



AAHAM WEBINAR
WEDNESDAY, April 5, 2017
1:30pm - 3:00 PM EDT

EVERYONE Earns 3 AAHAM CEUs for attending

Join AAHAM, George Colman, Senior Partner at Law Offices of Stephenson, Acquisto & Colman, and Rich Lovich, National Legal Counsel to AAHAM and Partner and Managing Litigation Attorney at Law Offices of Stephenson, Acquisto & Colman, as we present this timely webinar,

“Managing Denials Today and Tomorrow – TIPS from the Attorneys”

This informative, intermediate/advanced level webinar will present a legal perspective of managed care contracting and handling denials to obtain appropriate reimbursements. Attendees will learn how to make sure their facility can tackle reimbursement challenges under contractual agreements.

Learn about:

- Basic contract interpretation as it relates to managed care contracts
- Handling disputed claims and using the contract as a tool to assist in reimbursement
- Legal tools and tactics to overcome uncovered or non-contracted situations
- Implementing an effective process/procedure to assist managed care claims

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

Level of webinar: INTERMEDIATE/ADVANCED

Target audience:

This seminar is for administrative managers and healthcare financial professionals who are responsible for handling denied claims and looking to reduce their AR and obtain appropriate reimbursement.

About our speakers:

George Colman has been involved for over 45 years representing over 100 healthcare providers in revenue recovery and business office consulting, assisting in creating on-site programs in public and private hospitals, as well as specialized insurance and third party recovery programs. George has lectured extensively and published many articles in the areas of accounts receivable, legal recoveries, and business office issues throughout the country. He is the former National Legal Counsel to the American Association of Healthcare Administrative Management (AAHAM), past President of the Southern California Chapter of the Healthcare Financial Management Association (HFMA), and has served as the Chapter Liaison

Representative for Region 11 of HFMA. He is also the legal advisor to the California Association of Healthcare Admitting Managers (CAHAM). In addition, George is Chairman of the Board of Trustees for St. Francis Medical Center, Lynwood, California and was Chairman of the Task Force for Chronically Homeless Patients in Los Angeles County (TFCHIP). George can be reached at gcolman@sacfirm.com.

Richard Lovich is the Managing Litigation Attorney at Stephenson, Acquisto & Colman, Inc. He joined the firm in 2005 as Senior Trial Counsel on litigated and arbitrated cases involving healthcare providers seeking proper and full reimbursement from network health plans, self-funded ERISA plans, and governmental entities. He is responsible for litigation management and trial readiness of all cases from the prelitigation stage through trial or arbitration. Rich has over 30 years of litigation experience including 15 years as the chief trial lawyer and managing attorney for the Los Angeles law offices of two of the country's largest insurance companies. As a certified National Institute of Trial Advocates (NITA) instructor, Rich has been responsible for the development, implementation, and presentation of national trial advocacy training programs. He has also served on national legal audit teams auditing both financial and litigation management requirements. He is the current National Legal Counsel to the American Association of Healthcare Administrative Management (AAHAM). Rich can be reached at rlovich@sacfirm.com.

This \$145, 90-minute telephone conference call includes a presentation, Q&A period, and handout provided via email. Payment must be received on or before **March 29, 2017**. You will receive your confirmation and handouts via email by **April 3, 2017**. 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 Audio Conference
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 in full must be received **on or before March 29, 2017**. We are unable to accept registrations after that date. **Correspondence and handouts will only be sent to the registrant.**

After registering...The Monday prior to the call, you will be emailed a confirmation, phone number and passcode to use for the call, a CEU form as well as a set of handouts. **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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Please Return to:
 AAHAM Webinar Registration
 11240 Waples Mill Road, Suite 200
 Fairfax, VA 22030
 Fax: 703.359.7562
 Email: info@aaham.org

Webinar Registration Form

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Upcoming Webinar Schedule and Rates

Topic: 5 Things Medicare Advantage Plans Don't Want You to Know
 When: WEDNESDAY, March 29, 2017 1:30pm - 3:00 PM EDT
 Speaker(s): Ed Norwood, President of ERN/The National Council of Reimbursement Advocacy
 Registration Deadline: March 22, 2017
 AAHAM CEU's Earned: 3

AAHAM National Member \$145 Non-members \$235

Topic: Managing Denials Today and Tomorrow - TIPS from the Attorneys
 When: WEDNESDAY, April 5 2017 1:30pm - 3:00 PM EDT
 Speaker(s): George Colman, Senior Partner at Law Offices of Stephenson, Acquisto, & Colman, and Rich Lovich, Manager of Litigation at Law Offices of Stephenson, Acquisto, & Colman
 Registration Deadline: March 29, 2017
 AAHAM CEU's Earned: 3

AAHAM National Member \$145 Non-members \$235

Topic: Conscious Communications: Words that Work
 When: WEDNESDAY, May 17, 2017 1:30pm - 3:00 PM EDT
 Speaker(s): Mary Shores, President & CEO at Midstate Collection Solutions
 Registration Deadline: May 12, 2017
 AAHAM CEU's Earned: 3

AAHAM National Member \$145 Non-members \$235

[Online Member Registration](#)
[Online Nonmember Registration](#)

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Questions? Please call 703.281.4043 x 202 or email moayad@aaham.org.

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