

Finance Education for Clinicians

Insurance and Denials from a Clinical Perspective

Presented jointly by the New Jersey HFMA and the New Jersey Hospital Association

Wednesday March 21, 2018 8:30 am – 3:45 pm
New Jersey Hospital Association
760 Alexander Road, Princeton, NJ 08543

*Clinical leaders are promoted to management based on strong clinical and interpersonal skills and then find themselves responsible for financial performance with little or no formal financial training. Finance Education for Clinicians introduces financial concepts for emerging or experienced leaders to strengthen their understanding of hospital finance. This session's focus is **Insurance and Denials from a Clinical Perspective**.*

Registration and Breakfast	8:30 am – 9:00 am
Morning Session	9:00 am – 11:45 am
Networking Lunch	11:45 am – 12:45 pm
Afternoon Session	12:45 pm – 3:45 pm

- **Hospital Charges and Reimbursement** **9:00 am – 10:15 am**

Understand how hospital charges are created, the difference between charges and revenue, and how insurance plans impact your hospital's reimbursement for the services you perform.

Objective:

Participants will be introduced to the fundamentals of how hospital charges are created and the impact of insurances on hospital reimbursement.

Speaker:

- Jane C. Kaye, MBA, President, Healthcare Finance Advisors

- **Break** **10:15 am – 10:30 am**

- **Coding and Insurance in the Hospital Revenue Cycle** **10:30 am – 11:45 am**

Learn about how patient and payer insurance contracts affect patient care and how to navigate through key elements of patient and payer contracts.

Objective:

Participants understand the hospital revenue cycle with a focus on insurance contracting.

Speaker:

- Sandra Gubbine, Assistant Vice President of Revenue Cycle, AtlantiCare

- **Networking Lunch** **11:45 am – 12:45 pm**

Register at: www.hfmanj.org

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- **Preventing and Managing Denials** **12:45 pm – 2:00 pm**

Clinical departments work hard providing outstanding care to patients. Learn how to prevent and manage denials so the hospital is paid for all the great work you do.

Objective:

Participants will understand how to prevent and manage clinical denials.

Speaker:

- *Dr. Ed Niewiadomski, President, Physician Advisor On-Call*

- **Break** **2:00 pm – 2:15 pm**

- **Complex Clinical Patients from the Insurance Company Perspective** **2:15 pm – 3:30 pm**

Understand the financial impact of a medical necessity denial from the insurer's perspective.

Objective:

Participants will understand how the insurance industry approaches complex clinical cases and how that may impact revenue.

Speaker:

- *Sheila Van Daly, RN, BSN, MBA, Manager, Clinical Services, AmeriHealth New Jersey*

- **Wrap Up, Q&A, Evaluations** **3:30 pm – 3:45 pm**

Learner Outcome:

The learner will be able to list two key strategies to improve hospital reimbursement from insurance companies for patient services performed.

Successful completion of the course is defined as in-person attendance for 95% of the didactic learning session and a completed course evaluation.

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REGISTRATION INFORMATION

To register, please visit our web site at www.hfmanj.org where online payment is also available but not required. You may also mail a check, but we ask that you register online if at all possible.

FEE: ADVANCE REGISTRATION.....\$125
STUDENT REGISTRATION\$50
ON-SITE REGISTRATION -- ON "SPACE AVAILABLE" BASIS.....\$25 ADDITIONAL CHARGE

REGISTRATION INFORMATION:

- Make checks payable to **HFMA - NJ CHAPTER**, and please mail at least **10 days prior to the event**.
- Registration must be received **three working days prior to the event**.
- **REFUNDS WILL BE GRANTED ONLY IF CANCELLATION IS RECEIVED 48 HOURS PRIOR TO THE MEETING.**
- Dress is **Business Casual**
- Mail payment to: HFMA – NJ Chapter
Laura Hess
PO Box 6422
Bridgewater, NJ 08807

NEW JERSEY BOARD OF ACCOUNTANCY CONTINUING PROFESSIONAL EDUCATION CREDITS

Based on our understanding of the New Jersey State Board of Accountancy's continuing professional education (CPE) requirements, Sponsor No. 185, this course will qualify for **6 CPE credits**.

NEW JERSEY STATE NURSES ASSOCIATION CONTINUING EDUCATION CREDITS

This activity has been planned and implemented in accordance with the Essential Areas and policies of the American Nurses Credentialing Center's Commission on Accreditation and New Jersey State Nurses Association through Health Research and Educational Trust of NJ. Health Research and Educational Trust is an approved provider of continuing nursing education by the New Jersey State Accreditation an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation. Provider Number P131-1/15-18.

This activity provides – **5.25 contact hours**.

There are no conflicts of interest, sponsorship or financial/commercial support being supplied for this activity. Accredited status does not imply endorsement by the provider or American Nurses Credentialing Center's Commission on Accreditation of any commercial products displayed in conjunction with an activity.

DISCLOSURE INFORMATION: Full disclosure will be provided at the educational activity.

AMERICAN COLLEGE OF HEALTHCARE EXECUTIVES CONTINUING EDUCATION CREDIT

As an independent chartered Chapter of the American College of Healthcare Executives, ACHE – NJ is authorized to award **5.0** hours each of ACHE Qualified Education credit toward advancement or recertification in the American College of Healthcare Executives.

Participants in this program who wish to have it considered for ACHE Qualified Education credit should list their attendance when they apply to the American College of Healthcare Executives for advancement or recertification.