



Practice Manager's Forum

~A FREE Lunch & Learn Seminar*~

Contract Negotiations: How To Get Past "NO" With a Payor

Thursday, September 8, 2016
11:30 a.m. – 1 p.m.

Vista Family Health Center, Conference Rooms A & B
3569 Round Barn Circle, Santa Rosa

~ Complimentary lunch will be provided. ~

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**
Associate Director, Center for Economic Service



LUNCH & LEARN UPCOMING TOPICS

November 2, 2016
CMA Legal: New Laws for
2017 & How They Will
Affect Your Practice

January/February 2017
Medicare Changes

May/June 2017
Getting Paid: A Physician's
Guide To Taking Charge of
Accounts Receivable

▶ RETURN REGISTRATION BY:

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Name _____

Phone _____ Email _____ Fax _____

Practice name and address _____

Physician Office Manager Other _____

Questions? Contact Rachel Pandolfi at 707-525-4375 or rachel@scma.org.

*The quarterly PMF Lunch & Learn seminars offer attendees a broad array of topics related to medical staff services, office management, billing and coding, human resources, accounting and back office support. *Nonmembers, and/or their staff, are welcome to attend a seminar at no cost to experience one of the many valuable benefits that come with SCMA membership (\$25 thereafter).*

