

National 2008 Managed Care Contracting Symposium

APRIL 9 - 11, 2008

Hyatt Summerfield Charlotte, 4920 S. Tryon Street, Charlotte, North Carolina

Call: 704-525-2600 to reserve your sleeping room

(*special room rate for this event—please ask for the AIHC Sponsored Managed Care Symposium rates!*)

Hotel Airport Shuttle Service Available!

12 CEU Event! Pre-Approved by AAPC April 10 for 6 CEUs in Category "B" & April 11 for 6 CEUs Category "A"
Please check with MGMA, AHIMA, AAMA and other organizations regarding continuing education approval

Session I

April 9, 2008

Evening Session 7:30 pm - 9:00 pm

TOPIC: Ask the Experts – An Open Forum

Heather Skelton, Attorney at Law and
Joanne Byron, CEO of HCCS present an open forum
discussion on *practice management challenges in 2008!*

Session II

April 10, 2008

All Day Session 9:00 am - 4:30 pm

check in & networking
begins at 8am - lunch provided

Featured Speaker:

Heather Skelton, Attorney at Law

TOPIC: Legal Aspects of Contract Negotiations

- *Legal elements* of a contract;
- Deciphering “legalize” used in contracts!
- Contract checklist;
- *Questions* every executive, coder or provider should ask before engagement in a managed care contract;
- Components of a contract;
- Focusing on those provisions, reviewing an actual contract;
- Negotiation strategies;
- How to *enforce* your contract – renegotiating tactics;
- Review web site *resources*; status of insurance companies!

Session III

April 11, 2008 –

All Day Session 9:00 am - 4:30 pm

check in & networking
begins at 8am - lunch provided

Featured Speaker:

Joanne Byron, CEO of Health Care Consulting
Services, Inc.

TOPIC: Coding, Reimbursement, & Financial Aspects of Contract Negotiations

- How to stay at the top of your game!
 - *Dealing with the “take it or leave it” tactics* of insurers!
 - Grading payers –*performance measurements* to take to the negotiating table;
 - Avoiding Silent PPOs;
 - *Administrative simplification*;
 - Getting involved in *reducing cost* of managing care for patients under managed care policies;
 - Contract language and *prompt pay laws* – what’s fair?
 - Training our providers.
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About Heather Skelton, Attorney at Law

Heather Skelton focuses her boutique law practice on representing physicians and their medical practices. Her expertise includes health care regulations, employment law, and business law, including partnerships and dissolutions. Prior to opening her practice, Heather spent several years working in-house at a national managed care organization, which provided her with specialized knowledge of contracting procedures. Heather graduated with honors from Tulane Law School and the University of Chapel Hill with a degree in business. She is a member of the American Health Lawyers Association, the North Carolina Society of Healthcare Attorneys, and the Health Law Section of the American Bar Association.

About Joanne Byron, BSNH, PCS, CPC, CHA CEO - Health Care Consulting Services, Inc.

Joanne is CEO of Health Care Consulting Services, Inc. (HCCS) and founder of the American Institute of Healthcare Compliance. She specializes in practice management consulting, compliance, chart auditing, coding and documentation as a consultant and professional trainer and speaker. As a graduate with honors from St. Augustine Technical Center in 1980 with a diploma in nursing, Joanne continued her education at Lake Erie College in Health Care Administration, obtained a Bachelors of Science Degree in Natural Health Science from Clayton College, is a Certified Healthcare Auditor and Certified Professional Coder and holds a current license in North Carolina and Ohio as a Practical Nurse.

REGISTRATION

MARK "X" TO SELECT THE ENTIRE SYMPOSIUM OR SELECT THE EVENTS YOU WANT!

April 9th – 11th (Attend the Entire Symposium)
Total Cost Only: \$395

-or register individually for the session(s) of your choice:

- April 9th Open Forum - Ask the Experts Cost: \$50 (Mexican night - snack) 7:30pm – 9:00pm Check in by 7 pm**
- April 10th Legal Aspects of Contract Negotiation Cost: \$225 (lunch included) Time: 9:00am – 4:30pm Check in at 8am**
- April 11th Coding, Reimbursement & Financial Aspects of Contract Negotiations Cost: \$225 (lunch included) Time: 9:00am – 4:30pm Check in at 8am**

Name(s) of attending: _____

Day Number: _____

Email Address (for registration and payment confirmation): _____

Payment: Credit card registration can be phoned to 330-241-5661 or faxed 330-241-5662

VISA Discover American Express MasterCard

Card Number _____ Exp. Date: _____

Name on the Card: _____

Signature of Authorized User: _____

Total to be Charged: \$ _____ or Check \$ _____ payable to **HCCS**

Mail to HCCS, PO Box 1905 Mentor, Ohio 44061-1905

QUESTIONS? CALL 800-689-1727!

Please view our seminar policies and learn more about our company at www.hccsincorp.com about this or other programs!