When submitting a request to open a contract renegotiation discussion, best practice is to present a “business case” as to why the payor wants to keep your practice in the network. Failure to present a business case often results in a quick reply from the payor indicating that they are not in a position to renegotiate at this time. Join us to learn how to prevent the “auto-reply” and to create and submit a thoughtful renegotiation request.

— Presented by Kristine Marck
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