with an understanding of how all-inclusive cost based rates affect reimbursement in health centers. What methodologies are used to determine cost-per-visit for FQHC Medicare and how does the Medicaid prospective payment system work? What services are covered and which ones can be billed? What about non-FQHC services? How do they differ between Medicare and Medicaid?
- 10:45 am Break
- 11:00 am Documentation, Coding Office and Behavioral Visits and Medicare Billing Objectives: Medical necessity, substantiated by solid documentation is essential for compliance and performance reasons. This session presents basics of 1995 evaluation and management documentation guidelines, some common FQHC coding myths, information about preventive and consultation coding, as well as other important coding must knows. Also covered is documentation and coding for behavioral health visits and the circumstances under which common FQHC procedures are covered and billable to Medicare.
- 12:30 pm Lunch Provided
- 1:30 pm Documentation, Coding Office and Behavioral Visits and Medicare Billing (con't)
- 3:15 pm Break
- 3:30 pm Effective Operations Management-A Key to Cash Collections Objective: Learn about practical management and operating functions that should be undertaken before, during, after and simultaneously throughout the patient visit process in order to maximize cash collections and effectively manage accounts receivables..
- 4:45 pm Adjourn Seminar

REGISTRATION FORM

Maximizing Revenue and 3rd Party Reimbursement In Health Centers Seminar



PARTICIPANT INFORMATION

Name _____

Title _____

Email _____

Organization _____

Address _____

City, State _____ Zip _____

Phone (_____) _____ Fax (_____) _____

Registration is not final until NACHC confirmation is received. This may take up to two weeks from NACHC's receipt of REGISTRATION FORM.

COST INFORMATION

Maximizing Revenue and 3rd Party Reimbursement In Health Centers Seminar

New Orleans, LA February 10–11, 2010

San Francisco, CA May 5–6, 2010

Early Bird Registration \$375 per person \$ _____

Regular and On-Site Registration \$425 per person \$ _____

(includes continental breakfast beginning at 7:30am)

PAYMENT INFORMATION

Please check your method of payment.

Check (payable to NACHC) MasterCard Visa American Express

Total amount enclosed \$ _____

Card Number _____ Expiration Date _____

Print name as it appears on credit card _____

Cardholder's signature _____

Note: Payment MUST accompany registration form. DO NOT fax forms WITHOUT payment information.

Online registration is available.

Go to www.nachc.com "Conferences and Trainings," find the date and name of the training and click.

or

Return with your payment to:

NACHC – Meetings
7200 Wisconsin Avenue
Suite 210
Bethesda, MD 20814
Telephone 301/347-0400

or

fax to
301/347-0457

Registration information must be received at NACHC at least seven business days before the training date to assure complete processing of registration before the training.

NACHC Cancellation Policy

- ◆ Cancellations received five calendar days on/before the seminar date will be assessed a \$100 processing fee.
- ◆ Cancellations received after the five-day period are nonrefundable and non-transferable.
- ◆ "No-shows" are non-refundable.