

Negotiate Better Third-Party Agreements

Today most practice revenues are derived from contracted care. Contracts are written by the payers and designed to serve the needs of payers, not physicians. Participants will learn how to review key elements of managed care contracts including reimbursement, authorizations, term and termination. Learn what is negotiable and what is non-negotiable in a contract. Find out how to negotiate with someone who says they won't negotiate. Learn how to review a contract and spot the pitfalls. This program is designed for managers and physicians.

This Practice Management Webconference is just \$99 for Members & their Practices:

- | = A 90-minute live Webconference including a formal presentation and time for Q&A
- | = The course is given once as a live Webconference, on Wednesday July 9, 2008 (convenient for your staff) and then via streaming Internet technologies shortly thereafter. Your \$99 registration fee covers either one or both presentations and handout materials.
- | = The ability for ACS Fellows and practice managers to e-mail follow-up questions to Economedix Practice Management Advisors for personalized responses



Course Objectives - Completion of this Practice Management Course will provide:

1. Determine what can be negotiated in a contract (Hint: almost anything!)
2. Understand what cannot be negotiated and how to assess the contractor's needs
3. Determine your bargaining strengths & weaknesses
4. Define the key elements of a managed care contract and create sample language for contracts
5. Learn how to become a better negotiator

Sponsored by the American College of Surgeons, PAHCOM, HNA & Others

Accreditation - The American College of Surgeons is accredited by the Accreditation Council for Continuing Medical Education (ACCME) to provide continuing medical education to physicians.

Credits - The American College of Surgeons designates this educational activity for a maximum of 1.5 category 1 credits toward the AMA Physician's Recognition Award. Each physician should claim only those credits that he/she actually spent in the educational activity. PAHCOM has pre-approved this educational activity for 1 CEU towards the PAHCOM CMM designation. To earn the credit, participants must complete the combination Evaluation / CME - CEU Form, that is included in the course materials, and FAX this form back within seven days following the date of the Webconference.

Faculty - The faculty for the course is Mr. Tom Loughrey, MBA, CCS-P. Mr. Loughrey is Chairman of Economedix and a noted practice management consultant to physicians, medical offices and medical societies. For over a decade, Mr. Loughrey has provided consulting services to the College as a part of the Consultant's Corner at the annual ACS Clinical Congress and regularly is engaged by ACS to speak and teach at meetings and workshops throughout the country.

Registration & Information - This completed form can be Faxed Toll Free to **877-813-9784**; or mailed to **Economedix - 297 Valley Road # 200 - Wexford, PA 15090**; For complete details and secure On-Line Registration simply go to: <http://www.YourMedPractice.com>

Thank you for your interest in this Program!



Practice: _____
Address: _____ Phone: _____
City: _____ State: _____ Zip: _____
Contact: _____ E-Mail: _____

Yes, we want to participate in the **Negotiating Better Third Party Agreements Course** ... and will attend
 Wednesday July 9, 2008 @ 1 PM Eastern, Web-based On-Demand ... or Both Presentations.

Form of Payment: Check Payable to Economedix, LLC & mailed to: 297 Valley Rd # 200 - Wexford, PA 15090
or Credit / Debit Card (MC, Visa, Discover or American Express)

Card Number (15 or 16 digits): _____ Expiration Date: ____ / ____
3 Digit CVV Code* : _____ Name on Card: _____
Card Billing Address: _____
Card Billing City, ST Zip: _____ * Please use 4 Digit Code on front of AMX Card