

January 30, 2004

Waltham Woods Conference Center

8:30 to 2:30

MHA members \$199; non-members \$279

Massachusetts Hospital Association presents

Proven Strategies to Increase Revenue

Karen Bowden, President of Revenue Enhancement Strategies, Inc will share proven strategies and tactics hospitals can use to find sources of unrealized revenue in a full day conference at Waltham Woods Conference Center. Topics include:

1. Operationalize Contract Management
2. Tighten Controls and Monitors
 - a. Insurance verification
 - b. DNFB monitoring
 - c. Monitoring Missing Charges
 - d. Monitoring Late Charges
 - e. Day End Reconciliation
 - f. Claim Acceptance Reconciliation
 - g. Monitoring Follow-up Activities
 - h. Maintaining Provider Dictionaries
3. Identify Missed Billing Opportunities
4. Denial Management
 - a. The power of aggregate data
 - b. Performing Root Cause Analysis
 - c. Picking the Low Hanging Fruit
 - d. Best Practice Corrective Actions
 - e. Identifying payer issues
5. CDM Maintenance
6. Clean Claim Form Logic
7. Operations and Contracting – Getting to Common Ground
8. Co-payment Collections/bad debt analysis

To attend the conference, contact the Massachusetts Hospital Association at www.mhalink.org