This program has been recommended for 14.6 CPE credits in the “Specialized Knowledge” category and 12.25 CEUs.

Delivery Method:
Group Live

Prerequisites/Pre-Work:
None

Program Level:
Basic

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.

St. Louis, Missouri • June 5 - 6, 2024

Pricing Information:

**Early Bird Registration Fee:** $875 if registration received by May 22, 2024
**Regular Registration Fee:** $975 if received after May 22, 2024

**Registration Cut-off Date:** May 22, 2024
Registration is based on a 150-participant capacity. Registration will close when capacity is reached or the online cutoff date of May 22, 2024, whichever comes first.

* Enjoy a 10% group discount on the third or more attendee registration from the same organization, whether virtual or in-person. Applies to Early Bird and Regular Registration rates for National Workshops after February 1, 2024.

To register online for this seminar, visit: [www.nachc.org](http://www.nachc.org) and click Trainings & Events. For questions and comments, contact eventlogistics@nachc.com or call (301) 347-0400.

**Housing Information:**

**Hotel:** Embassy Suites by Hilton St. Louis Downtown
610 North 7th Street
St. Louis, MO 63101

**Group Rate:** $179/night

**Reservation Cut-off Date:** May 5, 2024

**Instructions:** Book your room online [here](http://here).
NACHC has negotiated a discounted rate of $179/night, which will be honored until the date above or until the block has sold out, whichever occurs first.

**Tip:** We encourage you to register and pay (by credit card) for this 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.
Day 1 • Wednesday, June 5, 2024 in Central Time (CT)

9:00 – 10:30 am  
**FQHC Medicare PPS: What you need to know.**  
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.  
*Gervean Williams, MS, MIT, Director, Finance Training and Technical Assistance, NACHC*  
*Catherine Gilpin, CPA, Managing Director, FORVIS*  
**1.8 CPE/ 1.5 CEU**

10:30 – 10:45 am  
**Break**

10:45 am–12:30 pm  
**Sliding Fee and Charge Setting**  
This session will review the requirements and different methodologies in operationalizing a sliding fee program for health centers.  
*Gervean Williams, MS, MIT, Director, Finance Training and Technical Assistance, NACHC*  
*Catherine Gilpin, CPA, Managing Director, FORVIS*  
**2.0 CPE/ 1.75 CEU**

12:30 – 1:30 pm  
**Lunch**

1:30 – 3:00 pm  
**The Importance of Documentation, Coding: Office & Medicare Billing**  
Medical necessity, substantiated by solid documentation, is essential for compliance and performance reasons. This session presents the 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.  
*Shellie Sulzberger, LPN, CPC, ICDCT-CM, Principal, Coding & Compliance Initiatives, Inc.*  
**1.8 CPE/ 1.5 CEU**

3:00 – 3:15 pm  
**Break**

3:15 – 4:45 pm  
**Attributes of Better Performing Revenue Cycle Department**  
This session will review the types of reimbursement health centers encounter and the 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. The session also includes evaluating revenue trends, understanding characteristics of receivables, diagnosing collection issues, and maximizing collection efforts.  
*Ray Jorgensen, President, Ray Jorgensen Consulting and Partner at PMG Credentialing*  
**1.8 CPE/ 1.5 CEU**

This program is supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) as part of an award totaling $6,625,000 with 58.3 percentage financed with non-governmental sources. The contents are those of the author(s) and do not necessarily represent the official views of, nor an endorsement, by HRSA, HHS, or the U.S. Government. For more information, please visit HRSA.gov.
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>9:00 – 11:00 am</td>
<td><strong>Compliance Effectiveness to Drive Operations Excellence</strong>&lt;br&gt;This session will focus on improving health center performance in 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.&lt;br&gt;&lt;br&gt;<em>Patrick Sulzberger, CPA, Principal, Coding &amp; Compliance Initiatives, Inc.</em>&lt;br&gt;&lt;br&gt;<em>2.4 CPE/ 2.0 CEU</em></td>
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<td>11:00 – 11:15 am</td>
<td><strong>Break</strong></td>
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<td>11:15 am – 12:30 pm</td>
<td><strong>Time to Implement, Update or Enhance a Denial Management Program</strong>&lt;br&gt;While eliminating every denied claim may not be possible, FQHCs can implement processes to assist in minimizing denials and increasing timely paid claims. A well-defined denial management program can create an environment that manages claims, focuses on steps to generate clean claims, determines root causes for denials and monitors success. This session will provide an outline of an effective denial management approach and steps an organization can consider whether developing an initial program or enhancing processes already in place to address this often overlooked but impactful area of revenue cycle management.&lt;br&gt;&lt;br&gt;<em>Rebekah Wallace Pardeck, CMPE, CPC®, CPCO™, President</em>&lt;br&gt;&lt;br&gt;<em>1.5 CPE/ 1.25 CEU</em></td>
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<td>12:30 – 1:30 pm</td>
<td><strong>Lunch</strong></td>
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<td>1:30 – 3:00 pm</td>
<td><strong>Key Performance Indicators and Case Study Review</strong>&lt;br&gt;Learn about practical management and operating functions that should be undertaken before, during, after and simultaneously throughout the patient visit process to maximize cash collections and effectively manage accounts receivables. This session will include case studies.&lt;br&gt;&lt;br&gt;<em>Ray Jorgensen, President, Ray Jorgensen Consulting and Partner at PMG Credentialing</em>&lt;br&gt;&lt;br&gt;<em>1.8 CPE/ 1.5 CEU</em></td>
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<tr>
<td>3:00 – 3:15 pm</td>
<td><strong>Break</strong></td>
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<tr>
<td>3:15 – 4:30 pm</td>
<td><strong>Health Center Enrollment/Credentialing… Avoidable Negligence</strong>&lt;br&gt;Does your health center comply with HRSA Compliance Manual Chapter 5 (e.g., vetting providers BEFORE they see patients?). Is CAQH a definitive source or provide attestation? Why is the Medicare/ Medicaid provider exclusion list important? What’s the difference between Locum Tenens and “Incident to” billing? Why can’t we bill new providers under another employed provider’s NPI? Attend this session to get answers to these questions and more. Too many health centers are unaware of the liabilities, and lost income, resulting from not optimally, accurately, and/or completely enrolling providers with targeted health plans. The money lost is real as is the potential illegal activity resulting from being misinformed.&lt;br&gt;&lt;br&gt;<em>Ray Jorgensen, President, Ray Jorgensen Consulting and Partner at PMG Credentialing</em>&lt;br&gt;&lt;br&gt;<em>1.5 CPE/ 1.25 CEU</em></td>
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PARTICIPANT INFORMATION

Name ________________________________________________________________________
Title _________________________________________________________________________
Email _________________________________________________________________________
Organization _______________________________________________________________
Address ______________________________________________________________________
City, State __________________________________________ Zip _____________________
Phone (_______) ________________________ Fax (_______) _________________________

COST INFORMATION

REVENUE CYCLE 360°

Enjoy a 10% group discount for 3+ attendees from the same organization, whether virtual or in-person. Applies to Early Bird and Regular Registration rates for National Workshops after February 1, 2024.

Early Bird Registration  $875 per person  (if received by May 22, 2024)  $_______________
Regular Registration  $975 per person  (if received after May 22, 2024)  $_______________

PAYMENT INFORMATION

(Payment MUST be received with registration form.)

☐ Check (payable to NACHC)  ☐ MasterCard  ☐ Visa  ☐ American Express

Total amount enclosed $ __________________
Card Number ___________________________ Exp. 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.

2024 TRAINING
REVENUE CYCLE 360°
June 5-6, 2024
In-Person

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
Mail Registration by May 16, 2024

FAX
Send registration form with credit card information to (301) 347-0457. Fax Registration by May 22, 2024

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 May 22, 2024.

• Cancellations received on/before May 22, 2024 will be assessed a $100 processing fee.
• Cancellations received after May 22, 2024 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 the Training and Technical Assistance Department at eventlogistics@nachc.com.