



**AAHAM WEBINAR
WEDNESDAY, February 13, 2019
1:30pm - 3:00 PM ET**

EVERYONE Earns 3 AAHAM CEUs for attending

Join AAHAM and Steve Selbst, Managing Partner of Paragon Revenue Group, as we present this timely webinar,

**“Contract Language - What to Look Out For and
How to Maximize Reimbursements”**

Often, providers only focus on payer contracts' fee schedules and not the operational language that can also affect success. This presentation will focus on key contracts' language that will result in ways to effectively and more easily administer payer contracts. Attendees will learn the basics of payer contracts, diving deeper into contract language, creating a central space for contracts, and preparing for negotiations, and how to maximize fee schedules.

Key lessons attendees will learn from this webinar include:

- Identify potential threats in your contracts and avoid them
- Recognize payer contracts' language opportunities to get more favorable terms
- Identify the top 5 payer contract language landmines so that you don't get burned
- Improve contracts' results with a language template that you can reuse and take with you
- Navigate fee schedule amendment types and examples to make your contracts strong
- Get more of your changes accepted by using the payer contracts' lifecycle

Space is limited to the first 100 registrants, register today!

Level of webinar: Intermediate

Target audience: Business owners, CEO's, COOs, CFOs, VPs, Business managers, Business Development Officers, Administrators, Managers, and anyone else in the Company who oversees or is responsible for revenue generation / revenue cycle, including payer contracts

About our speakers:

Healthcents CEO and Co-Owner, Mr. Steve Selbst leads Healthcents' business operations including contracting and provider reimbursement analysis. He is responsible for all of Healthcents Inc.'s business processes, contracts management, negotiations, and computing systems which are used to enable Healthcents to get providers maximum reimbursements on payer contracts. He has successfully negotiated over 40,000 payer contracts and is the inventor of RevolutionSoftware, Healthcents' state-of-the-art web service product for payer

contracts' analysis. Under Steve's leadership, many of the largest practices, DME / HME companies, specialty labs, behavioral health and other ancillary providers in the USA have become Healthcents' reference accounts. Steve leads the development and delivery of Healthcents' Blueprint for Success Class, which is sponsored by medical associations such as the AUA, and large Hospital Based Practices. He teaches medical providers the "secret sauce" about how to negotiate payer contracts. Steve is a featured speaker and payer contracting expert for associations and companies including Medtrade, AAOE, Coding Leader, AAHAM, NHIA and many others. Steve can be reached at nmedina@healthcents.com.

This \$145, 90-minute telephone conference call includes a presentation, Q&A period, and handout provided via email. The fee is for one line, if multiple lines are to be used, a separate fee for each line must be paid. The audio conference format permits an unlimited amount of people to listen in from one phone. Everyone that attends earns 3 CEUS for attending, so feel free to gather up your whole team! Correspondence and handouts will only be sent to the registrant. The member name and number must match the email address. You will receive a CEU sign up form for your entire group of listeners with your confirmation. To ensure the quality of interaction, the number of registrations for each audio seminar is limited. Reserve your space by registering ASAP.

To register...

Email, fax or mail your registration form with payment to:

AAHAM Webinars
11240 Waples Mill Road
Suite 200
Fairfax VA 22030
Fax: 703/359-7562
Email: moayad@aaham.org

We apologize but we do not invoice nor accept purchase orders. **Payment must be received on or before February 6, 2019.** We are unable to accept registrations after that date. **Correspondence and handouts will only be sent to the registrant. The member name and number must match the email address.**

On February 10, 2019, you will be emailed your confirmation, handouts, phone number and passcode to use for the call, and a CEU form. On the program date...It's easy! Just call in at the scheduled time and enter your passcode. Long-distance rates are covered in your registration fee.

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Certification•Compliance •Leadership Development•Networking•Advocacy*



Webinar Registration Form

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Upcoming Webinar Schedule and Rates

Topic: Clarifying the Agency Reporting Process: How to Get What You Want While Eliminating What You Don't

When: WEDNESDAY, January 23, 2019 1:30pm - 3:00 PM EDT
 Speaker(s): Lori Zindl, President of OS Healthcare
 Registration Deadline: January 16, 2019 AAHAM CEU's Earned: 3
 AAHAM National Member \$145 Non-members \$235

Topic: Contract Language - What to Look Out For and How to Maximize Reimbursements

When: WEDNESDAY, February 13, 2019 1:30pm - 3:00 PM EDT
 Speaker(s): Steve Selbst, Managing Partner of Paragon Revenue Group
 Registration Deadline: February 7, 2019 AAHAM CEU's Earned: 3
 AAHAM National Member \$145 Non-members \$235

Topic: The Role of Patient Access in Denials Prevention and Intervention

When: WEDNESDAY, February 27, 2019 1:30pm - 3:00 PM EDT
 Speaker(s): Sarah Mendiola, Director of Clinical and Legal Services at Washington & West, LLC
 Registration Deadline: February 20, 2019 AAHAM CEU's Earned: 3
 AAHAM National Member \$145 Non-members \$235

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
 Registration Deadline: March 13, 2019 AAHAM CEU's Earned: 3
 AAHAM National Member \$145 Non-members \$235

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Questions? Please call 703.281.4043 x 4
 or email moayad@aaham.org.

Do something today that your future self will thank you for.**#AAHAMAlwaysInvestinYourself****#AAHAMRaisetheLevel**