REVENUE CYCLE 360°
The National Association of Community Health Centers (NACHC) is pleased to offer the Revenue Cycle 360° training. This two-day training provides key health center staff with in-depth guidance on the unique and complex revenue cycle for Federally Qualified Health Centers (FQHCs), including developing effective billing departments, analyzing and maximizing patient revenue and collections, and accurate reporting of 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.

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 the online cutoff date of May 22, 2024, whichever comes first.
• 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.

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

NACHC has negotiated a discounted rate of $179/night, which will be honored until these days 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 One: Wednesday, June 5, 2024 in Central Time (CT)

9:00 am –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 am–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 pm - 1:30 pm  **Lunch**

1:30 pm - 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 pm–3:15 pm  **Break**

3:15 pm–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
Day Two: Thursday, June 6, 2024 in Central Time (CT)

9:00 am–11:00 am  Compliance Effectiveness to Drive Operations Excellence
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.
Patrick Sulzberger, CPA, Principal, Coding & Compliance Initiatives, Inc.
2.4 CPE/2.0 CEU

11:00 am–11:15 am  Break

11:15 am–12:30 pm  Accounts Receivables Reporting and Analysis
This session will review the types of reimbursement health centers encounter and the essential func-
tions 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
1.5 CPE/1.25 CEU

12:30 pm–1:30 pm  Break for Lunch

1:30 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 to maximize cash collections and effectively
manage accounts receivables. This session will include case studies.
Ray Jorgensen, President, Ray Jorgensen Consulting and Partner at PMG Credentialing
1.8 CPE/1.5 CEU

3:00 pm–3:15 pm  Break

3:15 pm–4:30 pm  Health Center Enrollment/Credentialing… Avoidable Negligence
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.
Ray Jorgensen, President, Ray Jorgensen Consulting and Partner at PMG Credentialing
1.5 CPE/1.25 CEU

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necessarily represent the official views of, nor an endorsement, by HRSA, HHS, or the U.S. Government. For more information, please visit HRSA.gov.
REGISTRATION FORM
Revenue Cycle 360°
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 __________________________ 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 your form after May 16, 2024 or fax after May 22, 2024.