



**AAHAM WEBINAR
WEDNESDAY, September 21, 2022
1:30pm - 3:00 PM EDT**

EVERYONE Earns 3 AAHAM CEUs for attending

**Join AAHAM, Sam Donio, MBA, President, CBIZ KA Consulting Services, LLC
and Lucia Lucas, MBA, Director, CBIZ KA Consulting Services, LLC as we present this
informative webinar,**

**“How to Incorporate Virtual Technology to Overcome Medicaid Enrollment Barriers and
Increase Completed Medicaid Applications”**

This webinar will detail how virtual technology is a vital tool in increasing the number of completed Medicaid applications and improving Medicaid revenue.

Virtual technology, if used properly, offers the flexibility and convenience to improve a hospital's Medicaid eligibility process. It can assist hospitals in addressing their internal staffing problems. Virtual technology also plays a crucial role in helping patients overcome enrollment barriers, such as transportation issues, work schedules, and language barriers. This webinar will demonstrate what components of virtual technology are vital for improving Medicaid eligibility as well as provide best practices for utilizing Medicaid eligibility virtual technology.

Learn about:

- Medicaid eligibility performance.
- How virtual technology can help hospitals and patients overcome enrollment barriers, leading to more completed applications, better Medicaid application conversion rates, and increased revenue.
- How to differentiate between effective and ineffective virtual technology as it relates to Medicaid eligibility.

Level of the webinar: Intermediate

Target audience: Managers, Analysts, Billing

**THIS WEBINAR IS GENEROUSLY SPONSORED BY
CBIZ KA Consulting Services, LLC
www.cbiz.com**

About our speaker (s):

Sam Donio, MBA, President, CBIZ KA Consulting Services, LLC

Mr. Donio is the President/Business Unit Leader of CBIZ KA Consulting Services, where he is responsible for overseeing the provision of a wide range of consulting services. Mr. Donio is an expert in data analytics and hospital revenue cycle with a specific focus on automated data analysis to identify coding, billing, and documentation issues that can lead to improved compliance and revenue. In addition, Mr. Donio has a detailed understanding and a history of successful implementation of the managerial accounting, quality matrixes and data requirements for the alignment of incentives to promote efficient and cost-effective healthcare delivery. He has developed and overseen the successful implementation of several eligibility solutions and services designed to leverage cutting-edge data analytics and technical experts to identify missed Medicaid and SSI Eligibility opportunities, reduce self-pay levels and increase client revenue. Sam can be reached at sdonio@cbiz.com.

Lucia Lucas, MBA, Director, CBIZ KA Consulting Services, LLC

Ms. Lucas has 19 years of healthcare experience with a focus on Medicaid, Medicare, and Charity Care eligibility enrollment, assisting uninsured and underinsured patient populations. She has expertise in maximizing revenue reimbursement and reducing costs. As a multi-lingual expert, Ms. Lucas specializes in complex case resolutions. Ms. Lucas oversees policy and training for CBIZ's eligibility staff members, as well as implementation for new clients. She developed an online resource center as part of ongoing training for staff and has successfully completed federal and state training as a Marketplace Certified Application Counselor, NJ Family Care Certified Assistor, and a Presumptive Eligibility Certified Assistor. Lucia can be reached at lucia.lucas@cbiz.com.

This webinar includes a presentation, Q&A period, and handout provided via email. The registration is for one line, if multiple lines are to be used, a separate registration must be submitted. The audio conference format permits an unlimited amount of people to listen in from one phone. Everyone earns CEUs for attending, so feel free to gather up your whole team! You will receive a CEU submission form for yourself and your entire group of listeners with your confirmation.

This webinar costs \$35 for AAHAM National members and \$99 per line for non-AAHAM members. If you are having issues registering, please contact Moayad Zahraiddin at moayad@aaham.org.

Join as a National Member today, registration for this webinar will be included for free!

We apologize but we do not invoice nor accept purchase orders. Registrations must be received on or before September 14, 2022. We are unable to accept registrations after that date

The Friday before the webinar we will email the registrant the confirmation, handouts, dial-in number, passcode and CEU submission form. Reminders will also be sent the week of the webinar. On the program date...it's easy, just call in at the scheduled time and enter your passcode.



Webinar Registration Form

Please Return to:

AAHAM Webinar Registration
11240 Waples Mill Road, Suite 200
Fairfax, VA 22030
Fax: 703.359.7562
Email: info@aaham.org

Name _____		Title _____	
Employer Name _____		Email Address _____	
Address _____			
City _____	State _____	Zip _____	Country _____
Phone _____	Cell _____	Local Chapter _____	AAHAM Member ID _____

Upcoming Webinar Schedule and Rates

Topic: How to Incorporate Virtual Technology to Overcome Medicaid Enrollment Barriers and Increase Completed Medicaid Applications

When: WEDNESDAY, September 21, 2022 1:30 PM - 3:00 PM EDT
Registration Deadline: September 14, 2022 AAHAM CEU's Earned: 3

- AAHAM National Member \$35 Non-members \$99

Join as a National Member today, and get one webinar registration for free! AAHAM National Membership \$209

Please indicate the date of the webinar you would like to be included with your membership:

Online Member Registration

Online Nonmember Registration

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

TOTAL ENCLOSED: _____

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