

# It Took **Two Decades** for Private Payer Contracts to Erode the Bottom Line Plan on a 2+ Year Comeback

Find out how on April 17th, during a **FREE** presentation by:  
**HBN's Director of Southeast Business Development, Jennifer Hager, CMPE**

## Over the past 2 decades:

- Managed care abandoned many utilization management programs due to admin costs
- Payers' most significant claims savings:
  - PROVIDER DISCOUNTS (Provider's Pocket)
  - PLAN DESIGN (Patient's Pocket)
- Employers have opted for self-insured plans
- Providers have signed contracts, commonly allowing only 30 cents on a dollar charged
- Physicians real income declines significantly
- Percent of Medicare RBRVS or RVU becomes basis for majority of payer/provider contracts
- 45+ million Americans do not have coverage
- Malpractice premiums skyrocket with slow tort reform
- Much political talk of "universal health care"
- Payer/TPA executives' enormous compensation packages come under fire

**All of these factors played their parts in practices failing to notice the effects of their payer contracts on the bottom line. This session will cover:**

- How to get organized and set your timeline for the negotiation process
- How to analyze the old rates and determine what reimbursement your practice needs going forward
- What provisions in the body of the agreement really mean and what changes to request
- What steps to take to monitor your new contractual terms
- And far more...



### About Jennifer Hager

Jennifer brings to medical practices 17 years of healthcare experience in practice management, strategic planning, billing and collections, delivery of patient care, and a full scope of quality assurance and compliance, both administrative and clinical. She earned her Bachelor of Science degree in Healthcare Administration from Kennedy Western University, her board certification with the Academy of Medical Practice Executives (ACMPE), and is an active member of the Georgia MGMA, with involvement on their Education Committee. At HBN, Jennifer is engulfed in payer contracting issues on a daily basis—assisting practices with project organization, analyzing reimbursements, developing contracting and reimbursement strategies, and negotiating the contract terms—all to improve the practice's bottom line.

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**Montgomery  
MGMA**

**April 17th, 12 pm–1 pm**

#### Location:

Hampton Inn & Suites  
Montgomery-EastChase  
7651 EastChase Parkway  
Montgomery, Alabama 36117  
Tel: (334) 277-1818

Lunch will be provided by Health Business Navigators, so please RVSP via email to Charla Sewell at [charla@medac4u.com](mailto:charla@medac4u.com).

*"Flat or declining fees from both public and private payers appear to be a major factor underlying declining real incomes for physicians.*

*"Negative real income trends stand in stark contrast to the trends experienced by workers in professional, specialty, and technical occupations. Between 1995 and 2003, wages and salaries for these workers increased about 7% after adjusting for inflation."*

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Ha T.Tu, Paul Ginsburg Center for Studying Health System Change

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