

# New Jersey HFMA Education Series

*Second in a series of three*

## ***Building a Successful Understanding of the Revenue Cycle***

### ***Program Description:***

Taught by experienced professionals, these sessions will cover the following topics: Getting patient registration right the first time, successful self-pay strategies, covering the “uninsured”, managing the chargemaster, case mix index (CMI) and what it really means, and understanding the RAC’s impact on denials and medical necessity. These sessions will provide an opportunity to encourage your team to grow by providing an overview of the revenue cycle from beginning to end. A continental breakfast & lunch will be served.

### ***Target Audience:***

This course is for individuals with any involvement with the revenue cycle including registration, financial counseling, billing, denial management and reimbursement.

### ***Course Objectives:***

The course is designed to assist healthcare executives understand the revenue cycle process, beginning to end while also learning how it impacts the overall financial results of a hospital.

## **Location**

### **Southern Session**

Tuesday, January 19, 2010  
Virtua Health Education Center  
106 Carnie Boulevard  
Voorhees, New Jersey 08043-4515

### **Northern Session**

Tuesday, February 9, 2010  
Atlantic Health Training Center  
1000 The American Road  
Morris Plains, New Jersey 07950

**Members: FREE education session – 6.5 CPE’s**

**Non-Members: Education session AND membership in HFMA from February – May 2010 for a single fee of \$134 (At this time, you will have an option to extend your membership through May 2011 for \$301 – a savings of \$100.)**

## ***Agenda***

Registration and continental breakfast: 8:30- 9:00 am

The morning general sessions will feature the following: (9:00 am – 12:00 pm)

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| <ul style="list-style-type: none"> <li>• <b>Patient Registration, Getting it Right the First Time, Every Time, Every Patient</b><br/>-----<i>Julie Hamill</i> -----<i>Judy Levant</i> -----<i>Eileen Smith</i></li> </ul> | <i>Meridian Health System</i>                     |
| <ul style="list-style-type: none"> <li>• <b>Proven Successful Strategies for Increasing Upfront Collections and Reducing Bad Debt</b>----- <i>Cindy Biggio/Ann Goodwill Pritchett</i></li> </ul>                          | <i>Virtua Health<br/>Hackensack University MC</i> |
| <ul style="list-style-type: none"> <li>• <b>How to Cover the “Uninsured”</b>----- <i>Marco Coello and Michael Lopez</i></li> </ul>  | <i>CBIZ KA Consulting</i>                         |

Lunch: (12:00 – 1:00pm)

The afternoon session will feature the following: (1:00 pm – 4:00 pm)

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| <ul style="list-style-type: none"> <li>• <b>Chargemaster, the Middle Man</b>-----<i>Lindsey Colombo</i></li> </ul>         | <i>Raritan Bay Medical Center</i>   |
| <ul style="list-style-type: none"> <li>• <b>CMI – What Does it Mean?</b>-----<i>Roe Nuzzo and Nancy Walborn</i></li> </ul> | <i>AtlantiCare Regional Medical</i> |

Break: 10 Minutes

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| <ul style="list-style-type: none"> <li>• <b>Understanding the Impact the RAC will have on Denials and Medical Necessity</b><br/>-----<i>Laureen Rimmer and Mary Devine</i></li> </ul> | <i>Besler Consulting</i> |
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