



# GET PAID • MANAGE YOUR CONTRACTS

## 2 FREE SEMINARS/WEBINARS • THIS THURSDAY, JUNE 25!

### GETTING PAID: Maximize Your Cash Flow

### MANAGING YOUR CONTRACTS: A Focus on Payor Contracting

**THIS THURSDAY • JUNE 25 • 9 AM – 12 PM**

**THIS THURSDAY • JUNE 25 • 1 PM – 4 PM**

**PRESENTED BY:** Frank Navarro, Associate Director, CMA Center for Economic Services

**PRESENTED BY:** Aileen Wetzel, Associate Director, CMA Center for Economic Services.

**WHERE:** The Seminar Will Be Held at SDCMS' Offices at 5575 Ruffin Rd., Ste. 250, San Diego, CA 92123 •

The Webinar Will Be Held Online, So Wherever You Are, With an Internet Connection

**WHERE:** The Seminar Will Be Held at SDCMS' Offices at 5575 Ruffin Rd., Ste. 250, San Diego, CA 92123 •

The Webinar Will Be Held Online, So Wherever You Are, With an Internet Connection

**YOU WILL LEARN HOW TO:**

- Increase Revenue While Decreasing Days in A/R
- Gain Greater Control of Your Practice's Bottom Line
- Identify Common Pitfalls of the Billing and Collection Process
- Monitor Payor Compliance and Foster Positive Working Relationships
- Develop Skills to Effectively and Efficiently Manage Collections
- Discover Resources Available to SDCMS-CMA Members to Assist Your Practice

**YOU WILL LEARN HOW TO:**

- Evaluate Current and Proposed Payor Contracts
- Determine Essential Clauses to Leave in and/or Take out
- Determine Specific Payor's Value to Your Practice
- Target Payors for Contract Termination, Negotiation, or Renegotiation
- Prepare for Contract Negotiations
- Monitor Payor Compliance With Payor Terms
- Understand "Silent PPOs" and Their Implications

**QUESTIONS? CONTACT LAUREN WENDLER AT (858) 300-2782 OR AT LWENDLER@SDCMS.ORG**

**REGISTRATION FORM:** Complete and Fax to SDCMS at (858) 569-1334 before June 24, 2009.

**Free Seminars / Webinars Open Only to SDCMS Members and Their Staff**

**CHECK WHICH SEMINAR(S) AND/OR WEBINAR(S) ATTENDEE(S) WILL ATTEND?**

- "Getting Paid" Seminar:  • "Getting Paid" Webinar:  — **BREAKFAST WILL BE PROVIDED!**
- "Managing Your Contracts" Seminar:  • "Managing Your Contracts" Webinar:  — **LUNCH WILL BE PROVIDED!**

Member Physician's Full Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Attendee Name(s): \_\_\_\_\_