

Upcoming Distance  
Learning Opportunity  
from MHA

# Homecare Revenue Cycle Webinar Series

## TARGET AUDIENCE:

Home Health

## SERIES DATES:

See inside for details & learning objectives of  
each session.

### Part I—Optimizing the Home Care Revenue Cycle

January 26, 2010

### Part II—Drilling into the New Complexities of Medicare Billing

February 23, 2010

### Part III—Implementing Strategies to Properly Handle Payment Variances

March 23, 2010

All sessions: 9:30-11:00am MST

## SELECTING SESSIONS:

You may sign up for the entire series, or just one or two sessions separately. Each session stands on its own and will have individual presentation materials. However, please be aware that the sessions do build upon one another and content may be related/referenced between sessions.

## PRICING\*:

MHA Members

\$150/session/line

\$400/line: 3-part series

Non-MHA Members:

\$200/session/line

\$550/line: 3-part series

DEADLINE FOR REGISTRATION IS  
JANUARY 21, 2010—PART 1 OR SERIES  
FEBRUARY 18, 2010—PART 2  
MARCH 18, 2010—PART 3

\*Fees include session materials and one (1) phone line

## PROGRAM OVERVIEW

### PART I—JANUARY 26, 2010

#### *Optimizing the Home Care Revenue Cycle*

Optimizing the home care revenue cycle requires the ability to critically examine the processes leading up to the point of billing. A successful initiative to enhance the revenue cycle provides substantial returns beyond improved cash flow and working capital. This webinar will provide attendees with insights on how to examine the revenue cycle to identify opportunities to enhance performance, as well as provide benchmarks by which to compare current revenue cycle performance.

### PART II—FEBRUARY 23, 2010

#### *Drilling into the New Complexities of Medicare Billing*

Medicare home health PPS refinements have significantly complicated the billing process. This webinar will provide strategies for drilling into the details of your billing processes, and participants will take away valuable insights on available industry resources and processes that can be implemented to help optimize efficiencies.

### PART III—MARCH 23, 2010

#### *Implementing Strategies to Properly Handle Payment Variances*

Looking to improve your payment process? This webinar will target strategies for identifying payment variances and appropriately posting them to accounts receivable. Specific tools used in the practices employed by the presenter will be shared along with corresponding examples.

## FACULTY

**M. AARON LITTLE, BS, CPA** Senior Managing Consultant with BKD National Health Care Group in Springfield, MO. Aaron routinely works with both home health and hospice agencies throughout the nation providing consultations and training on billing, operational and financial topics. He is a frequent speaker at state and national industry conferences.

ONLINE REGISTRATION  
NOW AVAILABLE!

**WWW.MTHA.ORG**



AN ASSOCIATION OF  
MONTANA HEALTH  
CARE PROVIDERS

# Homecare Revenue Cycle Webinar Series Objectives

## **PART I—JANUARY 26, 2010**

### ***Optimizing the Home Care Revenue Cycle***

- Apply benchmarks by which to evaluate revenue cycle performance.
- Employ realistic revenue cycle performance goals.
- Recognize typical revenue cycle challenges.
- Apply successful methods of evaluating revenue cycle operations in such a way to identify opportunities for improved performance.

## **PART II—FEBRUARY 23, 2010**

### ***Drilling into the New Complexities of Medicare Billing***

- List typical Medicare home health billing challenges.
- Apply suggested key billing performance measures.
- Identify effective and efficient process management tools.

## **PART III—MARCH 23, 2010**

### ***Implementing Strategies to Properly Handle Payment Variances***

- Identify items that determine payment.
- List reasons for payment variances.
- Describe how to appropriately deal with a payment variance when the payment received is determined to be correct.

## REGISTRATION INFORMATION

Registration fees are \$150/line for MHA members for one or two sessions and \$400/line for the complete series. Non-MHA member fees are \$200/line for one or two sessions and \$550/line for the complete series. The registration fee includes one toll-free telephone connection and webinar access information per registered facility to hear the presenter and handout materials.

To register, please complete the attached form and fax it back to MHA at (406)443-3894, Attn: Jennifer Wagner. A copy of the registration form can also be obtained at [www.mtha.org](http://www.mtha.org).

Online registration is also available. Go to [www.mtha.org](http://www.mtha.org) for the link to register online.

If you have not received confirmation via the email address provided on the registration form 48 hours after sending registration, please contact Jennifer Wagner at (406)442-1911. Registration deadline is January 21, 2010 for Part 1 or the whole series, February 18, 2010 for Part 2, and March 18, 2010 for Part 3 at 5pm each date.

## LOG-IN INSTRUCTIONS

Upon receipt of registration, confirmation will be e-mailed to the contact person indicated on your registration form. You will receive another e-mail approximately 24 hours prior to the event with dial-in information, webinar access information and the handouts.

**It is the responsibility of the contact person listed on the registration form to download and/or access presentation materials prior to the day of the event.** If your e-mail address changes, you do not receive an e-mail with instructions from MHA, or if you are unable to download or open presentation materials, please contact MHA 24 hours prior to the event to allow time to address the issue.

Participants are encouraged to log in 15 minutes prior to the start of the program, as the program will begin on time.

## CONTINUING EDUCATION

A copy of the Certificate of Attendance will be sent with the handouts and dial-in information. This Certificate should be copied and issued to all participants attending the session. Completed certificates should be placed on file at your hospital as evidence of attendance. You may apply on an individual basis with the appropriate accreditation organization for consideration of continuing education credits. This webinar is approved for 1.5 contact hours per session.

# Homecare Revenue Cycle Webinar Series

## REGISTRATION FORM

### AUDIENCE:

Home Health

### DATE:

Part 1-January 26, 2010

Part 2-February 23, 2010

Part 3-March 23, 2010

### PRICES:

MHA Members: \$150/line/session  
\$400/line/series

Non-Members: \$200/line/session  
\$550/line/series

### REGISTER BY:

5pm on the following:

Part 1 or Series-January 21, 2010

Part 2-February 18, 2010

Part 3-March 18, 2010

### REGISTRATION INFORMATION

To ensure your spot in these very important webinars, please fill out the information below, completely, and fax to MHA at (406)443-3894, Attn: Jennifer Wagner

You may also register online at [www.mtha.org](http://www.mtha.org)

**REFUNDS** Fees will be refunded only if written cancellation is received by MHA by 5 pm on January 25, 2010. Fax written cancellation to MHA at (406)443-3894, Attn: Jennifer Wagner. E-mails and phone call cancellations will not be accepted.

**Contact Person: Please fill out the contact information for the person that will be responsible for receiving and**

### Participant Information:

Facility Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Email Address: \_\_\_\_\_

Facility Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

### Series Selection (see session dates above)

3-Part Series (\$400/\$550)  Part 1 (\$150/\$200)  Part 2 (\$150/\$200)  Part 3 (\$150/\$200)

\_\_\_\_\_ Number of lines (Check those that apply, up to 2 sessions. If selecting more than 2, select 3-part series)

### Payment Information (All credit card information is required and must be complete).

Total Payment Due: \$ \_\_\_\_\_

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Credit Card Complete Billing Address \_\_\_\_\_

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\*The CVS number is the 3 digit number on the back of your card. For AMEX it is 4 digits on the front

A check, payable to MHA is being mailed to P.O. Box 5119; Helena, MT 59604-5119

Please invoice me—MHA Member Facility PO#: \_\_\_\_\_

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CONFIRMATION SENT (DATE): \_\_\_\_\_ BY: \_\_\_\_\_

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For questions regarding education, please contact:  
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