

THE LINCOLN LOG



American Association of Healthcare Administrative Management Illinois Newsletter

MAR

2019

It just seems like we were ushering in the New Year and it's already March. It's not too late to set goals for the year, both personal and professional.

National AAHAM President John Currier challenges AAHAM chapters and members to RAISE THE LEVEL. We can all find ways to raise the level everyday. For some it might be getting in all your steps on your fitness tracker. For others it might be studying for your AAHAM certification exam.

If you do something everyday to raise the level, you will be amazed at what you accomplish in 2019.

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President's Message

Hello AAHAM Friends!

Will spring ever arrive? I do not know about you, but I am ready for winter to be over with so we can enjoy the renewal of spring.

Speaking of spring, your IL AAHAM Board has been busily preparing for our spring meeting next week, Thursday March 7, at the Memorial Medical Center for Learning and Innovation in Springfield. We are excited to try a new location and appreciate the Memorial organization for hosting us! I hope that you have all registered to attend our meeting and will enjoy networking with colleagues and AAHAM friends. We will be hosting our annual payer panel, we have excellent content lined up with our presenters and we have brought back Vendor Speed Dating...a fun and popular event! I hope to see you all next week!



Joshua Johnson
CRCS-I/P, CRCP-I, CRCE-I
IL Chapter President

As I mentioned in my previous message, it is time to renew your annual AAHAM Membership. I hope that you have all received your renewal notices and have gotten them turned in. If not, there is still time! You may be receiving a phone call or e-mail from our membership committee as a reminder if you have forgotten. Do you have a new colleague or co-worker that you think would benefit as a new member to IL AAHAM?? We welcome all new members and hope that you will share in the value of all things AAHAM. Certification, Education, Networking...AAHAM is the Nation's Premiere Organization for all things pertaining to Revenue Cycle professionals like us. Share your experience with a new member of your staff or organization. Let them know about the benefits to AAHAM's outstanding certification program. Tell them all about the networking possibilities that come along with an AAHAM membership!

As the IL AAHAM President, I have the privilege of serving on the National AAHAM Government Relations Committee. Spring always signifies that the National AAHAM Legislative Day in Washington D.C. is just around the corner...and I couldn't be more excited! This year marks the 15th Legislative Day event and will be held April 15-16, 2019 at the Hyatt Regency Washington Capitol Hill, Washington DC. Our topic is a hot-button issue that affects our industry, the IPPS final rule published on Pricing Transparency! In addition, of course, more 340B follow-up discussions. When grassroots advocates from around the nation unite, shaping healthcare policy becomes more effective. Once you register, we will schedule meetings with your Senator and Representative. Before going to Capitol Hill you will be given issue overviews, talking points and any other information you need to make our case. Although the idea of meeting with elected officials may seem daunting, those that have met with them report very positive experiences. Remember, your elected officials work for you! We need your support to make sure our voices are heard. AAHAM encourages you to bring other chapter members and coworkers along for this fantastic learning experience. I hope that you will consider participating in this very important event. Not to mention, Washington DC is a FANTASTIC place to visit and the entire experience is incredibly rewarding.

See you all next week at our meeting!

If you have any questions about Legislative Day you can contact me directly at any time and I would be happy to share more.

Think Spring!

Yours in AAHAM,

Josh



Calendar of Events

March 6, 2019

IL AAHAM Board of Directors Meeting
Springfield, IL

March 7, 2019

[IL AAHAM Spring Conference](#)

Memorial Learning and Innovation Center
Memorial Hospital
Springfield, IL

April 15-16, 2019

[National Legislative Day](#)

[Hyatt Regency Washington on Capitol Hill](#)

Washington, D.C.

To Be Determined

Fall IL AAHAM Meeting

We are trying something NEW in the Quad Cities!
Details will be sent out in the next few weeks!

October 9-11, 2019

[AAHAM ANI](#)

Caesars Palace
Las Vegas, NV

December 5 & 6, 2019

IL AAHAM ASI

Holiday Inn and Suites Conference Center
East Peoria, IL



Upcoming Webinars

Topic: How to Mitigate Denials through Process Improvement

When: WEDNESDAY, March 20, 2019 1:30pm - 3:00 PM EDT

Speaker(s): Kristie Bailey, Senior Manager for Revenue Integrity Solutions, and Cathy Archuleta, Senior Consultant at Sunstone Consulting

Payment must be received on or before March 13, 2019. You will receive your confirmation and handouts via email by March 17, 2019.

AAHAM CEU's Earned: 3

This exciting webinar will discuss strategies to help reduce denials from occurring using tracking parameters to improve collection and reduce the cost to collect. According to the OIG in 2018, when beneficiaries and providers appealed preauthorization and payment denials, Medicare Advantage Organizations overturned 75% of their own denials during 2014-16. Equally concerning, only 1% of claims were appealed.

[Registration Form and Details](#)

[Member Registration](#)

National AAHAM

Topic: Seeing Through Pricing Transparency

When: WEDNESDAY, April 3, 2019 1:30pm - 3:00 PM EDT

Speaker(s): Caroline Znaniec, Principal at Luna Healthcare Advisors LLC

Registrations must be received on or before March 27, 2019. You will receive your confirmation and handouts via email by April 1, 2019.

AAHAM CEU's Earned: 3

This FREE webinar will review this year's Legislative Day topic, pricing transparency requirements. All providers are impacted by this CMS ruling.

Find out about strategies utilized nationally including pros and cons to the various approaches. Gain insight to better understand and be prepared for pricing transparency discussions at your organizations.

[Registration Form and Details](#)

[Member Registration](#)

National AAHAM



CMS Launches Overhaul of how Medicare Pays for Emergency Treatment

CMS today unveiled a five-year effort aimed at overhauling how Medicare pays for emergency treatment following a 911 call.

most beneficiaries are likely to be brought to a hospital after a 911 call, according to CMS.

The voluntary payment experiment, known as ET3, offers a new way for health care providers to conduct emergency triage, treatment and transportation. CMS will pay participating ambulance teams to transport patients to hospital emergency departments, transport patients other settings like a primary care physician's office or to provide care on the



Medicare now only pays for emergency ambulance trips to hospitals, skilled nursing facilities or dialysis centers. That means

HHS Secretary Alex Azar said the model is aimed at "ensuring patients get convenient, appropriate treatment in whatever setting makes sense for them."

The effort is one of the first payment models to be released by the CMS Innovation Center under Director Adam Boehler, who took over last April.

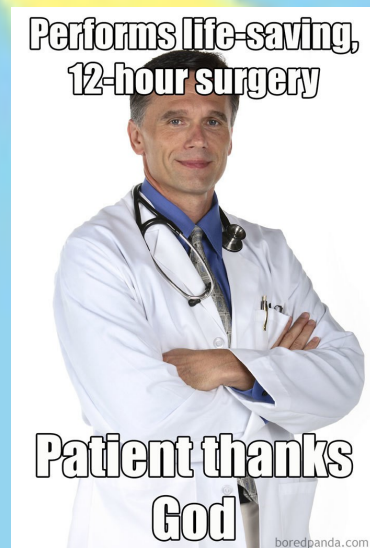
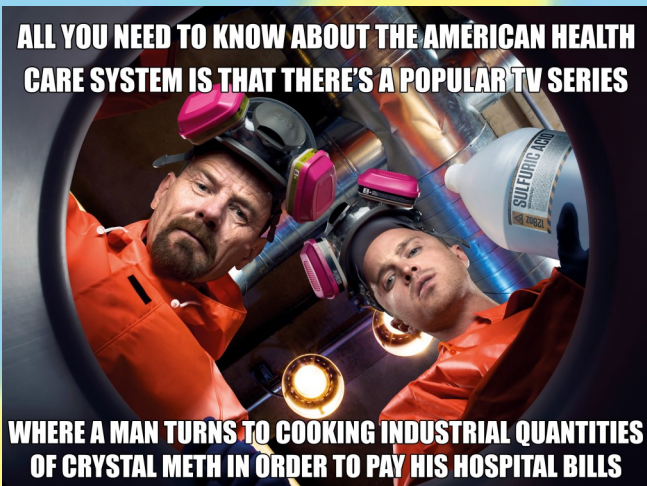


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Legislative Day

The 2019 Legislative Day is April 15-16, 2019 at the Hyatt Regency Washington Capitol Hill, Washington, D.C.

[Click here to book your room at the special AAHAM Rate](#)

Represent your facility, your state and your industry at the one political event that directly impacts you, your facility and your bottom-line; AAHAM Legislative Day. Our strong grassroots program creates new opportunities for our industry but we need your continued support! We need you to make the trip to Washington to make a difference in our industry, attendance is limited, so register to attend today. It is all about strength in numbers. The more AAHAM members participate in this effort, the stronger the voice AAHAM will have. Remember, if you don't speak up someone else will.

There is Plenty to Talk About...

2019 marks the 15th year AAHAM has brought members together with their elected officials at the AAHAM Legislative Day. We need your support to make sure our voices are heard.

* When grassroots advocates from around the nation unite, shaping healthcare policy becomes more effective. Once we receive your registration, we'll schedule meetings with your Senator and Representative.

* Before going to Capitol Hill you will be given issue overviews, talking points and any other information you need to make our case

* Although the idea of meeting with elected officials may seem daunting, those that have met with them report very positive experiences. Remember, your elected officials work for you!



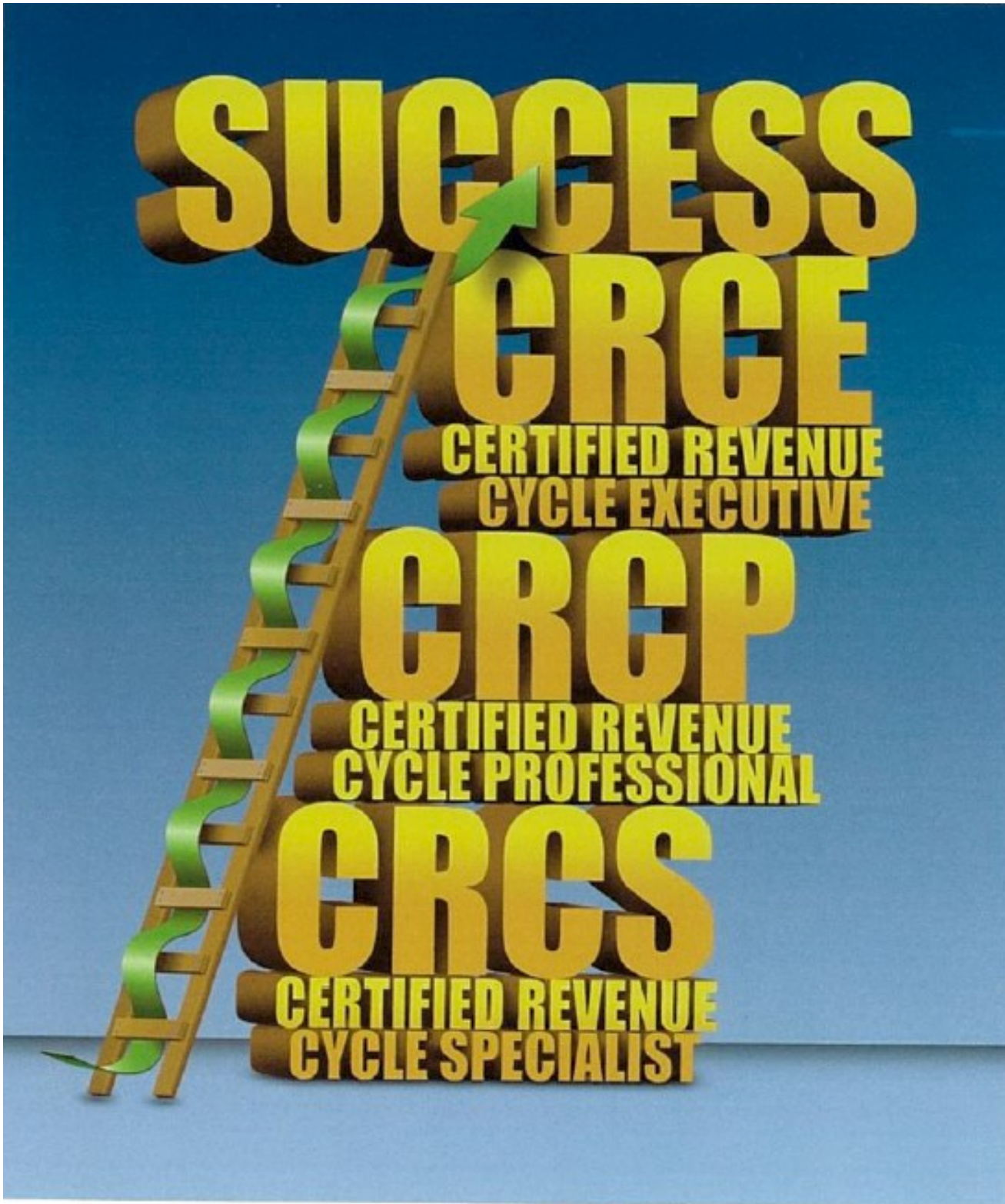
We need your support to make sure our voices are heard.

AAHAM encourages you to bring other chapter members and coworkers along for this fantastic learning experience.

[Hyatt Regency Washington on Capitol Hill](#)

400 New Jersey Ave., NW
Washington, DC 20001
For reservations call: 1-888-421-1442





AAHAM's Certifications are your ladder to success!



AAHAM Certification

Congratulations to our most recent members gaining certification!

Carolyn	Bertolino	CRCS-P
Maria	Carlin	CRCS-I
Anna Jean	Cater	CRCS-P
Rebecka	Catour	CRCS-I
Matthew	Christopherson	CRCS-P
Susanne	Cornmesser	CRCS-I
Brandon	Dilley	CRCS-P
Susan	Doyle	CRCS-I
Timothy	Gaspard	CRCS-I
Melissa	Goossen	CRCS-I
Vanessa	Haydon	CCT
Emily	Hurst	CRCS-P
Jessica	Hutchison	CRCS-I
Tracy	Milleville	CCT
Diana	Neff	CCT
Andrea	Owens	CRCS-P
Dawn	Parker	CRCS-P
Ana	Reed	CRCS-I
Lena	Roach	CCT
Roberta	Runyon	CRCS-I
Joseph	Slonecker	CRCS-P
Stacie	Soto	CRCS-P
Stacey	Tarpley	CRCS-I
Abbey	Taylor	CCT
Krista	Walters	CRCS-I
Shawna	Winstead	CRCS-I
Karen	Woo	CRCS-I





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Timothy J. Moore
Chief Executive Officer
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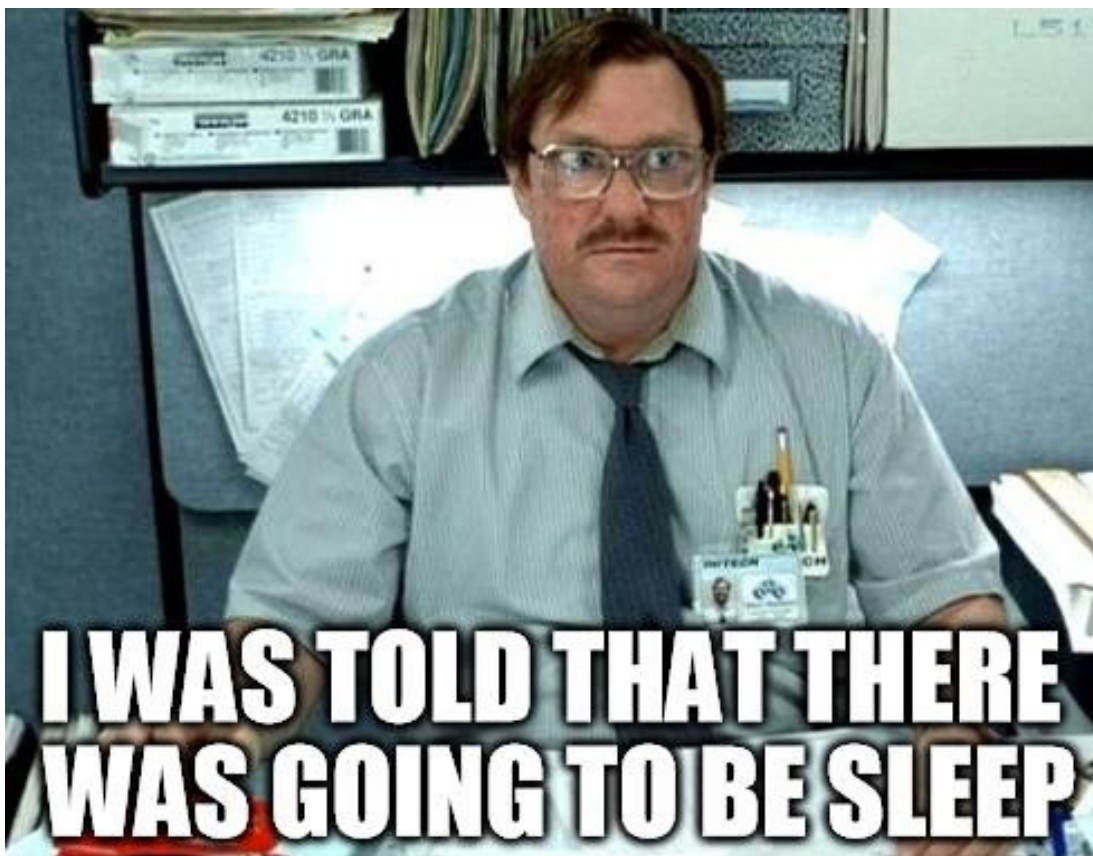
800.638.1005 | www.marcamassociates.com

Job Postings

Do you need to post an opening with your company?

We offer [online position posting](#) on the IL AAHAM website.

For more information email contactus@illinoisaham.com.





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Provider Spotlight

Recognizing Top Performance



There is no better illustration of the value that rural facilities provide to their communities than the annual identification and recognition of the top performing rural facilities. Each year, the rural hospitals are analyzed through the lens of the Hospital Strength INDEX, the industry's most comprehensive and objective assessment of rural hospital performance in the United States.

Amidst uncertainty, transition and strain, these top performers are excelling in managing risk, achieving higher quality, securing better outcomes, increasing patient satisfaction, and operating at a lower cost than their peers. These groups serve as a benchmark for other rural facilities as they strive to achieve similar results and provide a blueprint for successfully navigating the uncertainty of the new healthcare.

Hospitals recognized as a "Top 100" facility scored in the top 100 among all critical access hospitals nationally. Now in its ninth year, the INDEX leverages 50 rural-relevant indicators across eight pillars of hospital strength (i.e. Inpatient Market Share, Outpatient Market Share, Cost, Charge, Quality, Outcomes, Patient Perspective and Financial Stability) to determine an overall score for each hospital. Each of the INDEX's 50 indicators is culled from publicly-available data sources.

Congratulations to our two Illinois facilities that have been recognized, with a special shout-out to our board's own Lisa Eliis. Lisa is the Patient Accounts Manager at Paris!

- Paris Community Hospital
- Abraham Lincoln Memorial Hospital

Congratulations!



Our Commitment

We are a viable resource to those who demand the best, and we continue to expand our client base despite the competition within the industry. The reason for our continual success can be summarized in two important words - SUPERIOR SERVICE!

We will serve you best no matter how large, or small, your collection needs, because we realize how important an above average recovery ratio can mean to your over-all bottom line. Our services are performed as if the future of our company depends upon the results we achieve - BECAUSE IT DOES!

Our priority is not to be the biggest - *it's to be the Best!* We will achieve this goal because as a collection agency, WE WORK HARD FOR YOUR MONEY!



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American Collectors Association
American Association of Healthcare
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Fax: (815) 727-4383

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Benefits of AAHAM Membership



Healthcare revenue cycle professionals across the nation and around the globe are looking for an edge... a way to work smarter, build a career, stay informed and make the right contacts. Your membership in AAHAM helps you achieve all of these goals.

What do I get for my \$229 yearly National and Illinois AAHAM Membership Fee?

- **Eligibility for Certification Designations.** AAHAM membership allows you the opportunity to sit for the CRCE, CRCP, CRCS, CRIP or CCT certification exams, which provide you with the recognition and respect within the Healthcare Revenue Cycle industry. Studies show certified members perform at a higher level of efficiency and provide a return on your investment.
- **Exclusive invitation and pricing to the AAHAM's Annual National Institute (ANI)** known for excellence in education, value and networking. (Save \$100 off your ANI registration for being a member.)
- **Exclusive invitation and pricing to the Illinois AAHAM's quarterly educational events.** (\$75 in Illinois meeting savings for being a member throughout the year).
- **Exclusive invitation and pricing to National and Illinois AAHAM Webinars** (\$25 member savings for every Illinois AAHAM webinar. \$50 in yearly savings if you attend 2 Illinois AAHAM webinars).
- **Exclusive invitation and pricing to Legislative Day.** Brings you face-to-face with decision makers in Washington who determine the outcome of healthcare legislative priorities. (\$100 member savings.)
- **Continuing Education Scholarships.** Opportunity to apply for and be awarded national and Illinois Scholarships for continuing education for you and your family members. Yearly Illinois AAHAM scholarships awarded in the amount totaling \$2,000 for members, children and grandchildren.
- **Membership Directory.** An online Illinois AAHAM Membership directory helps you keep in touch with other members and vendors both locally and nationwide. Network with your revenue cycle peers!
- **AAHAM Member's Only List Serve.** Have an issue? Chances are your peers do as well. Bounce questions and issues off of your revenue cycle peers via our list serve!
- **Subscription to Legislative Currents.** Distributed via email 8 times a year, to keep you up to date on legislative and governmental issues affecting our industry.
- **Subscription to The Journal of Healthcare Administrative Management.** Rated as the #1 membership benefit, the Journal is issued quarterly.
- **AAHAM's National News.** AAHAM's monthly electronic Newsletter with timely updates and information about your association.
- **Illinois AAHAM's Award Winning Lincoln Log.** Illinois AAHAM's quarterly electronic Newsletter.
- **Job Bank** to assist you in searching and posting that special job.
- **Unlimited Networking with other revenue cycle professionals** through our website and Chapter interaction.

INVEST IN YOURSELF AND YOUR STAFF – Attend the Illinois AAHAM meetings, the national AAHAM ANI and 2 Illinois AAHAM webinars throughout the year, and your \$229 National and Illinois AAHAM membership fee saves you over \$200 in meeting fees throughout the year!





Please Return to:
 AAHAM Membership Department
 11240 Waples Mill Road, Suite 200
 Fairfax, VA 22030
 Fax: 703.359.7562
 Email: info@aaHAM.org

2018 National Membership Application

Name				Title			
Employer Name				Email Address			
Address <input type="checkbox"/> Work							
City		State		Zip		Country	
Phone		Cell		Fax		Local Chapter	
Address <input type="checkbox"/> Home							
City		State		Zip		Country	

Membership Categories and Rates

* Local chapter dues may vary

NATIONAL MEMBERSHIP - The fee to become a National AAHAM member is \$209. If you join between July 1st and August 31st, the dues are \$160 for the rest of the current year. If you join between September 1st and December 31st, the fee is \$250 for the rest of the current year and all of the following year.

FULL TIME STUDENT MEMBERSHIP - Students taking at least 12 credit hours per semester can join for free. You must submit proof of your full time status with this application. Student members receive the benefits of membership with the exception of voting, eligibility for professional or executive levels of certification, and cannot be a proxy for a chapter president at any national board meetings.

PART TIME STUDENT MEMBERSHIP - The part time student membership fee is \$50. If you join between July 1st and August 31st, the dues are \$35 for the rest of the calendar year. If you join between, September 1st and December 31st, dues are \$65 for the rest of the current year and all of the following year. **To qualify for the part time student membership you must currently be taking between 6-11 credit hours per semester and submit proof with this application.** Student members receive all the benefits of membership with the exception of voting, eligibility for executive and professional certification, and cannot be a proxy for a chapter president at any national board meetings.

Retired Membership - The fee for retired members is \$50. To qualify for retired membership, an individual must be a National AAHAM member who has retired from healthcare. Retired members receive all benefits of membership with the exception of voting. To see if you qualify as a retired member, please contact that National Office.

If you are applying as a **Full Time Student Member**, please [click here to join online or download the correct membership application.](#)

Do something today that your future self will thank you for.

Join the thousands of other revenue cycle professionals that utilize the AAHAM network of peers to get answers to their questions and to strengthen their careers.

AAHAM Always Invest in Yourself

AAHAM Raise the Level

Please allow two weeks for processing after your application is received at the national office. Dues are not tax deductible as a charitable contribution, but may be as a business expense. Approximately 4% of your annual dues are used for lobbying activities and are non-deductible.

Please note: AAHAM's membership year is from January to December, it is not anniversary based. Membership is on an individual, not institutional, basis and is non-transferable.

How did you hear about AAHAM?

Colleague Publication Website LinkedIn

If referred by AAHAM member, please give their name:

Payment Method:

Check/Money Order (Make Payable to AAHAM)

Amex Visa MasterCard

Card Number:

Exp: _____ CVV2 Code: _____

Name as it appears on card: _____

Signature: _____

Billing Address for Credit Card:

PAYMENT TOTAL

NATIONAL DUES: _____

LOCAL DUES: _____

TOTAL ENCLOSED: _____





Local Chapters

AAHAM has over 30 chapters throughout the US and India. Local chapters offer you more opportunities for education and networking. Local chapters offer you more opportunities for education and networking, and offer both in person and webinar educational opportunities. In addition, local chapters offer a great opportunity to obtain an industry leading healthcare certification which provides exceptional value to students when seeking employment in the healthcare field. Please see the listing of local chapters below to help you decide which chapter you should belong to along with your national membership.

Name of Chapter	Geographic Location	Chapter Dues
Nebraska Aksarben #01	Nebraska	\$0.00
Florida Sunshine #03	Florida	\$40.00
Carolina #04	North & South Carolina	\$30.00
Washington Evergreen #05	Washington State, West of the Mountains	\$30.00
Minnesota Gopher #06	Minnesota	\$40.00
Iowa Hawkeye #07	Iowa	\$0.00
Missouri Hawthorn #08	Missouri	\$45.00
Illinois #09	Illinois	\$30.00
Washington Inland Empire #10	Washington State, East of the Mountains	\$25.00
Pennsylvania Keystone #11	Central Pennsylvania	\$25.00
Maryland #13	Maryland	\$25.00
Utah Mountain West #14	Utah	\$30.00
New Jersey #16	New Jersey	\$40.00
Ohio Western Reserve #18	Ohio	\$0.00
Northeast PA #19	North East Pennsylvania	\$30.00
Colorado Rocky Mountain #21	Colorado	\$20.00
Maine Pine Tree #22	Maine	\$25.00
North/South Dakota Rushmore #23	North & South Dakota	\$0.00
Western Region #26	Arizona and California	\$0.00
Virginia #27	Virginia	\$30.00
Philadelphia #29	Philadelphia, Pennsylvania	\$35.00
New York Mid-York #31	New York	\$30.00
Georgia #33	Georgia	\$30.00
Connecticut #34	Connecticut	\$35.00
Pennsylvania Three Rivers #37	Pittsburgh, Pennsylvania	\$50.00
Texas Bluebonnet #40	Texas	\$50.00
Indiana #42	Indiana	\$25.00
Wisconsin #44	Wisconsin	\$25.00
Chennai #49	Chennai, India	\$0.00
Tennessee Music City #53	Tennessee	\$35.00
Vermont & New Hampshire Twin States #56	Vermont & New Hampshire	\$25.00
Massachusetts #57	Massachusetts	\$85.00

Please Check the Appropriate Codes in Each Category Below

Years in Healthcare:

- 0-5 6-10 11-20 21-25 25+

Certification:

- CHAM (NAHAM) CHFP (HFMA)
 FHFMA (HFMA) CHCS (ACA)
 Other (please list)

Employer Type:

- Billing
 Collection Agency
 Consulting
 Law Firm
 Outsourcing
 Provider
 Software/IT
 Vendor/Corporate Partner
 Other (please list)

Position:

- CFO
 Consultant
 Director
 Executive Director
 Vice President
 Manager
 Patient Access Representative
 Partner, Principal, Owner
 PFS Representative
 Supervisor/Coordinator
 Other (please list)

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We help hospitals get paid from payers and patients at the front-end of the revenue cycle, where it matters most.

\$4 Mil - The amount of undisclosed coverage a NY-based health system found in self-pay accounts.

300% - The average annual increase in pre-service collections for a typical client.

8x - The return on investment one client experienced in the first month on a single QA edit.

\$3.4 Mil - The rework cost avoided across AccuReg's client base for the month of March 2018.

91% - The percent of AccuReg clients who meet the minimum NAHAM benchmark for Final Accuracy Rate.

68% - The percentage of AccuReg clients who perform at NAHAM's Better or Best benchmark.

25% - The reduction in eligibility-related denials one client saw after using AccuReg Eligibility Verification for two months.

\$655K - The average up-front collections across a sampling of clients in Alabama in March 2018.

"AccuReg was the best install I have ever been involved with. The staff was great! Very professional and understood all aspects of Registration. Their knowledge made it very easy for us to communicate and get the outcome I wanted. They have provided fast and professional responses since the install. This product is wonderful and the staff love it. Truly a great company to be associated with!"

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Student AAHAM Membership



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Get on the fast track to a high-paying career in healthcare finance

FREE student membership in the leading professional association focused on the healthcare revenue cycle

How FREE AAHAM membership can jump-start your healthcare finance career:

AAHAM is the only national organization dedicated solely to the healthcare revenue cycle. We have 32 local chapters across the country and more than 3,000 members who work in hospitals, clinics and other healthcare financial and IT related businesses.

As a student AAHAM member, you will benefit from:

Networking – You can make contacts with hospital and clinic healthcare financial professionals to create a broader network for job placement upon graduation.

Certification – You can be eligible to take AAHAM's industry-leading revenue cycle certification exams. Students who pass the exams will stand out from the pack when seeking employment in the healthcare industry.

Education – 32 local chapters provide in-person and web-based educational sessions throughout the year covering all the hottest current revenue cycle topics. Upon applying for FREE membership, a local chapter leader will reach out to welcome you to their network.

And much more!

Free membership available to students taking at least 12 credit hours.





Healthcare is one of the nation's fastest growing job sectors



What kind of job can you find in healthcare finance?

College students graduating with a degree in business, marketing, finance, IT, accounting or healthcare administration can all find careers in the healthcare revenue cycle working for a hospital, clinic or healthcare business partner.

Typical job titles include:

- > Revenue Cycle Director
- > Patient Accounts Director
- > Patient Access Director
- > Compliance Director
- > Controller
- > Accounting
- > IT Analyst
- > Vice President of Marketing/Sales

- > Students graduating with a healthcare degree find jobs ranking in the top 10% of salaries*.
- > You can choose where you want to live and work.
- > You can have a satisfying career making a difference in people's lives.

As an AAHAM member, you will be able to network with healthcare financial professionals who can help guide you toward a rewarding job at a hospital, clinic or healthcare business partner near you.

AAHAM membership is FREE to students taking at least 12 credit hours.

*U.S. Department of Labor

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Payer-Provider Collaboration

Payer-Provider Collaboration in revenue cycle – one way to ease tensions that pays off for both sides of the great divide

By Jesse Ford

Healthcare constantly seeks the best approach to effectively resolve accounts receivable. Providers, payers and revenue cycle professionals are always looking to analyze trends, improve processes, enhance technology, educate staff and create accountability. Those of us who work on the provider side often forget or fail to appreciate the fact that payers struggle with the same issues.

I've seen all of this personally, having been a revenue cycle director at large and small health systems and now leading a company that provides hospitals and medical practices with outsourced revenue cycle services, including claims adjudication. That is where most of the interactions between payers and providers take place, and it remains the source of daily tensions.

With imperfection on both sides, we sometimes end up with payment disputes that anger and frustrate everyone. Providers rightfully argue that claims should be paid because services have been rendered to patients. When they are not paid, they may escalate the claim to a provider representative at the insurance company and/or complain to the state insurance department.

Defining a new role

This is not the whole story, though. In fact, as strange as that may sound to folks in hospital revenue cycle, there are many examples of payer-provider collaboration throughout our industry. Accountable care organizations are often led by payers. Private sector bundled payment initiatives and care quality improvement initiatives involve payers and providers. Payers are buying up physician practices, and providers are still venturing into managed care.

Though considerable tensions remain over narrow provider networks and coverage and claims disputes, I see a continuing shift toward greater cooperation. In fact, there is an opportunity for providers to partner with payers in the claims area, through a new position I call the payer collaboration leader.

Understanding payer requirements should be a core competency for everyone in revenue cycle management, but unfortunately, it is all too often lacking. Having someone on your team who works closely with leadership, staff and payers to develop employees' understanding of payer requirements and assist client teams in resolving challenges associated with payers is critical to success. The person should have billing expertise, a knack for overcoming challenges and a track record of strong relationships with payers. It helps if he or she had a past position working for a payer.

The payer collaboration leader not only works with payer representatives to find solutions to claims disputes but also serves as an internal resource to educate staff on payer reimbursement models. When you understand and follow payer rules well, you can be certain when an issue is on the payer side.

A payer collaboration leader should:

- Research and communicate payer requirements, including periodic changes
- Assist billing leaders in training staff on payer-specific rules
- Evaluate receivables challenges, with a specific focus on identifying payer issues
- Serve as a resource to contracting analysts in evaluating payer reimbursement models

Time saved for everyone

The collaborative aspect of this model works particularly well in the world of revenue cycle outsourcing, when provider representatives work with multiple organizations. When a payer issue is identified for one client, they can "scrub" accounts receivable of others to see if the issue exists elsewhere. One payer representative can follow through on a solution and end a situation in which multiple representatives are fielding the same complaint from many providers. In a similar vein, large health systems who work with many payers would find a payer collaboration leader helpful.

Approaching payers with a collaborative mindset and developing a positive relationship with their leaders is a winning strategy. In the end, insurers may not always be motivated to fix issues quickly, so complaining to higher authorities may be required. It just should not be the first step.

Jesse Ford founded Salud Revenue Partners, Lafayette, Indiana, in 2009. He can be reached at jford@saludrevenue.com.





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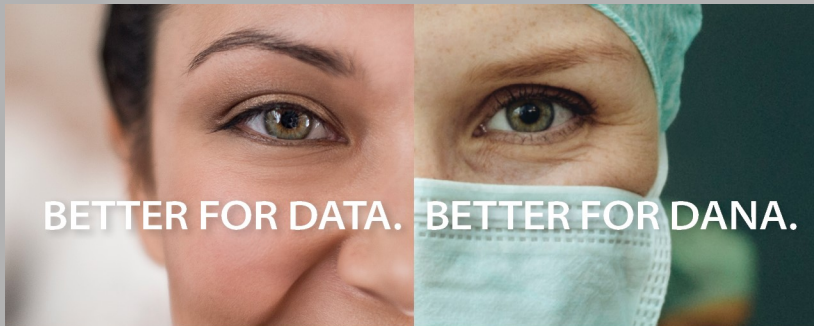
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As an Illinois AAHAM Sponsor, your company will receive a significant amount of recognition opportunities throughout the year. Your organization's name will be included in pertinent marketing materials and on-site acknowledgement at **ALL** educational conferences. As a part of your sponsor package, you will also receive complimentary advertising in the Lincoln Log.

Open enrollment for our sponsorship program is held once a year beginning October 2018. Your investment in our program will provide company recognition for an entire year (January 1, 2019 through December 31, 2019).

Each sponsor receives complimentary meeting registrations to be used by your representative or given to a non-member IL provider.

Please note: An additional fee of \$600 is charged to exhibit at our Annual State Institute in November. The exhibit fee also includes one meeting registration. For those vendor partners who sponsor at the Platinum Level, the exhibit fee and one meeting registration are waived (they are included in the Platinum sponsor package).

We believe participation in the IL AAHAM Sponsorship Program should be an integral part of your company's marketing program. For additional information regarding the Illinois AAHAM Corporate Partners program please contact Vanessa Haydon vhaydon@mrareresults.com or Ron Snyder at rsnyder@avadynehealth.com.

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- Complimentary participation in 'Vendor Speed Dating' event
- Sponsor poster displayed at every educational meeting
- Sponsor identification on representative's meeting name badge(s)
- Recognition during our Annual State Institute (ASI) meeting
- Full-page ad in each quarterly issue of the award winning **Lincoln Log** newsletter
- Sponsor level recognition on the Illinois AAHAM website, including a representative's name and e-mail address. An additional link to your company's website is also included.



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- Complimentary participation in 'Vendor Speed Dating' event
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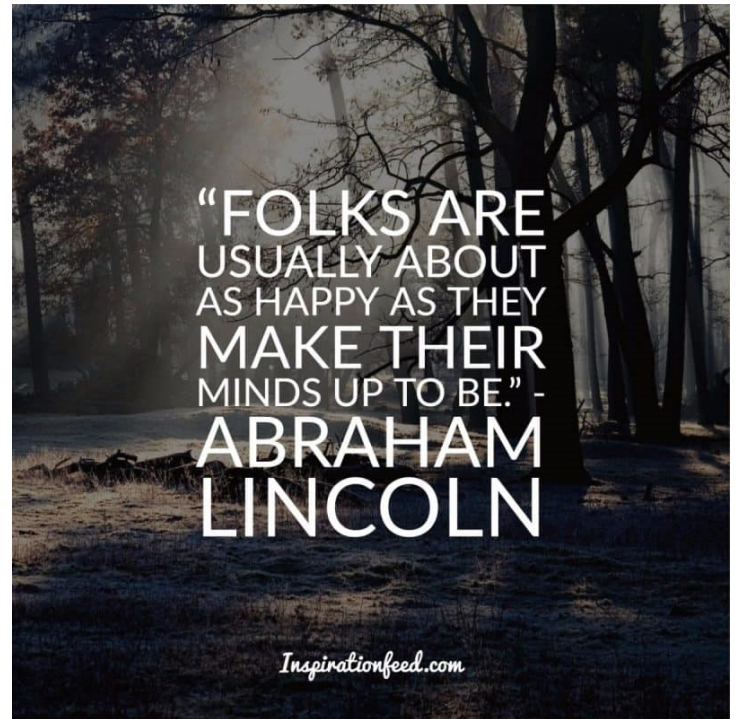


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