

EDUCATION SERIES



THE REVENUE INTEGRITY FORUM

PROUDLY PRESENTS



TUESDAY, JUNE 13TH, 2017

JAY MULLANEY, CHAIR AND EDUCATION SUB-COMMITTEE TEAM

PINES MANOR

2085 STATE ROUTE 27, EDISON NJ 08817

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Registration and Breakfast: 7:30 a.m. to 8:30 a.m.

Welcome: 8:30 a.m. to 8:45 a.m.
Induction of Officers and Announcements of Scholarship Recipients

Education Sessions: 8:45 a.m. to 4:15 p.m.

8:45 a.m. - 9:00 a.m. NJHA Update

9:00 a.m. - 10:00 a.m. **Keep Calm and Build It Right**
Building a Successful Revenue Integrity Department: The Importance of a Clinical/Financial Partnership

Building a successful revenue integrity minded culture has been shown to not only increase revenue, but also foster team building and collaboration across department lines. Fostering relationships across the financial and clinical departments can seem somewhat daunting in the beginning, but well worth the effort. This presentation will offer practical advice on how to achieve consistent and open communication that is truly priceless, when implemented and embraced with an open mind.

Learning Objectives:

- Identifying the appropriate approach to Revenue Integrity for your organization
- Creating a partnership between your financial team and your clinical team
- Effective styles of communication when discussing financials with your clinical partners

Presentation:

Kristi Morris

Director, Revenue Integrity Services

BESLER Consulting

Discussion:

Victoria McElarney, RN, MBA, FACHE, COC

Client Success Manager

Craneware

10:00 a.m. - 10:15 a.m. **Break**

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10:15 a.m. - 11:15 a.m.

Keep Calm and Verify It's Right

How to Use the Auditor Role to Get It Right

Hospitals employ or contract for defense auditors. These auditors often are coders or clinical staff who defend denials from third-party payers. Should that be the limit of your expectations? It's time to move this function into a resource providing opportunities to enhance net collections.

Learning Objectives:

- Understanding the role of the defense auditors
- Ensuring that the defense auditors understand all the opportunities for improvements
- how to move the defense auditor role from a pure expense to an investment

Presentation:

Charlotte L. Kohler, [RN], CPA, CVA, CRCE-I, CPC, CHBC

President and Owner

Kohler Healthcare Consulting Inc.

Discussion:

Victoria McElarney, RN, MBA, FACHE, COC

Client Success Manager

Craneware

11:15 a.m. - 12:15 p.m.

Keep Calm and Ensure It's Right

It's Not Enough to Code It Right; Ensuring Services Are Medically Necessary

While producing a clean claim is often the key to getting payment, there are an increasing number of audits by governmental and commercial payers to ensure that the billed service was medically necessary. In this talk, Dr. Hirsch will discuss medical necessity and the steps needed to prevent medical necessity denials including an overview of the growing area of clinical validation denials.

Learning Objectives:

- Understand payer guidelines for medical necessity
- Demonstrate common medical necessity denials
- Develop denial avoidance strategies for medical necessity

Dr. Ronald Hirsch, MD, FACP, CHCQM

Vice President, Regulations and Education

R1 RCM, Inc.

12:15 p.m. - 1:00 p.m.

Lunch

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1:00 p.m. -3:00p.m.

Keep Calm and Get the Status Right

Inpatient v. Observation; Will It Ever Be Clear?

This panel discussion will focus on meeting regulatory and compliance guidelines as well as billing practices with regards to observation. Our panelists will discuss their experiences and will share their strategies and lessons learned.

Learning Objectives:

- Receive updated guidance from CMS on the MOON outpatient observation Notice
- Review the appropriate use of observation and how to identify inpatient opportunities in the observation setting
- Learn strategies in accurately determining bed placement and patient status
- Learn compliant and proven methods to document and defend a physician's intent in the bed placement process

JaneAnn Sheehan, RN, BSN, MBA (Moderator)

President

JAS & Associates

Dr. Ronald Hirsch, MD. FACP, CHCQM

Vice President

R1 RCM, Inc.

Edward J. Niewiadomski, MD

President

Physician Advisor On-Call

Karen Haesloop, RN, FNP, MSN

Director of Care Management Services

McBee Associates

Charlotte L. Kohler, [RN], CPA, CVA, CRCE-I, CPC, CHBC

President and Owner

Kohler Healthcare Consulting Inc.

3:00 p.m. – 3:15 p.m.

Break

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3:15 p.m. - 4:15 p.m.

Keep Calm and Document It Right

Clinical Documentation Integrity: Strategies for Improving Quality Measures and Revenue Capture through Departmental Alignment

This session will highlight the importance of an expanded documentation integrity program that aligns key acute-care setting departments. Further discussion will include strategies for improving and measuring quality and revenue across all healthcare service types.

Learning Objectives:

- Review the correlation of documentation impact to revenue and quality
- Describe documentation integrity and its role in departmental alignment (with finance, revenue cycle, case management, quality, compliance, etc.)
- Discuss benefits for leveraging clinical documentation improvement practices across key departments and sites of care
- Provide sample qualitative and revenue measurement strategies

Todd Manion, CPC

Senior Manager

Deloitte & Touche LLP

Nita Mangat, MHA, CHFP

Senior Manager

Deloitte & Touche LLP

MeShawn Foster, MJ, RHIT

Senior Consultant

Deloitte & Touche LLP

4:15 p.m. – 5:15 p.m.

Happy Hour and Speed Networking*

***In conjunction with Happy Hour NJ HFMA will be running their Speed Networking for Mentee/Mentor Program. Separate registration is required for this event. Please click the link below for additional information and to register.**

https://events.speednetworking.com/ViewEvents/NIHFMA_June2017

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EDUCATION CREDITS

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 is currently approved for 7.0 CPE credits.

AMERICAN COLLEGE OF HEALTHCARE EXECUTIVES CONTINUING EDUCATION CREDIT

The New Jersey Chapter of the Healthcare Financial Management Association is authorized to award 6.0 hours of pre-approved Category II (non-ACHE) continuing education credit for this program toward advancement, or recertification in the American College of Healthcare Executives. Participants in this program wishing to have the continuing education hours applied toward Category II credit should indicate their attendance when submitting application to the American College of Healthcare Executives for advancement or recertification.

AMERICAN ACADEMY OF PROFESSIONAL CODERS CONTINUING EDUCATION CREDIT

CEU’s are currently pending approval. Estimated credit hours: 6.

SUPREME COURT OF NEW JERSEY BOARD ON CONTINUING LEGAL EDUCATION

Based on our understanding of the Supreme Court of New Jersey Board on Continuing Legal Education mandatory continuing legal education program requirements, this course will qualify for 7.2 CLE credits. NJ HFMA is an approved service provider (#1098).

To register online, please visit our website at www.hfmanj.org, where online payment submission is also available, but not required. If you prefer to register by mail, please list your attendees and follow the registration instructions presented below.

NAME	ORGANIZATION	TITLE	HFMA MEMBER or NON-MEMBER	EMAIL ADDRESS

FEE:

- ADVANCE REGISTRATION – MEMBERS \$135
- ADVANCE REGISTRATION – NON-MEMBERS \$160
- ADVANCE REGISTRATION – CERTIFIED MEMBERS (HFMA, CHFP) \$100
- STUDENT REGISTRATION \$35
- ON-SITE REGISTRATION, ON “SPACE AVAILABLE” BASIS **\$25 extra**

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REGISTRATION INFORMATION:

- Registration is available online at www.hfmanj.org or by mail.
- 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
 - P.O. Box 6422
 - Bridgewater, NJ08807
- Phone number for questions is **(908) 963-2505**.
- In the event of questionable weather or other emergency affecting a significant number of members, please call 1-888-NJC-HFMA or check the Chapter website no earlier than two hours prior to the start of registration for the event to confirm status of event.