MAXIMIZING PATIENT REVENUE TRAINING ~ LEGAL ~ COMPLIANCE

REVENUE CYCLE 360°

OFFERED BY:
NATIONAL ASSOCIATION OF COMMUNITY HEALTH CENTERS

DOCUMENTATION

IMPROVE CODING

MAXIMIZING PATIENT REVENUE

TRAINING EFFECTIVE BILLING

LEGAL COMPLIANCE

TOOLS

SHOPPING REIMBURSEMENT

COSTS REIMBURSEMENT

COMMUNICATIONS

ACCOUNTS RECEIVABLE

OPERATIONAL IMPROVEMENT STRATEGIES

RECOMMENDATIONS

PRINCIPLES

COLLECTIONS SYSTEMS
The National Association of Community Health Centers (NACHC) is pleased to offer the Revenue Cycle 360 training. This two-day training provides in-depth guidance for key health center staff on the unique and complex revenue cycle for Federally Qualified Health Centers (FQHCs), including a deeper-dive into developing effective billing departments, analyzing and maximizing patient revenue and collections, and reporting on accounts receivable. In addition, this training will identify techniques and tools to improve coding and documentation to drive financial and operational performance and legal compliance.

**Learning Objectives:**

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

- Establish effective billing and collections systems
- Explain the characteristics and types of patient revenue
- Formulate recommendations on how to maximize revenue through operational improvement strategies
- Describe the importance of documentation and coding for correct reimbursement and legal compliance
- Analyze the revenue cycle and comprehend the principles of cost-based reimbursement

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**Las Vegas, NV • May 27-28, 2020**

Paris Las Vegas Hotel  
3655 S Las Vegas Blvd  
Las Vegas, NV 89109  
Phone: (702) 946-7000

*Pricing Information*

- Early Bird Registration Fee: $650 if registration received by May 13, 2020
- Regular and On-Site Registration Fee: $750 if registration received after May 13, 2020

*Registration Fee includes continental breakfast, lunch and snacks for morning and afternoon breaks.*

**Registration cutoff date (Last day one can register online):** May 20, 2020

To register online for this seminar, visit: www.nachc.org and click Trainings & Events.

For questions and comments, contact the Training & T/A Department at trainings@nachc.org or call (301) 347-0400.
Training Information

Who Should Attend?

We suggest that CEOs, CFOs, COOs, Providers, Front/Back Office Managers and Billing Staff attend this regional training.

Training Hotel Information

Paris Las Vegas Hotel
3655 S Las Vegas Blvd
Las Vegas, NV 89109
Phone: (702) 946-7000

Group Rate: $69/night, single/double (plus taxes) plus a $35 resort fee per night

Hotel Reservation Cutoff Date: March 5, 2020

*NACHC has negotiated a discounted rate of $69 a night which will be honored until March 5, 2020 or until the block has sold out, whichever occurs first.

Online Hotel Reservation Link: https://book.passkey.com/go/SPNRC0

Tips:

• 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 McCarran International Airport (Airport code LAS), which is approximately 3 miles away from the Paris Las Vegas Hotel.

The Paris Las Vegas Hotel does not provide shuttle service to/from the airport. Feel free to utilize taxis at baggage claim, ride share services such as Uber and Lyft, or pre-schedule a ride from Super Shuttle.

The Paris Las Vegas Hotel offers self-parking in their garage at $15/day or valet parking at $24/day, both with unlimited in/out privileges.

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/

This project was supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) under cooperative agreement number U30CS16089, Technical Assistance to Community and Migrant Health Centers and Homeless for $6,375,000.00 with 63 percent of the total NCA project financed with non-federal sources. This information or content and conclusions are those of the author and should not be construed as the official position or policy of, nor should any endorsements be inferred by HRSA, HHS or the U.S. Government.
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<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Details</th>
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<tbody>
<tr>
<td>7:30 am–8:15 am</td>
<td>Registration and Continental Breakfast</td>
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<tr>
<td>8:15 am–8:30 am</td>
<td>Welcome and Introduction to the Revenue Cycle 360 Course</td>
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<tr>
<td>8:30 am–10:00 am</td>
<td><strong>FQHC Medicare PPS: What you need to know</strong></td>
<td>This session will focus on Medicare FQHC PPS basics and any reimbursement changes and/or updates. Areas that will be covered include Rate setting for G-codes, billing for same day visits, and definition of new patients. Speaker: Gervean Williams, NACHC</td>
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<tr>
<td>10:00 am–10:15 am</td>
<td>Break</td>
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<td>10:15 am–12:00 pm</td>
<td><strong>Sliding Fee and Charge Setting</strong></td>
<td>The mission of the 330 Grantees is to expand primary health care to those who need it most. To meet the mission, CHCs provides comprehensive medical, dental, and behavioral healthcare to all regardless of ability to pay by utilizing a sliding fee scale. To comply with these requirements, CHCs must implement a sliding fee discount program, which assures that patients have access to all primary care services regardless of their ability to pay. This session will review the requirements and different methodologies in operationalizing a sliding fee program. Speaker: Gervean Williams, NACHC</td>
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<tr>
<td>12:00 pm–1:00 pm</td>
<td>Lunch (provided)</td>
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<td>1:00 pm–3:00 pm</td>
<td><strong>Attributes of Better Performing Billing Departments</strong></td>
<td>This session will educate key staff in the unique and complicated reimbursement systems available to FQHCs, also take a deeper dive into developing effective billing departments, analyzing and maximizing patient revenue. Speaker: Ray Jorgensen, CEO PMG, Inc.</td>
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<tr>
<td>3:00 pm–3:15 pm</td>
<td>Break</td>
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<td>3:15 pm–5:00 pm</td>
<td><strong>Accounts Receivables Reporting and Analysis</strong></td>
<td>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. Speaker: Ray Jorgensen, CEO PMG, Inc.</td>
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*Note: Topics and presenters are subject to change as of 5/20/2020*
# Day Two

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<th>Time</th>
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<tr>
<td>8:00 am–8:30 am</td>
<td>Registration and Continental Breakfast</td>
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| 8:30 am–10:30 am      | **The Importance of Documentation, Coding: Office & Medicare Billing**  
                         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.  
                         *Speaker: Gary Lucas, MSHI, CPC, Association for Rural & Community Health Professional Coding*  
| 10:30 am–10:45 am     | Break                                                                 |
| 10:45 am–12:00 pm     | **Compliance Effectiveness to Drive Operations Excellence**  
                         This session will focus on improving health center performance in the area of explaining the role of accountability for compliance, the elements of an effective strategy for maintaining compliance, and the tools for managing the implementation of a compliance program.  
                         *Speaker: Gary Lucas, MSHI, CPC, Association for Rural & Community Health Professional Coding*  
| 12:00 pm–1:00 pm      | Lunch (provided)                                                      |
| 1:00 pm–3:00 pm       | **Key Performance Indicators and Case Study Review**  
                         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. This session will include case studies.  
                         *Speaker: Ray Jorgensen, CEO PMG, Inc.*  
| 3:00 pm–3:15 pm       | Break                                                                 |
| 3:15 pm–4:00 pm       | **Networking Workshop**                                              |

*Note: Topics and presenters are subject to change as of 5/20/2020*
REGISTRATION FORM
Revenue Cycle 360

PARTICIPANT INFORMATION

Name ____________________________

Title ____________________________

Email ____________________________________________________________________

Organization ____________________________________________________________

Address _________________________________________________________________

City, State ____________________________ Zip ____________

Phone (_____) ____________________________ Fax (_____) ____________________________

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

*COST INFORMATION
Revenue Cycle 360

Early Bird Registration $650 per person
(if received by May 13, 2020) $ ______________

Regular and On-Site Registration $750 per person
(if received after May 13, 2020) $ ______________

*Registration Fee includes continental breakfast, lunch and snacks for morning and afternoon breaks.

PAYMENT INFORMATION (Payment MUST be received with registration form.)

☐ 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 May 6, 2020.