



A 3-Part Webinar Series

Presenter: **M. Aaron Little, BS, CPA**, Senior Managing Consultant with BKD National Health Care Group in Springfield, MO. Aaron routinely works with both home health and hospice agencies throughout the nation providing consultations and training on billing, operational and financial topics. He is a frequent speaker at state and national industry conferences.

Optimizing the Home Care Revenue Cycle

Tuesday, January 26, 2010
10:30 am to 12:00 pm CT

****RECORDING AVAILABLE****

Drilling into the New Complexities of Medicare Billing

Tuesday, February 23, 2010
10:30 am to 12:00 pm CT

****RECORDING AVAILABLE****

Implementing Strategies to Properly Handle Payment Variances

Tuesday, March 23, 2010
10:30 am to 12:00 pm CT

****RECORDING AVAILABLE****

Optimizing the Home Care Revenue Cycle—Recorded January 26, 2010

Optimizing the home care revenue cycle requires the ability to critically examine the processes leading up to the point of billing. A successful initiative to enhance the revenue cycle provides substantial returns beyond improved cash flow and working capital. This webinar will provide attendees with insights on how to examine the revenue cycle to identify opportunities to enhance performance, as well as provide benchmarks by which to compare current revenue cycle performance.

Program Objectives:

1. Apply benchmarks by which to evaluate revenue cycle performance.
2. Employ realistic revenue cycle performance goals.
3. Recognize typical revenue cycle challenges.
4. Apply successful methods of evaluating revenue cycle operations in such a way to identify opportunities for improved performance.

Drilling into the New Complexities of Medicare Billing—Recorded February 23, 2010

Medicare home health PPS refinements have significantly complicated the billing process. This webinar will provide strategies for drilling into the details of your billing processes, and participants will take away valuable insights on available industry resources and processes that can be implemented to help optimize efficiencies.

Program Objectives:

1. List typical Medicare home health billing challenges.
2. Apply suggested key billing performance measures.
3. Identify effective and efficient process management tools.



Implementing Strategies to Properly Handle Payment Variances—March 23, 2010

Looking to improve your payment process? This webinar will target strategies for identifying payment variances and appropriately posting them to accounts receivable. Specific tools used in the practices employed by the presenter will be shared along with corresponding examples.

Program Objectives:

1. Identify items that determine payment.
2. List reasons for payment variances.
3. Describe how to appropriately deal with a payment variance when the payment received is determined to be correct.

There are NO CEUs available through the Iowa Board of Nursing

Iowa Alliance in Home Care has partnered with the Ohio Council for Home Care and Hospice to bring you this outstanding series!



A 3-Part Webinar Series

Optimizing the Home Care Revenue Cycle - Recording

Recorded Tuesday, January 26, 2010
10:30 a.m. to 12:00 p.m. CT

- Member Rate \$149
- Non Member Rate \$300

Drilling into the New Complexities of Medicare Billing - Recording

Tuesday, February 23, 2010
10:30 a.m. to 12:00 p.m. CT

- Member Rate \$149
- Non Member Rate \$300

Implementing Strategies to Properly Handle Payment Variances

Tuesday, March 23, 2010
10:30 a.m. to 12:00 p.m. CT

- Member Rate \$149
- Non Member Rate \$300

I wish to attend all three webinars

- Member Rate ~~\$447~~ **\$347**
- Non Member Rate ~~\$900~~ **\$800**

The teleconferences will take place from 10:30 a.m. until 12:00 p.m. CT and will include the opportunity to ask questions of the presenter. Due to the expense of using the teleconference hook-up, registrations may not be shared between agencies – the agency’s registration covers the access of only one phone line into the teleconference. The confirmation will be emailed to you one week prior to the call to the email address you provide.

Refund Policy: Substitutions are welcome at any time via fax or email. A \$30 cancellation fee will be charged to the individual cancelling their registration. All cancellations must be in writing and received by IAHC seven days prior to the workshop in order to receive a refund less the \$30 cancellation fee. In the event of an emergency and you cancel after the cancellation deadline, a charge of 50% of your registration fee will be assessed to cover expenses incurred. No refunds for cancellations within two business days prior to the event. There are no refunds for no-shows.

Recordings: Payment must be received by IAHC before access to the recording is made available to you. No refunds will be given for recordings.

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Please contact Katie Davis (info@iowahomecare.org) if needed.