

OFFERED BY:



NATIONAL ASSOCIATION OF
Community Health Centers



DOCUMENTATION

IMPROVE
CODING

PERFORMANCE

TRAINING

EFFECTIVE
BILLING

OPERATIONAL
IMPROVEMENT
STRATEGIES

RECOMMENDATIONS

ACCOUNTS
RECEIVABLE

MAXIMIZING
PATIENT

REVENUE

OPERATIONAL

LEGAL
COMPLIANCE

TOOLS

COST-BASED
REIMBURSEMENT

PRINCIPLES

COLLECTIONS SYSTEMS

REVENUE CYCLE 360°

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

Delivery Method:

Group Live

Prerequisites and or

Pre-Work: None

Program Level:

Basic



**NACHC Trainings
Are green!**

Participants will be provided a link to all presentation materials prior to the training.

ACCOUNTING

PROFESSIONALS (CPE)

The National Association of Community Health Centers, Inc. (NACHC) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org. (Sponsor #108392)

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.

Las Vegas, Nevada • June 21-22, 2023

Hotel Information:

Caesars Palace

3570 South Las Vegas Blvd

Las Vegas, NV 89109

Group Rate: \$109/night

Reserve Housing: [Caesars Palace Reservation Link](#)

Telephone: 866-227-5944 CODE: SCNRV3

***Pricing Information**

- Early Bird Registration Fee: \$875 if registration received by June 7, 2023
- Regular Registration Fee: \$975 if registration received after June 7, 2023

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

Registration is based on a 150-participant capacity. Registration will close when capacity is reached or after the online cutoff date of June 14, 2023, whichever comes first.

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.

Revenue Cycle 360°

Day One: June 21, 2023

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–3:00pm

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 guide- lines, 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

Revenue Cycle 360°

Day Two: June 22, 2023

- 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 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
1.5 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

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 \$6,719,843 with individually noted percentage 64% 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](https://www.hrsa.gov).

REGISTRATION FORM

Revenue Cycle 360°

PARTICIPANT INFORMATION

Name _____

Title _____

Email _____

Organization _____

Address _____

City, State _____ Zip _____

Phone (_____) _____ Fax (_____) _____

*COST INFORMATION

Revenue Cycle 360°

Early Bird Registration \$875 per person
(if received by June 7, 2023) \$ _____

Regular Registration \$975 per person
(if received after June 7, 2023) \$ _____

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 June 1, 2023 or fax after June 7, 2023.



Revenue Cycle 360°

June 21-22, 2023

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
June 1, 2023.**



FAX

Send registration form with credit card information to (301) 347-0457. **Fax Registration by June 7, 2023.**

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 June 7, 2023.

- Cancellations received on/before June 7, 2023, will be assessed a \$100 processing fee.
- Cancellations received after June 7, 2023 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 trainings@nachc.org.