2020 TRAINING
Financial Operations Management Seminar Level II (FOM 2)

NACHC is pleased to offer Health Center Financial Operations Management Seminars.

There are three levels of Health Center Financial Management Operation Management Seminars. Each level focuses on different topics that will help health center finance and operations staff understand and meet the unique challenges of operating a health center.

The FOM2 seminar provides health centers insight and understanding of the core qualities needed to approach the business aspects of financial operations, management, and service delivery. Level I is not required to attend this training.

Learning Objectives
By the end of this two-day training, the participants will be able to:

- Review the key business aspects of efficient health center financial operations.
- Discover approaches for favorable contract negotiations with managed care organizations.
- Develop and implement an impactful operations assessment.
- Leverage technology to produce quality data that leads to informed decision-making.

Presenters:
Jeff Allen, Partner, BKD Springfield, MO
Curt Degenfelder, President, Curt Degenfelder Consulting, Inc., Los Angeles, CA
Jennifer Nolty, Director, PCA and Network Relations, NACHC, Bethesda, MD
Sherry Giles, MSM, Cert. PM, Program Specialist, NACHC, Bethesda, MD

Level II Seminar
Savannah, GA • April 15-16, 2020

Kimpton Brice Hotel
601 East Bay Street
Savannah, GA 31401
Telephone: (912) 238-1200

*Pricing Information
- Early Bird Registration Fee: $650 if received by April 1, 2020
- Regular and On-Site Registration Fee: $750 if received after April 1, 2020
*Registration fee includes continental breakfast, lunch, and snacks for morning and afternoon breaks.

Registration cutoff date (Last day to register online): April 8, 2020

To register online for these seminars, visit: www.nachc.org and click on Trainings & Events.
For questions and comments, email us at trainings@nachc.org or call (301) 347-0400.
Training Information

Who Should Attend?

We suggest that Health Center CFOs, CEOs, COOs, Managers, and Board Members attend this regional training.

Training Hotel Information

Kimpton Brice Hotel
601 East Bay Street
Savannah, GA 31401
Telephone: (912) 238-1200

Room Rates: $195/night, single/double (plus taxes)

Hotel Reservation Cutoff Date: March 24, 2020

*NACHC has negotiated a discounted rate of $195 a night which will be honored until March 24, 2020 or until the block has sold out, whichever occurs first.

Online Hotel Reservation Link: http://bit.ly/FOM2-Housing

Tip:
- We encourage you to register and pay (by credit card) for this regional training and book your hotel accommodations on the same day. A confirmed hotel reservation does not guarantee a spot in the training. If you have not received confirmation for participation in the training, you will be responsible for any hotel cancellation fees.

Airport, Parking and Taxi Information

The nearest airport is Savannah/Hilton Head International Airport (Airport code SAV), which is about 16 miles away from the Kimpton Brice Hotel.

The Kimpton Brice Hotel does not offer shuttle service to/from the airports. Feel free to utilize Super Shuttle services, taxis at baggage claim, or Lyft/Uber.

The Kimpton Brice Hotel offers valet parking for $31 per night with unlimited in/out privileges. Additionally, you may ask the valet for complimentary access to charging stations, though this is based upon availability. There is also metered street parking and public garages with variable fees.

NACHC Trainings Are Green!

All materials for this training will be available for download on the MyNACHC Learning Center one week prior to the event. It will be your responsibility to download these materials to your electronic device and/or print copies if you would like to have them available in paper form. For more information on how to access course materials and download presentations, go to:

http://nachc.org/trainings-and-conferences/

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Day One

7:30am–8:30am  Continental Breakfast & Registration

8:30am–10:15am  The Business of Community Health
This session will provide insight and understanding of the core qualities needed for health centers to approach the business aspects of operations, management, and service delivery.
Speaker: Curt Degenfelder

10:15am–10:30am  Break

10:30am–12:00pm  Operations Assessment
Discover practical management and operating techniques health centers can use to maximize financial performance before, during, and after the patient visit process.
Speaker: Jeff Allen

12:00pm–1:00pm  Lunch (provided)

1:00pm–2:30pm  Operations Assessment (cont.)

2:30pm–2:45pm  Break

2:45pm–4:30pm  Managing the Care of Your Patients from the Payer Perspective
This session will provide valuable insight into the contracting world of managed care organizations and help health centers prepare and position themselves to respond effectively. This includes: an overview of strategies and metrics payers use when evaluating and contracting with new and existing providers; an exploration of what motivates their business decisions; and approaches to new markets and products, such as QHPs. We will also examine the various care models in the marketplace as payers hold providers accountable for the cost and quality of each patient’s care.
Speaker: Jen Nolty

Day Two

8:00am–8:30am  Continental Breakfast & Registration

8:30am–10:00am  Using Technology to Manage Information
This session will review the technological state of information systems in health centers nationally, with specific reference to the accounting, billing, practice management, and electronic medical records systems. You will learn how systems can be used for maximizing seamless data flow among health center departments and sites. Additional attention will be paid to the need for health centers to leverage technology to better manage information.

10:00am–10:15am  Break

10:15am–12:00pm  Operational Issues Within Health Centers
This session will review synergy between financial and operational processes, and the impact of each on the other. Additional focus on best practices, including the revenue cycle, will be provided.
Speaker: Curt Degenfelder

12:00pm–1:00pm  Lunch (provided)

1:00pm–3:30pm  Management Reporting in Health Centers
This session will outline the different levels of financial and operational reporting in health centers, based on the impact of each; and, examine their individual key performance indicators.

3:30pm–4:15pm  Introduction to Project Management for Health Centers
This session will provide an introduction to project management for health center finance managers, including an overview of the triple aim of project management, including the project scope, cost, and timing.
Speaker: Sherry Giles

4:15pm–4:30pm  Wrap up

Note: Topics and presenters are subject to change as of 4/8/20
REGISTRATION FORM

Financial Operations Management Seminar Level II (FOM 2)

PARTICIPANT INFORMATION

Name ________________________________

Title ________________________________

Email ________________________________

Organization ________________________

Address ______________________________

City, State __________________________ Zip __________

Phone (______) _______________________ Fax (______) ______________________

Dietary Needs (ex. Kosher, Vegetarian, Food Allergies, etc.) ______________________

COST INFORMATION*

Financial Operations Management Seminar Level II (FOM 2)

Early Bird Registration $650 per person
(if received by April 1, 2020) $ ____________

Regular and On-Site Registration $750 per person
(if received after April 1, 2020) $ ____________

*Includes continental breakfast, lunch and snacks for morning and afternoon breaks.

PAYMENT INFORMATION

☐ 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: Registration is not final until NACHC confirmation is received. This may take up to two weeks from NACHC’s receipt of REGISTRATION FORM. DO NOT mail or fax your forms after March 25, 2020.

Three Ways To Register:

ELECTRONICALLY
Online registration is available. Go to www.nachc.org
Click Trainings, find the date and name of the training and click “register now.”

MAIL
Mail Registration to:
NACHC Meetings/Acct. Dept.
7501 Wisconsin Avenue
Suite 1100W
Bethesda, MD 20814

FAX
Send registration form with credit card information to (301) 347-0457. Fax registration by March 25, 2020.

NOTE: Registration forms will not be processed without payment.

NACHC CANCELLATION POLICY: All Cancellations must be in writing and must be received at NACHC on/before April 8, 2020.

• Cancellations received on/before April 8, 2020 will be assessed a $100 processing fee.

• Cancellations received after April 8, 2020 are not refundable.

• Cancellations after the conclusion of the training are non-refundable.

• Substitutions are encouraged.

• “No Shows” are non-refundable.

To cancel your reservation, please send a request in writing to trainings@nachc.org